

Real Estate Salesperson Course
Time-Table for Batch 156 (V1) (@J. East) Weekday Course
Mon, Wed & Fri
#1: 10am-1pm and #2: 2 pm – 5pm
Training Rm 1

| 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 | 29/10/18 (Mon#2) | TBA |
| 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 | 31/10/18 (Wed#1) | TBA |
| 3/19 | 2.5 - Conveyance <i>inter vivos</i> (No Notes) 2.6 - Mortgage 2.7 - Gift 2.8 - Trust 2.9 - Succession | 31/10/18 (Wed#2) | TBA |
| 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 | 02/11/18 (Fri#2) | TBA |
| 6/19 | 2.2 - Law of agency | 05/11/18 (Mon#2) | TBA |
| 5/19 | 2.1 - Law of contract | 07/11/18 (Wed#1) | TBA |
| 7/19 | 2.4 - Negligence 2.3 - Landlord and tenant law | 07/11/18 (Wed#2) | TBA |
| LT | Topics - Paper 2 | Date | Lecturer's Name |
| 8/19 | 3.1 - Regulation of real estate agency industry (Part 1) | 09/11/18 (Fri#1) | TBA |
| 9/19 | 3.1 - Regulation of real estate agency industry (Part 2) | 09/11/18 (Fri#2) | TBA |
| 10/19 | 3.2 - Role and functions of salespersons and their requisite knowledge and skills | 12/11/18 (Mon#2) | TBA |
| 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 | 14/11/18 (Wed#1) | TBA |

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| 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 | 14/11/18 (Wed#2) | TBA |
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| 13/19 | 4.1 - Sale of uncompleted private properties | 16/11/18 (Fri#1) | TBA |
| 14/19 | 4.2 - Sale of completed private properties 4.3 - Collective sale of private properties | 16/11/18 (Fri#2) | TBA |
| 15/19 | 4.4 - Sale of HDB flats (Part 1 – Buyer) | 19/11/18 (Mon#1) | TBA |
| 16/19 | 4.4 - Sale of HDB flats (Part 2 – Seller) | 19/11/18 (Mon#2) | TBA |
| 17/19 | 4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing | 21/11/18 (Wed#2) | TBA |
| 18/19 | 4.8 - Taxes on property | 23/11/18 (Fri#1) | TBA |
| 19/19 | 4.9 - Property finance and financial calculations | 23/11/18 (Fri#2) | TBA |
| <ul style="list-style-type: none"> • Ready for Feb 2018 RES Exam. • Year 2019 Examination will be held once every four months – Feb, June and Oct • <i>The course organiser reserves the rights to change & adjust the time table, lecturer assignments & venue without prior notice to course participants.</i> | | | |
| <p>Training Venue: Blk 134 Jurong Gateway Rd#03-309P S (600134) Next to Jurong East MRT Contact: 9424 3483 / 6462 6093</p> | | | |