

## SEMINAR CUM WORKSHOP: VALUATION FOR ESTATE AGENTS

CEA Serial No: C2L1S0206

**30 January 2015**  
**(Friday, 2.00pm – 5.00pm)**

**2 Core CPD** credits awarded under Core  
**Category 2 / 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 297 (Jessen)** [jessen@sisv.org.sg](mailto:jessen@sisv.org.sg)

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

Estate salespersons and the public alike hold many misconceptions regarding property valuation. One such common misconception is that valuers invent value, that is to say, valuers are at liberty to peg the value of a property without regard to some sort of principles or bases. Yet another is that price is equivalent to value or that an expensively-renovated property must necessarily translate into a high value for that property.

This course seeks to correct such misconceptions and introduce fundamental principles of valuation to estate salespersons so that they can augment their professional competence as a service-provider. Included in the course is a practical session on the application of the Market Comparison Method of Valuation. This will help the course participants appreciate the kind of judgment a valuer needs to apply in undertaking a valuation.

### WHO SHOULD ATTEND

Real estate agents and salespersons, managers of real estate agencies, investment sales team, research & consultancy personnel, individual owners, developers and those who wish to know the fundamental of valuation.

### PROGRAMME

1:45pm	Registration
2:00pm	<b>Seminar commences</b>
3:30pm	Break
5.00pm	End of Seminar

### LECTURER

Leslie Goh Chor Hwee has over thirty years of experience in the real estate industry. Besides being a Licensed Appraiser for the past twenty years, he has also been involved in facility and property management, project management and estate agency work. He is currently an associate trainer with the Building & Construction Authority Academy as well as a trainer in the Real Estate Salesperson Course. His academic experience also includes a stint at Ngee Ann Polytechnic and at private institutes of higher learning. He holds a B Sc (Estate Management) Singapore and is a member of SISV.

### CERTIFICATE OF ATTENDANCE

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

**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