

**Real Estate Salesperson Course**  
**Time-Table for Batch 220 (V2) (@Jurong East) Weekday Course**  
**Mon, Wed & Fri**  
**#1: 10am-1pm and #2: 2 pm – 5pm**

LT	Topics - Paper 1	Date	Lecturer's Name
<b>Competency Unit 1 - Real Estate Agency Industry Overview</b>			
1/20	1.1 - Real estate market and submarkets 1.2 - Real estate market players and government intervention	30/11/20 (Mon#2)	Benson Ong
2/20	Basic Land Law Concepts 1.3 - Introduction 1.4 - Land 1.5 - Estates in land 1.7 - Rights in another's land 1.8 - Registration of titles	02/12/20 (Wed#1)	TBA
<b>Competency Unit 2 – Dealings with interests in Land</b>			
3/20	2.5 - Conveyance <i>inter vivos</i> ( <b>No Notes</b> ) 1.6 – State Land's Act 1.7 - Rights in another's land 2.6 - Mortgage 2.7 - Gift	02/12/20 (Wed#2)	TBA
4/20	2.8 - Trust 2.9 - Succession 2.10 - Future interest 2.11 - Co-ownership	04/12/20 (Fri#1)	TBA
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	04/12/20 (Fri#2)	TBA
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	07/12/20 (Mon#1)	Zhipeng
7/20	2.1 - Law of Contract	07/12/20 (Mon#2)	TBA
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	09/12/20 (Wed#1)	Zhipeng
LT	Topics - Paper 2	Date	
<b>Competency Unit 3 – Regulation of Real Estate Agency &amp; Real Estate Marketing</b>			
9/20	3.1 - Regulation of real estate agency industry (Part 1)	09/12/20 (Wed#2)	Francis Xavier
10/20	3.1 - Regulation of real estate agency industry (Part 2)	11/12/20 (Fri#1)	Francis Xavier
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	11/12/20 (Fri#2)	Francis Xavier

12/20	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	14/12/20 (Mon#1)	Francis Xavier
13/20	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	14/12/20 (Mon#2)	Francis Xavier
<b>Competency Unit 4 – Property Transactions</b>			
14/20	4.1 - Sale of uncompleted private properties	16/12/20 (Wed#1)	Anthony Ong
15/20	4.2 - Sale of completed private properties 4.3 - Collective sale of private properties	16/12/20 (Wed#2)	Anthony Ong
16/20	4.4 - Sale of HDB flats (Part 1 – Buyer)	18/12/20 (Fri#1)	Anthony Ong
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	18/12/20 (Fri#2)	Anthony Ong
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	21/12/20 (Mon#2)	Anthony Ong
19/20	4.8 - Taxes on property	23/12/20 (Wed#1)	Zhipeng
20/20	4.9 - Property finance and financial calculations	23/12/20 (Wed#2)	Jonathan

- **RES Exam - TBA.**
- **Year 2020 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:**

Blk 134 Jurong Gateway Rd#03-309P S (600134)  
Next to Jurong East MRT  
Contact: 9424 3483 / 6462 6093