

Wellbeing, Resilience & Career Longevity

Build a real estate career you can still be doing at 50.

VERTICAL

Wellbeing & Longevity

LEVEL

Foundation

DURATION

13 hours · 6 modules · 26 lessons

MODULES

6

Programme overview

A practical, real-estate-specific program for agents and property managers on managing the demands of a 7-day, always-on industry: burnout patterns, boundary setting, rejection, income volatility, an inherited broken portfolio, and knowing when and how to ask for help. This is professional development, not clinical or psychological advice — where content touches on mental health, it points you toward qualified professional support rather than attempting to replace it.

What you'll master

- 01 Recognise your own early burnout markers before they become a crisis
- 02 Set after-hours boundaries with clients that hold up without damaging the relationship
- 03 De-escalate and recover from aggressive interactions with tenants, owners or vendors
- 04 Reframe rejection in prospecting using an accurate rate-of-no rather than personal failure
- 05 Build a personal financial buffer that absorbs commission-cycle volatility
- 06 Design a diary and sleep routine that survives a genuinely 7-day industry
- 07 Triage and stabilise a portfolio you've inherited in poor condition
- 08 Identify psychosocial hazards at work and understand an employer's general duty of care
- 09 Know what an EAP is, what it offers, and how to access it without stigma
- 10 Plan a career shape and pace that is sustainable to 50 and beyond

Skill focus

- Boundaries
- Resilience

- Financial Wellbeing
- Workload Design
- Psychosocial Safety
- Career Longevity

The syllabus

6 modules · one standard

I. 01 · The burnout profile of agents and property managers

5 LESSONS

- | | | |
|----|--|----------------------|
| 01 | Why real estate burns people out differently | masterclass · 12 min |
| 02 | The early warning signs before burnout, not after | reading · 11 min |
| 03 | The property manager's specific load | reading · 12 min |
| 04 | Telling the difference between 'busy season' and burnout | masterclass · 10 min |
| 05 | Knowledge check: The burnout profile | quiz · 4 min |
-

II. 02 · Workload triage and after-hours boundaries

5 LESSONS

- | | | |
|----|---|----------------------|
| 01 | A daily triage framework: urgent, important, can wait | masterclass · 12 min |
| 02 | Setting after-hours boundaries that actually hold | reading · 13 min |
| 03 | A vendor texts at 10pm expecting an immediate reply | scenario · 9 min |
| 04 | Handling clients who repeatedly test the boundary | reading · 11 min |
| 05 | Knowledge check: Workload and boundaries | quiz · 4 min |
-

III. 03 · Aggressive interactions and post-incident recovery

5 LESSONS

- | | | |
|----|---|----------------------|
| 01 | De-escalating an aggressive tenant, owner or vendor | masterclass · 13 min |
| 02 | Knowing when to end an interaction rather than push through | reading · 10 min |
| 03 | What to do in the hour after a hostile interaction | reading · 12 min |
| 04 | Supporting a colleague after a bad interaction | masterclass · 9 min |
| 05 | Knowledge check: Aggressive interactions | quiz · 6 min |
-

IV. 04 · Rejection, rate-of-no and financial stress

5 LESSONS

- | | | |
|----|---|----------------------|
| 01 | Reframing prospecting rejection with a rate-of-no | masterclass · 12 min |
| 02 | Why prospecting rejection isn't about you | reading · 10 min |
| 03 | Building a buffer for commission-cycle volatility | reading · 13 min |
| 04 | How financial stress distorts business decisions | masterclass · 11 min |
| 05 | Knowledge check: Rejection and financial stress | quiz · 6 min |
-

V. 05 · Sleep, energy and diary design for a 7-day industry

5 LESSONS

- | | | |
|----|--|----------------------|
| 01 | Designing a diary that survives a genuine 7-day industry | masterclass · 12 min |
| 02 | Protecting sleep around early opens and late calls | reading · 11 min |
| 03 | Managing a portfolio you inherited already broken | reading · 13 min |
| 04 | Protecting the two or three things you won't sacrifice | masterclass · 9 min |
| 05 | Knowledge check: Diary design and inherited portfolios | quiz · 4 min |

VI. 06 · Psychosocial safety, asking for help and career longevity

6 LESSONS

- | | | |
|----|---|----------------------|
| 01 | Psychosocial hazards at work, in general terms | reading · 13 min |
| 02 | An employer's duty of care, at a general level | reading · 11 min |
| 03 | What an EAP is and how to use one without stigma | reading · 10 min |
| 04 | Asking for help before it becomes a crisis | masterclass · 10 min |
| 05 | Building a career you can still be in at 50 | masterclass · 12 min |
| 06 | Knowledge check: Psychosocial safety and career longevity | quiz · 6 min |

Important — non-accredited training

The Agent Academy is not a Registered Training Organisation (RTO). This program is professional development designed for elite outcomes and earning potential; it does not issue nationally accredited qualifications, statements of attainment or units of competency. Content is built around real industry practice — completion does not satisfy licensing or registration requirements in any Australian state or territory.

For state licensing pathways (Certificate of Registration in NSW, Agent's Representative in VIC, and equivalents), see theagentacademy.org/licensing. Complete your state requirement first — then train with us.