

**Real Estate Salesperson Course**  
**Time-Table for Batch 311 (V2) (@J. East) Weekday Evening Course**  
**Mon, Wed & Fri: 7pm-10pm**  
**Online (Synchronous E-Learning)**

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	27/10/23 (Fri)	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	30/10/23 (Mon)	Liu Zhipeng
<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	01/11/23 (Wed)	Liu Zhipeng
4/20	2.8 - Trust 2.9 - Succession 2.10 - Future interest 2.11 - Co-ownership 1.8 - Registration of titles	03/11/23 (Fri)	Liu Zhipeng
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	06/11/23 (Mon)	Liu Zhipeng
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	08/11/23 (Wed)	Liu Zhipeng
7/20	2.1 - Law of Contract	10/11/23 (Fri)	Liu Zhipeng
	<b>Deepavali Off-in-Lieu</b>	<b>13/11/23 (Mon)</b>	
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	15/11/23 (Wed)	Liu Zhipeng
LT	Topics - Paper 2	Date	Lecturer's Name
9/20	3.1 - Regulation of real estate agency industry (Part 1)	17/11/23 (Fri)	Francis Xavier
10/20	3.1 - Regulation of real estate agency industry (Part 2)	20/11/23 (Mon)	Francis Xavier
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	22/11/23 (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	24/11/23 (Fri)	Francis Xavier

	3.7 - Marketing of residential property/HDB flats		
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	27/11/23 (Mon)	Francis Xavier
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	29/11/23 (Wed)	Andres Ong
15/20	4.2 - Sale of completed private properties	01/12/23 (Fri)	Andres Ong
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	04/12/23 (Mon)	Andres Ong
17/20	4.4 - Sale of HDB flats (Part 2 - Seller)	06/12/23 (Wed)	Andres Ong
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	08/12/23 (Fri)	Andres Ong
19/20	4.8 - Taxes on property	11/12/23 (Mon)	Liu Zhipeng
20/20	4.9 - Property finance and financial calculations	13/12/23 (Wed)	Francis Xavier
<ul style="list-style-type: none"> <li>• <b>RES Exam – TBA</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> <b>Online (Synchronous E-Learning)</b></p>			