

## Real Estate Salesperson Course

Time-Table for Batch 163 (V3) (@Sunshine Plaza) Weekday Evening Course

Tue & Thu: 7pm-10pm

LT	Topics - Paper 1	Date	Lecturer's Name
<b>Competency Unit 1 - Real Estate Agency Industry Overview</b>			
1/19	1.1 - Real estate market and submarkets 1.2 - Real estate market players and government intervention	19/02/19 (Tue)	Chia Beng Hoe
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	21/02/19 (Thu)	Zhipeng
<b>Competency Unit 2 - Dealings with Interests in Land</b>			
3/19	2.5 - Conveyance <i>inter vivos</i> ( <b>No Notes</b> ) 2.6 - Mortgage 2.7 - Gift 2.8 - Trust 2.9 - Succession	26/02/19 (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	28/02/19 (Thu)	Zhipeng
5/19	2.1 - Law of contract	05/03/19 (Tue)	Zhipeng
6/19	2.2 - Law of agency	07/03/19 (Thu)	Zhipeng
7/19	2.4 - Negligence 2.3 - Landlord and tenant law	12/03/19 (Tue)	Zhipeng
LT	Topics - Paper 2	Date	Lecturer's Name
<b>Competency Unit 3 – Regulation of Real Estate Agency &amp; Real Estate Marketing</b>			
8/19	3.1 - Regulation of real estate agency industry (Part 1)	14/03/19 (Thu)	Chia Beng Hoe
9/19	3.1 - Regulation of real estate agency industry (Part 2)	19/03/19 (Tue)	Chia Beng Hoe
10/19	3.2 - Role and functions of salespersons and their requisite knowledge and skills	21/03/19 (Thu)	Chia Beng Hoe
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	26/03/19 (Tue)	Chia Beng Hoe

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	28/03/19 (Thu)	Chia Beng Hoe
<b>Competency Unit 4 – Property Transactions</b>			
13/19	4.1 - Sale of uncompleted private properties	02/04/19 (Tue)	Francis Xavier
14/19	4.2 - Sale of completed private properties 4.3 - Collective sale of private properties	04/04/19 (Thu)	Francis Xavier
15/19	4.4 - Sale of HDB flats (Part 1 - Buyer)	09/04/19 (Tue)	Francis Xavier
16/19	4.4 - Sale of HDB flats (Part 2 – Seller)	11/04/19 (Thu)	Francis Xavier
17/19	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	16/04/19 (Tue)	Francis Xavier
18/19	4.8 - Taxes on property	18/04/19 (Thu)	Zhipeng
19/19	4.9 - Property finance and financial calculations	23/04/19 (Tue)	Francis Xavier
<ul style="list-style-type: none"> <li>• <b>Ready for June 2019 RES Exam.</b></li> <li>• <b>Year 2019 Examination will be held once every four months – Feb, June and Oct</b></li> <li>• <i>The course organiser reserves the rights to change &amp; adjust the time table, lecturer assignments &amp; venue. Please refer to our Refund policy in our website.</i></li> </ul>			
<p><b>Training Venue:</b> 91 Bencoolen Street, Sunshine Plaza #06-04 S(189652) Next to Bencoolen MRT Contact: 9424 3483 / 6462 6093</p>			