

Real Estate Salesperson Course Time-Table for Batch 281 (V3) (@J. East) Weekday Express Evening Course Mon to Fri: 7pm-10pm Online (Synchronous e-learning)			
LT	Topics - Paper 1	Date	Lecturer's Name
Competency Unit 1 - Real Estate Agency Industry Overview			
1/20	1.1 - Real estate market and submarkets 1.2 - Real estate market players and government intervention	27/12/22 (Tue)	Francis Xavier
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	28/12/22 (Wed)	Zhipeng
Competency Unit 2 – Dealings with interests in Land			
3/20	2.5 - Conveyance <i>inter vivos</i> (No Notes) 1.6 – State Land's Act 1.7 - Rights in another's land 2.6 - Mortgage 2.7 – Gift	29/12/22 (Thu)	Zhipeng
4/20	2.8 - Trust 2.9 – Succession 2.10 uture interest 2.11 Co-ownership 1.8 - Registration of titles	30/12/22 (Fri)	Zhipeng
	Public Holiday	02/01/23 (Mon)	
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	03/01/23 (Tue)	Zhipeng
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	04/01/23 (Wed)	Zhipeng
7/20	2.1 - Law of Contract	05/01/23 (Thu)	Zhipeng
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	06/01/23 (Fri)	Zhipeng
LT	Topics - Paper 2	Date	Lecturer's Name
Competency Unit 3 – Regulation of Real Estate Agency & Real Estate Marketing			
9/20	3.1 - Regulation of real estate agency industry (Part 1)	09/01/23 (Mon)	Francis Xavier
10/20	3.1 - Regulation of real estate agency industry (Part 2)	10/01/23 (Tue)	Jonathan Ho
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	11/01/23 (Wed)	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	12/01/23 (Thu)	Jonathan Ho
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	13/01/23 (Fri)	Francis Xavier
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	16/01/23 (Mon)	Josh Ng
15/20	4.2 - Sale of completed private properties	17/01/23 (Tue)	Francis Xavier
	Holiday + Break	18 to 29.01.23	
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	30/01/23 (Mon)	Josh Ng
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	31/01/23 (Tue)	Josh Ng
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	01/02/23 (Wed)	Josh Ng
19/20	4.8 - Taxes on property	02/02/23 (Thu)	Zhipeng
20/20	4.9 - Property finance and financial calculations	03/02/23 (Fri)	Josh Ng
<ul style="list-style-type: none"> • RES Exam - TBA. • <i>The course organiser reserves the rights to change & adjust the time table, lecturer assignments & venue. Please refer to our Refund policy in our website.</i> 			
<p>Training Venue: Online (Synchronous-learning)</p>			