

## Conflict Of Interests & How To Avoid Them

**26 May 2014**  
**(Monday, 10.00am – 1.00pm)**

2 Core CPD credits awarded under Core Category 1 / Level 1 approved by CEA for the mandatory CPD Scheme.

### VENUE:

#### SISV Training Centre

110 Middle Road  
#09-00 Chiat Hong Building  
Singapore 188968

### ENQUIRIES & REGISTRATION

☎ 64240 272 (Manisah) [manisah@sisv.org.sg](mailto:manisah@sisv.org.sg)

☎ 64240 282 (Janet) [janet@sisv.org.sg](mailto:janet@sisv.org.sg)



Singapore Institute of Surveyors and Valuers  
110 Middle Road #09-00 Chiat Hong Building  
Singapore 188968

☎ 6222 3030 (Main) 6225 2453 (Fax)

Website: [www.sisv.org.sg](http://www.sisv.org.sg)

### SYNOPSIS

Salespersons are expected to adhere to a set of Code of Ethics and Professional Client Care under the Estate Agents (Estate Agency Work) Regulations 2010. One of which is to avoid conflict of interests.

Many are either not aware about this or not clear about which constitute conflict of interests.

This lecture will go through some scenarios through role play and discuss the past cases to help Salesperson understand this better to avoid the nature of conflict.

### LEARNING OBJECTIVES & OUTCOME

- Understanding the 'conflict of interest'
- Compliance with Estate Agents Act
- Discuss the various situations of conflict of interest
- Learn to handle and avoid them

### WHO SHOULD ATTEND

For all Salespersons ranging from Intermediate Level to Advanced Level. KEOs are advised to attend as they will guide their salespersons as to whether they are in a situation where their interests are in conflict with their clients.

### PROGRAMME

9:30am	Registration
10:00am	<b>Lecture commences</b>
11:30am	Break
1.00pm	End of Seminar

### LECTURER

Mdm Celeste Ng

- In real estate practice since 1990
- Portfolio includes sale & lease of industrial, retail, office & residential properties.
- Degree in B.Sc (Estate Management) NUS
- Certificate in Law of Conveyancing
- Advanced Certificate in Training of Assessment (ACTA)
- Lecturing Real Estate Courses (CEHA, CES, RES) since 2004
- Experienced and knowledgeable
- Trained more than 5000 salespersons since 2004.

### CERTIFICATE OF ATTENDANCE

Certificate of Attendance will be awarded upon successful completion of the programme.

**Important Note:** Please be informed that CEA will not recognise your CPD credits if you have attended similar CPD course/seminar/workshop as above from other centres.

CONFLICT OF INTERESTS & HOW TO AVOID THEM

• MONDAY, 26 MAY 2014 • 10.00PAM – 1.00PM • VENUE : SISV TRAINING CENTRE

**Registration Fee** (includes GST & notes) & **Membership Category**

**\$65 (A)** SISV Members & Staff of Member Firms  
CES & REAC (CEHA) Course Participants of  
SISV/SISV Services, Affiliates [CREA®, SAEA  
Members, GRES participants, Subscribers of SISV  
REALink]

**\$85 (B)** Others

**Limited Seats! Book now!!**

**Notes**

Registration is on a first-come-first-served basis. Reservation by fax or email will only be accepted upon receipt of payment. Confirmation of registration will be via email. No cancellation is allowed once registration is confirmed.

Fees paid are not refundable under all circumstances. This will also apply to participants who are unable to attend on that day. However, replacement by another individual is allowed and notification must be made in writing at least 3 days before the event. In the case of a non-member replacing a member, the non-member will have to pay the fee difference.

The Organiser reserves the right to alter the programme or cancel the event as may be necessary. In the event of cancellation, full refund will be made to participants.

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Website: [www.sisv.org.sg](http://www.sisv.org.sg)

**REGISTRATION FORM**

**Name of Participants**

#	NAME / NRIC / CEA Registration No / Mobile No. / Email	Mbrshp Category	Amt \$	
1	Name:			
	NRIC:			CEA Registration No:
	☎ Mobile			Email :
2	Name:			
	NRIC:			CEA Registration No:
	☎ Mobile:			Email :
3	Name:			
	NRIC:			CEA Registration No:
	☎ Mobile			Email :
Total Amount Payable \$				

Company .....

CEA Estate Agent Licence No. : ..... Contact Person .....

Address : .....

..... S( )

Tel/HP ..... Fax.....

Email .....

**PAYMENT MODE**

Receipt No : \_\_\_\_\_ (for official use)

**Cheque** (Bank/Cheque No ..... Amount \$.....  
Crossed cheque payable to “**Singapore Institute of Surveyors & Valuers**”. Please indicate your name, company and date of event on the back of the cheque.

**Cash** (You can drop by at **SISV** between 9:00am and 5:00pm on weekdays)  
Address: 110 Middle Road #09-00 Chiat Hong Building Singapore 188968