

## REAL ESTATE SALESPERSON (RES) COURSE SCHEDULE

**RES WEEKEND INTAKE 400:**      **04 JUL - 01 AUG 2026**

**Duration :**                      **18 Sessions**

**Attendance :**                    **Minimum 75% Required (Min. 14 Lessons)**

**Time :**                              **AM: 10AM - 1PM & PM: 2PM-5PM**

**Frequency :**                      **Every SATURDAY & SUNDAY**

**Venue :**                             **ZOOM ONLINE**

**Email :**                            [admin@riaschool.com.sg](mailto:admin@riaschool.com.sg)

**Contact :**                         **6339 6000**

**Course Fee :**                      **\$598.00 excluding Exam Fee**

**For RES OCT/NOV 2026 Exam**

PAPER 1			
LESSON	TOPICS	DATE/DAY/TIME	TRAINER
1	Planning & Development of Land	04 JUL 2026 / SAT / AM	Kheng Lip
2	Basic Land Law Concepts	04 JUL 2026 / SAT / PM	Kheng Lip
3	Rights, Interest, Tenures, Estates, Mortgage	05 JUL 2026 / SUN / AM	Kheng Lip
4	Easements, Covenants, Licence, State Land Act	05 JUL 2026 / SUN / PM	Kheng Lip
5	Gifts, Trust, Succession, Co-Ownership	11 JUL 2026 / SAT / AM	Kheng Lip
6	Law of Contract	11 JUL 2026 / SAT / PM	Kheng Lip
7	Landlord and Tenant Law	12 JUL 2026 / SUN / AM	Kheng Lip
8	Law of Agency and Tort	12 JUL 2026 / SUN / PM	Kheng Lip
9	Real Estate Markets, Submarkets and Government Interventions	18 JUL 2026 / SAT / AM	Kheng Lip
PAPER 2			
1	Regulation of Real Estate Agency	18 JUL 2026 / SAT / PM	Martin Koh
	Roles and Function of the Real Estate Salesperson		
2	Principles of Real Estate Marketing	19 JUL 2026 / SUN / PM	Martin Koh
	Consumer Protection Fair Trading Act		
3	Advertising and Marketing of Residential Properties, Commercial,	19 JUL 2026 / SUN / PM	Martin Koh
	Industrial and Special Properties		
4	Sale of Uncompleted Private Properties and Collective Sales	25 JUL 2026 / SAT / AM	Martin Koh
5	Sale of Completed Properties	25 JUL 2026 / SAT / PM	Martin Koh
	Collective Sales		
6	Sale of HDB Flats Part 1	26 JUL 2026 / SUN / AM	Martin Koh
7	Sales of HDB Flats Part 2	26 JUL 2026 / SUN / PM	Martin Koh
8	Taxes on Property	01 AUG 2026 / SAT / AM	Martin Koh
9	Property Finance and Financial Calculation	01 AUG 2026 / SAT / PM	Martin Koh

\*Scheduled lessons/trainers are subjected to change if required by RIA School.

\*Due to the high demand for RES examination seats, course participants who have completed the RES course, may not get a seat at the RES examination immediately after completing the course."



### **UTAP Funding**

This course is eligible for UTAP funding, you are required to be NTUC Union member before the course start date. Do contact NTUC for your Membership matters @ 62138008 .

Please refer to the following steps to do your claim.

Go to [www.ntuc.org.sg](http://www.ntuc.org.sg)

Click on “E-services”

Click on “Apply here” under **Union Training Assistance Programme (UTAP)**

Log in with your Singpass

Search for Training provider “**RIA School of Real Estate**”

**Net Fee (includes GST)** after deducting any govt subsidies eg (Skillsfuture Credits etc)

([Example: How to Calculate Nett Fee](#) )

A step-by-step user guide is also available at [NTUC UTAP Website](#). Click “[Download the UTAP Application Guide](#)” at the bottom of the page.

### **UTAP claim requirements**

- UTAP application shall be made within 6 months after the course completion, for example, if your course end date is 2 Jan 2024, the application must be made by 1 June 2024. Any late applications will be rejected.
- Attain Certificate of Attendance with the required attendance as follows:
  - RES Course with minimum 75% attendance.
  - CPD Course with 100% attendance.
- Paid up membership fee with no arrears throughout.
- Membership status must be valid in the same month of the course.
- You are not allowed to claim UTAP funding if your course is sponsored by your company or had used other types of govt fundings for the course.
- Submit softcopy Receipt and Cert of Attendance in the UTAP portal

### **What is the Union Training Assistance Programme (UTAP)?**

[Click here to read more about UTAP](#)

NTUC members enjoy up to 50% unfunded\* course fee support for up to \$250 each year when you sign up for courses supported under UTAP. NTUC members aged 40 and above will get increased funding support from \$250 to \$500.

\* Unfunded course fee refers to the balance course fee payable after applicable government subsidy (Skillsfuture credits, SSG fundings, etc).

**UTAP claimable if the course mentioned below commenced from 8 April onwards.**

**Courses that commenced Before 8 April are not eligible for UTAP claim.**

Course ID	Course Title	UTAP Claimable	Trainer Name
PC-CRS-260002	LEASING COMMERCIAL PROPERTIES	UTAP	HAUW KHENG LIP
PC-CRS-260018	ESTABLISHING A CLIENT-AGENT RELATIONSHIP	UTAP	GARY LAU
PC-CRS-260021	PROVIDING PROFESSIONAL ADVICE TO CLIENTS	UTAP	GARY LAU
PC-CRS-260039	MARKETING STRATEGIES FOR OFFICE LEASING	UTAP	MARK WONG
PC-CRS-260049	FINANCIAL CALCULATION FOR PRIVATE RESIDENTIAL PROPERTY	UTAP	MARTIN KOH
PC-CRS-260052	ESSENTIAL KNOWLEDGE ON SINGAPORE GREEN PLAN 2030	UTAP	ANDRES ONG
PC-CRS-260056	ESSENTIAL KNOWLEDGE FOR HDB OWNERS UPGRADING TO EXECUTIVE CONDO	UTAP	ANDRES ONG
PC-CRS-260060	FINANCIAL CALCULATION FOR RESIDENTIAL PROPERTY OWNERSHIP RESTRUCTURE	UTAP	MARTIN KOH
PC-CRS-260061	FINANCIAL CALCULATION FOR HDB RESALE FLATS	UTAP	MARTIN KOH
PC-CRS-260065	UNDERSTANDING BUILDING MAINTENANCE AND STRATA MANAGEMENT ACT	UTAP	ANDRES ONG
PC-CRS-260085	PROFESSIONAL PRACTICES IN CO-LIVING & SERVICED APARTMENT TRANSACTIONS	UTAP	SIMON YIO
PC-CRS-260104	PROPERTY TRANSACTIONS & THE LAW - THE ESSENTIALS	UTAP	CANNIS SENG
PC-CRS-260109	AN EXPLORATION ON FOREIGN OWNERSHIP OF PROPERTIES ACROSS COUNTRIES	UTAP	CANNIS SENG
PC-CRS-260139	ESSENTIALS OF TRANSACTIONS INVOLVING PRIVATE BUC DEVELOPMENTS	UTAP	DARYL ONG
PE-CRS-260084	HNW CLIENTS & FAMILY OFFICES WHAT EVERY AGENT MUST KNOW	UTAP	SIMON YIO
PE-CRS-260142	PREVENTION OF MONEY LAUNDERING, PROLIFERATION & TERRORISM FINANCING	UTAP	MARTIN KOH
PE-CRS-260159	REAL ESTATE FINANCIAL CRIME PREVENTION FROM RED FLAGS TO REPORTING	UTAP	GARY LAU
PE-CRS-260161	UNDERSTANDING THE ESSENTIALS OF ANTI MONEY LAUNDERING FOR REAL ESTATE TRANSACTIONS	UTAP	CANNIS SENG
GC	CLIENT PROFILING FOR REAL ESTATE - THE FOUR GEMS	UTAP	BEN PEH
GC	5 ESSENTIAL FINANCIAL TERMS EVERY REAL ESTATE ADVISORS & INVESTORS SHOULD KNOW	UTAP	GARY LAU
GC	ELECTRONIC DIRECT MARKETING (EDM) CAMPAIGN	UTAP	ANDRES ONG
GC	7 KEY SKILLS & TECHNIQUES TO CONDUCT AN EFFECTIVE ZOOM VIRTUAL PRESENTATION	UTAP	JOE TNG
GC	CHOICE THEORY IN ACTION: TRANSFORMING PROPERTY DECISIONS AND LIFE PATHWAYS	UTAP	BEN PEH
RES	REAL ESTATE SALESPERSONS (RES) COURSE	UTAP	-