

Real Estate Salesperson Course

Time-Table for Batch 173 (V1) (@J. East) Weekday Express Evening Course

Mon to Fri: 7pm-10pm

Include One Weekend, 04 & 05 May

*Sat #1: 10am – 1pm

*Sun #1: 10am – 1pm & Sun #2: 2pm – 5pm

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	15/04/19 (Mon)	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	16/04/19 (Tue)	TBA
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	17/04/19 (Wed)	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	18/04/19 (Thu)	TBA
	Public Holiday	19/04/19 (Fri)	
5/19	2.1 - Law of contract	22/04/19 (Mon)	TBA
6/19	2.2 - Law of agency	23/04/19 (Tue)	TBA
7/19	2.4 - Negligence 2.3 - Landlord and tenant law	24/04/19 (Wed)	TBA
LT	Topics - Paper 2	Date	
8/19	3.1 - Regulation of real estate agency industry (Part 1)	25/04/19 (Thur)	TBA
9/19	3.1 - Regulation of real estate agency industry (Part 2)	26/04/19 (Fri)	TBA
10/19	3.2 - Role and functions of salespersons and their requisite knowledge and skills	29/04/19 (Mon)	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	30/04/19 (Tue)	TBA
	Public Holiday	01/05/19 (Wed)	
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	02/05/19 (Thu)	TBA
13/19	4.1 - Sale of uncompleted private properties	03/05/19 (Fri)	TBA
14/19	4.2 - Sale of completed private properties 4.3 - Collective sale of private properties	*04/05/19 (Sat)#1	TBA
15/19	4.4 - Sale of HDB flats (Part 1 - Buyer)	*05/05/19 (Sun)#1	TBA
16/19	4.4 - Sale of HDB flats (Part 2 - Seller)	*05/05/19 (Sun)#2	TBA
17/19	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	06/06/19 (Mon)	TBA
18/19	4.8 - Taxes on property	07/05/19 (Tue)	TBA
19/19	4.9 - Property finance and financial calculations	08/05/19 (Wed)	TBA

- **Ready for June 2019 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. Please refer to our Refund policy in our website.*

Training Venue:

Blk 134 Jurong Gateway Rd#03-309P S(60 0134)
Next to Jurong East MRT
Contact: 9424 3483 / 6462 6093