

**Real Estate Salesperson Course**  
**Time-Table for Batch 320 (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	01/03/24 (Fri)	Jonathan Ho
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	04/03/24 (Mon)	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	06/03/24 (Wed)	Zhipeng
4/20	2.8 - Trust 2.9 - Succession 2.10 - Future interest 2.11 - Co-ownership 1.8 - Registration of titles	08/03/24 (Fri)	Zhipeng
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	11/03/24 (Mon)	Zhipeng
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	13/03/24 (Wed)	Zhipeng
7/20	2.1 - Law of Contract	15/03/24 (Fri)	Zhipeng
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	18/03/24 (Mon)	Zhipeng
LT	Topics - Paper 2	Date	
9/20	3.1 - Regulation of real estate agency industry (Part 1)	20/03/24 (Wed)	Jonathan Ho
10/20	3.1 - Regulation of real estate agency industry (Part 2)	22/03/24 (Fri)	Jonathan Ho
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	25/03/24 (Mon)	Jonathan Ho
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	27/03/24 (Wed)	Jonathan Ho

	Good Friday	29/03/24 (Fri)	
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	01/04/24 (Mon)	Jonathan Ho
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	03/04/24 (Wed)	Jonathan Ho
15/20	4.2 - Sale of completed private properties	05/04/24 (Fri)	Jonathan Ho
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	08/04/24 (Mon)	Jonathan Ho
	Hari Raya Puasa	10/04/24 (Wed)	
17/20	4.4 - Sale of HDB flats (Part 2 - Seller)	12/04/24 (Fri)	Jonathan Ho
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	15/04/24 (Mon)	Jonathan Ho
19/20	4.8 - Taxes on property	17/04/24 (Wed)	Zhipeng
20/20	4.9 - Property finance and financial calculations	19/04/24 (Fri)	Jonathan Ho
<ul style="list-style-type: none"> <li>• <b>RES Exam – July</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>			