PIONEER
Training & Consultancy Pte Ltd
We Provide Quality Training

Real Estate Salesperson Course

Time-Table for Batch 416 (V2) (Weekday Course)
Mon, Wed & Fri
#1: 10am-1pm / #2: 2 pm – 5pm
Location: Jurong East

LT	Topics - Paper 1	Date	Lecturer's Name
Competency Unit 1 - Real Estate Agency Industry Overview			
1/22	1.1 - Real estate market and submarkets 1.2 - Real estate market players and government intervention	13/11/26 (Fri #2)	Francis Xavier
2/22	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	16/11/26 (Mon #1)	Thum Cheng Cheong
3/22	1.6 – State Land's Act 1.7 – Rights in another's land 2.5 - Mortgages 2.6 - Gift	16/11/26 (Mon #2)	Thum Cheng Cheong
4/22	2.7 - Trust 2.8 - Succession 2.9 – Future interest 2.10 – Co-ownership	18/11/26 (Wed #1)	Thum Cheng Cheong
5/22	1.8 - Registration of titles 2.11 - Restrictions on capacity to hold land	18/11/26 (Wed #2)	Thum Cheng Cheong
6/22	2.12 - Planning and development of land 2.2 - Law of Agency	20/11/26 (Fri #1)	Thum Cheng Cheong
7/22	2.1 - Law of Contract	20/11/26 (Fri #1)	Thum Cheng Cheong
8/22	2.4 – Property Torts 2.3 - Landlord and tenant law	23/11/26 (Mon #1)	Thum Cheng Cheong
LT	**Topics - Paper 2**	**Date**	
Competency Unit 3 – Regulation of Real Estate Agency & Real Estate Marketing			
9/22	3.1 - Regulation of real estate agency industry	25/11/26 (Wed #1)	Francis Xavier
10/22	3.2 – Professional practice, ethnics and conduct	25/11/26 (Wed #2)	Francis Xavier
11/22	3.3 - Role and functions of salespersons and their requisite knowledge and skills	27/11/26 (Fri #1)	Francis Xavier
12/22	3.4 Prevention of Money Laundering, Proliferation Financing and Terrorism Financing (PMLPFTF) obligations	27/11/26 (Fri #2)	Thum Cheng Cheong

13/22	3.5 - Principles of real estate marketing 3.6 - Types of listing 3.7 - Methods of sale 3.8 - Regulations on advertisements	30/11/26 (Mon #1)	Francis Xavier
14/22	3.9 – Green buildings and leases 3.10 - Marketing of residential properties 3.11 - Marketing of commercial properties	30/11/26 (Mon #2)	Andres Ong
15/22	3.12 - Marketing of industrial properties 3.13 - Marketing of conservation properties 3.14 - Consumer Protection (Fair Trading) Act	02/12/26 (Wed #1)	Francis Xavier
Competency Unit 4 – Property Transactions			
16/22	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	02/12/26 (Wed #2)	Andres Ong
17/22	4.2 - Sale of completed private properties	04/12/26 (Fri #1)	Andres Ong
18/22	4.4 - Sale of HDB flats (Part 1 - Buyer)	04/12/26 (Fri #2)	Andres Ong
19/22	4.4 - Sale of HDB flats (Part 2 - Seller)	07/12/26 (Mon #1)	Andres Ong
20/22	4.5 - Leasing of private residential properties 4.6 – Renting out of HDB flats / Bedroom	07/12/26 (Mon #2)	Andres Ong
21/22	4.7 - Taxes on property	09/12/26 (Wed #1)	Thum Cheng Cheong
22/22	4.8 - Property finance and financial calculations	09/12/26 (Wed #2)	Francis Xavier

- **RES Exam – TBA**
- *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:
Jurong East