

**Real Estate Salesperson Course**  
**Time-Table for Batch 172 (V2) (@Sunshine Plaza) Weekday Course**  
**Mon, Wed & Fri**  
**#1: 10am-1pm and #2: 2 pm – 5pm**  
**Training Rm 1**

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	25/03/19 (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	27/03/19 (Wed#1)	TBA
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	27/03/19 (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	29/03/19 (Fri#1)	TBA
5/19	2.1 - Law of Contract	29/03/19 (Fri#2)	TBA
6/19	2.2 - Law of Agency	01/04/19 (Mon#1)	TBA
7/19	2.4 - Negligence 2.3 - Landlord and tenant law	01/04/19 (Mon#2)	TBA
LT	Topics - Paper 2	Date	Lecturer's Name
8/19	3.1 - Regulation of real estate agency industry (Part 1)	03/04/19 (Wed#1)	TBA
9/19	3.1 - Regulation of real estate agency industry (Part 2)	03/04/19 (Wed#2)	TBA
10/19	3.2 - Role and functions of salespersons and their requisite knowledge and skills	05/04/19 (Fri#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	08/04/19 (Mon#1)	TBA

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	08/04/19 (Mon#2)	TBA
13/19	4.1 - Sale of uncompleted private properties	10/04/19 (Wed#1)	TBA
14/19	4.2 - Sale of completed private properties 4.3 - Collective sale of private properties	10/04/19 (Wed#2)	TBA
15/19	4.4 - Sale of HDB flats (Part 1 – Buyer)	12/04/19 (Fri#1)	TBA
16/19	4.4 - Sale of HDB flats (Part 2 – Seller)	12/04/19 (Fri#2)	TBA
17/19	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	15/04/19 (Mon#1)	TBA
18/19	4.8 - Taxes on property	15/04/19 (Mon#2)	TBA
19/19	4.9 - Property finance and financial calculations	17/04/19 (Wed#1)	TBA

- **Ready for June 2018 RES Exam.**
- **Year 2019 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 without prior notice to course participants.*

**Training Venue:**

91 Bencoolen Street, Sunshine Plaza #06-04 S(189652)  
 Next to Bencoolen MRT  
 Contact: 9424 3483 / 6462 6093