

Real Estate Salesperson Course

Time-Table for Batch 144 (V1.4.1) (@J. East) Weekday Evening Course

Tue & Thu: 7pm-10pm

Training Room 2

LT	Topics - Paper 1	Date	Lecturer's Name
Competency Unit 1 - Real Estate Agency Industry Overview			
1/19	1.1 - Real estate market and submarkets 1.2 - Real estate market players and government intervention	15/05/18 (Tue)	Benson Ong
2/19	Basic Land Law Concepts 1.3 - Introduction 1.4 - Land 1.5 - Estates in land 1.6 - State Lands Act 1.7 - Rights in another's land 1.8 - Registration of titles	17/05/18 (Thu)	Zhipeng
Competency Unit 2 - Dealings with Interests in Land			
3/19	2.5 - Conveyance <i>inter vivos</i> (No Notes) 2.6 - Mortgage 2.7 - Gift 2.8 - Trust 2.9 - Succession	22/05/18 (Tue)	Zhipeng
4/19	2.10 - Future interest 2.11 - Co-ownership 2.12 - Restrictions on capacity to hold land 2.13 - Planning and development of land	24/05/18 (Thu)	Zhipeng
Public Holiday – Vesak Day		29/05/18 (Tue)	No Lesson
5/19	2.1 - Law of contract	31/05/18 (Thu)	Zhipeng
6/19	2.2 - Law of agency	05/06/18 (Tue)	Zhipeng
7/19	2.4 - Negligence 2.3 - Landlord and tenant law	07/06/18 (Thu)	Zhipeng
LT	Topics - Paper 2	Date	Lecturer's Name
Competency Unit 3 – Regulation of Real Estate Agency & Real Estate Marketing			
8/19	3.1 - Regulation of real estate agency industry (Part 1)	12/06/18 (Tue)	Francis Xavier
9/19	3.1 - Regulation of real estate agency industry (Part 2)	14/06/18 (Thu)	Francis Xavier
10/19	3.2 - Role and functions of salespersons and their requisite knowledge and skills	19/06/18 (Tue)	Josh Ng
11/19	3.3 - Principles of real estate marketing 3.4 - Types of listing 3.5 - Methods of sale 3.6 - Regulations on advertisements 3.7 - Marketing of residential property/HDB flats	21/06/18 (Thu)	Francis Xavier

12/19	3.8 - Marketing of commercial property 3.9 - Marketing of industrial property 3.10 - Marketing of special properties 3.11 - Consumer Protection (Fair Trading) Act	26/06/18 (Tue)	Francis Xavier
Competency Unit 4 – Property Transactions			
13/19	4.1 - Sale of uncompleted private properties	28/06/18 (Thu)	Beng Hoe
14/19	4.2 - Sale of completed private properties 4.3 - Collective sale of private properties	03/07/18 (Tue)	Beng Hoe
15/19	4.4 - Sale of HDB flats (Part 1 - Buyer)	05/07/18 (Thu)	Francis Xavier
16/19	4.4 - Sale of HDB flats (Part 2 – Seller)	10/07/18 (Tue)	Francis Xavier
17/19	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	12/07/18 (Thu)	Benson Ong
18/19	4.8 - Taxes on property	17/07/18 (Tue)	Zhipeng
19/19	4.9 - Property finance and financial calculations	24/07/18 (Tue)	Josh Ng

- **Ready for Oct 2018 RES Exam.**
- **Year 2018 Examination will be held once every four months – Feb, June and Oct**
- *The course organiser reserves the rights to change & adjust the time table, lecturer assignments & venue. Please refer to our Refund policy in our website.*

Training Venue:

Blk 134 Jurong Gateway Rd#03-309P S(600134)
 Next to Jurong East MRT
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