**Personal Learning Profile**

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| Date | 24/1/24 |
| Student | Vegas Kennedy |
| Advisor | Steff Gowland |
| Mentor | … |
| Year Level | Year 12 |
| **Student Information** |  |
| What are your current interests and passions? | Current interests are Sports/luxery cars, real estat. Graphic design. |
| What experiences and skills would you like to work on/improve/get this semester? | My goal is to get my real estate license and motor dealer’s license. Gain knowledge of the industry and learn skills. |
| What are your strengths? | Confident communicator, design and small details |
| What self-management goal would you like to work on? | Focus and organisation |
| How could you improve your commitment to your learning? | Work in a segregated space with minimal distractions |
| What would you like to be doing after school? | Selling houses, selling cars, or graphic design firm |
| **Parent Information** |  |
| What are your child’s/teens current interests and passions? |  |
| What experiences and skills would you like your child/teen to work on/improve/get this semester? |  |
| What are your child's/teens strengths? |  |
| What are the areas your child/teen needs to work on? |  |
| What self-management goal would you like your child/teen to work on? |  |
| How could you support your child/teen with their commitment to their learning? |  |
| How does your child/teen learn best? |  |
| What obstacles has your child/teen overcome? |  |
| **Advisor Information** |  |
| Where do you see the student can extend their current interests and passions? | Connect previous learning in graphic design and marketing to inform real estate practice. How can you add value to your outlearning through your skills and knowledge?  Explore more than just real estate, look into design, staging, marketing and investing – creating a portfolio. |
| What do you see as this student’s strengths? | Attention to detail, professional and capable.  Confident communicator. |
| How do you think this student learns best? | When provided with clear steps to action. Independent work in a quiet space, free from distractions.  External stress leads to distraction from work. |
| How is this student committed to their learning? | Committed to achieving goals and work he’s sees as meaningful. |
| What self-management goal would you like this student to work on? | Setting tasks and boosting the rigor of his work. Taking an appropriate tome to complete tasks, not drawing them out in pursuit of perfection. |

**Learning Strategy Plan**

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| **Learning Strategy** | **N/A** | **Never** | **Sometimes** | **Often** | **Always** |
| I prefer to work in loud, busy spaces |  |  |  |  |  |
| I work best when I’m near a window or door |  |  |  |  |  |
| I work best when I have a quiet and calm space to focus |  |  |  |  |  |
| I like having lots of things around me to look at |  |  |  |  |  |
| I focus best in a “clutter-free” environment |  |  |  |  |  |
| I like being in a space with limited lighting |  |  |  |  |  |
| Listening to music helps me to concentrate |  |  |  |  |  |
| I learn best when I have my own desk or spot to work at |  |  |  |  |  |
| I like to have space from other students when I work |  |  |  |  |  |
| I find it helpful when other people are doing their own work nearby |  |  |  |  |  |
| I learn better when I can observe other people doing something then I can have a go afterwards |  |  |  |  |  |
| I like having support to get started on a task |  |  |  |  |  |
| I need help to set up my workspace with the equipment I need |  |  |  |  |  |
| If I am focused on a task, I don’t like people to talk to me or interrupt |  |  |  |  |  |
| I need to take regular breaks from work to rest or get out some energy |  |  |  |  |  |
| I work best with 1:1 support to help me |  |  |  |  |  |
| I learn best in small groups with a mixture of other students and staff |  |  |  |  |  |
| I feel confident asking for help when I need it |  |  |  |  |  |
| I like having a scheduled time with someone for help with my learning |  |  |  |  |  |
| I like it when someone gives me regular reminders of my goals |  |  |  |  |  |
| When I’m upset at school, I really like it when teachers help me to calm down |  |  |  |  |  |
| I find it helpful to have a safe space or person to go to if I’m starting to feel upset |  |  |  |  |  |
| I prefer it when we don’t have that much eye contact |  |  |  |  |  |
| I like instructions to be verbal and written down |  |  |  |  |  |
| I need people to make sure they have my attention before they start talking to me |  |  |  |  |  |
| I’ve noticed that sometimes I blurt out my thoughts without meaning to |  |  |  |  |  |
| I find it helps when I repeat the question or instructions back to a person to check that I understood |  |  |  |  |  |

**Student**

Name: Signature: Date:

**Parent/Guardian/Carer**

Name: Signature: Date:

**Advisor**

Name: Signature: Date: \_\_\_\_\_\_\_

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| **Project Planner**  **Introduction** | |
| What is your project? (Describe the project) | Real estate, How do i become a real estate agent? |
| What is your essential question? (You can leave this and come back to this) |  |
| **Authenticity (How is your project real?)** | |
| Why did you choose this project? | **Because its the means to the end in my goal of financial freedom** |
| How is it relevant to your interests? | **Money, Property, Cars** |
| **Active Learning (How is your project hands-on?)** | |
| What part of the work takes place outside the school? | **Everything other than the course will be outside of school** |
| What kinds of technology will you use to do this project? | **Laptop, Google** |
| What kinds of drafts or prototypes will you make? | **At this time im unsure** |
| **Adult Relationships (Who will guide you?)** | |
| Who is your project mentor? | **At this time im unsure** |
| What other adults can help you with this project? | **Steff, Jade Massey(cousin), future mentor** |
| Who are some other adults who are helping you with your learning? | **At this time im unsure** |
| **Academic Rigour (How is your project challenging?)** | |
| How will this work challenge you and expand your learning into new areas? | **Its a completely new feild of fast paced intense learning.** |
| Which learning goals will you address within this project? | **I will address all of the learning goals in this project** |
| What research questions will you investigate through this project? | What are the processes of actually buying and selling houses? |
| What processes will you investigate through this project? | **Selling and buying a house** |
| What process will you go through to address these questions? | **At this time im unsure** |
| **Assessment (How should your work be evaluated?)** | |
| Who will critique your work? | **Steff, Parents, mentor** |
| What will you show at your exhibition? | **Info report on housing markets as well as other artifacts** |
| How many drafts will you show? | **At this time im unsure** |
| What will your successful finished project look like? | **Completed research, traineeship or full time position** |
| How will you reflect on your project? | **Recieve feedback from family/mentor/teacher post echibition and will complete self reflection** |

**Personal Project Planning**

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| IBPLC Learning Goals | Goals | Key Questions to Investigate/What do I want to learn? | Artefact/s of my learning |
| IBPLC: Communication | Investigate Gold Coast real estate market - trends and projections  Understand and explain the process of buying a selling houses  Look into property investment and planning for future  Explore tax - stamp duty - government grants and  POSSIBLE - Mock open home at exhibition | What do I need to know about the market in order to be a good real estate agent?  How do I become a premier agent - high end?  What are the processes of actually buying and selling houses? What tax etc? | 1. Report on real estate trends and projections 2. Research notes and findings from learning |
| IBPLC: Quantitative Reasoning | Learn:  Overall costing for qualifications  Average house prices/compared markets - trends and projections - tables and graphs  Investment plan  Research on course (what will I learn)  Day to day of an agent  Additional maths focusing on mortgages/interest and real estate based maths. | What’s the best mode for showcasing market trends.  How can I create an investment plan for myself for the future? | 1. Report on real estate trends and projections  2. Investment plan  3. Maths work (finance) |
| IBPLC: Knowing how to learn | Cert 4 Real estate practice  Process of Buying a House research  Full license after school  Possible mentorship/internship  Set goals and work towards completing a solid plan post school. | What are some key legalities surrounding the industry?  Who can I connect with to help me learn the industry?  How can I extend my goals to include more when I think I’m done. | 1. Research report in white book  2. Outlearning communication and reflections  3. ILP goals and planning |
| IBPLC: Personal Qualities | Improving on my organisation, persistence,  Engage in the community (beach clean up) | What ways will i improve my time management and organisation? | 1. Diary  2. Reflections  3. Clean Up Australia Day evidence and reflections |
| IBPLC: Social Reasoning | Social Action (beach clean up)  Offering my own knowledge to assist people around me  Cultural frameworks and international investment - dealing with international clients | How much rubbish in Kg will we find? | 1. Clean Up Australia Day evidence and reflections  2. SoComs – social issues analysis and awareness building – art mural  3. Notes on protocols of international partnerships and working with international clients |
| IBPLC: Empirical Reasoning | Comparing housing markets or tracking them and why  Researching the legal steps to purchase property  Develop a personal investment plan. Post school plan including figures and investment portfolio  POSSIBLE - investigation into an aspect of real estate market following report format - topic TBD following more knowledge of industry | What are the processes of actually buying and selling houses? | 1.Research Report in White Book  2. Post school investment plan  3. Look in to marketing or similar element of real estate based on outlearning experience – work for the mentor. |

Title: "Gold Coast Real Estate Mastery: A Journey to Become a Successful Real Estate Agent"

**Project Overview:** The goal of this project is to gain knowledge, skills, and practical experience needed to become a successful real estate agent on the Gold Coast. The project will encompass both theoretical research elements and hands-on practical experiences to provide a comprehensive learning experience.

**Weeks 1-2: Introduction to Gold Coast Real Estate**

* Research the Gold Coast real estate market, including current trends, property values, and popular neighborhoods.
* Study the legal and regulatory framework for real estate transactions in the Gold Coast.
* Identify key players in the local real estate industry and understand their roles.

**Weeks 3: Licensing and Certification**

* Research the requirements for obtaining a real estate license on the Gold Coast.
* Create a study plan for the licensing exam.
* Simulate practice exams to reinforce knowledge.

**Weeks 5-8: Building a Strong Foundation**

* Attend local real estate seminars and workshops.
* Study successful real estate agents' career trajectories on the Gold Coast.
* Develop a personal brand and marketing strategy for future real estate activities.**: Networking and Relationship Building**
* Attend real estate networking events on the Gold Coast.
* Conduct informational interviews with experienced real estate professionals.
* Create a database of potential clients, contacts, and resources.

**Term 1 : Practical Training - Part 1**

* Join a local real estate agency as an intern or apprentice.
* Shadow experienced agents during property showings, negotiations, and closings.
* Participate in marketing and promotional activities.

**Weeks 12-15: Digital Marketing for Real Estate**

* Research and implement effective digital marketing strategies for real estate.
* Create and manage social media profiles.
* Develop a personal website/portfolio.

**Weeks 16-17: Contracts and Negotiation Skills**

* Study different types of real estate contracts and agreements.
* Practice negotiation skills through role-playing scenarios.
* Learn effective communication techniques in real estate transactions.

**Term 2 Practical Training - Part 2**

* Take on more responsibilities within the real estate agency.
* Assist in drafting contracts, conducting market analyses, and handling client interactions.
* Work closely with a mentor to receive personalized feedback.

**Weeks 18-22: Property Management Basics**

* Research and understand property management principles.
* Study the local rental market and tenancy laws.
* Gain hands-on experience in property management tasks.

**Weeks 23-26: Business Planning and Goal Setting**

* Develop a business plan for your future real estate career.
* Set short-term and long-term goals.
* Create a financial plan for income and expenses.

**Weeks 27-28: Final Project and Presentation**

* Compile a portfolio showcasing your theoretical knowledge and practical experiences.
* Prepare a presentation summarizing your journey and future plans.
* Present your final project to mentors, peers, and industry professionals.

This project will provide a comprehensive and immersive experience for aspiring real estate agents on the Gold Coast, combining research, theoretical learning, and practical training to ensure a well-rounded skill set for success in the industry.