

Professional Research Techniques to Enhance Marketing

26 April 2016, Tuesday, 2.00pm to 5.00pm

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

SYNOPSIS

The seminar covers the following :-

- Understanding and interpreting private residential real estate supply and demand data
- Presenting the meaning of residential supply and demand to homebuyers simply
- Describing the impact on the market
- Developing an objective data-supported opinion

LEARNING OBJECTIVES AND OUTCOMES

Understanding the real estate elements of :

- Stock
- Supply
- Demand
- Occupancy / Vacancy

PROGRAMME

1.45pm	Registration
2.00pm	Seminar commences
3.30pm	Break
5.00pm	End of Seminar

INSTRUCTOR

Mr Leonard Tay, in real estate practice since 1997. He holds B.Sc (Estate Management) Honours, 2nd Class Upper, NUS. He also holds Advanced Certificate in Training and Assessment (ACTA). Leonard has held senior roles in HDB (Industrial Tenancy and Property Management), Colliers International (Research & Advisory), CBRE Research. Additionally, he was Lecturer with Ngee Ann Polytechnic.

CERTIFICATE OF ATTENDANCE

Certificate of Attendance will be awarded upon successful participation of programme

SISV CPD Credit : 3 hours awarded under SISV CPD programme

CEA CPD Credit : Pending CEA Approval

Administrative Details / Registration

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Administrative Information:

Please return completed Registration Form via fax to **6225 2453** or email to pingping@sisv.org.sg

Payment by crossed cheque should be made payable to “**Singapore Institute of Surveyors and Valuers**” and mail to 110 Middle Road #09-00, Chiat Hong Building, Singapore 188968.

No cancellation will be accepted once registration is confirmed. Fees paid will be not refunded. In the event of no-show, full payment is still required.

Registration Fee (includes GST & notes)

SISV & CREA Members - S\$65 per person

Public - S\$85 per person

Cancellation

SISV reserves the right to make appropriate changes when necessary and every effort will be made to inform participants. In the event of cancellation by the Organiser, full refund will be given to participants.

ENQUIRIES & REGISTRATION

☎ 64240 297 (Ping Ping) pingping@sisv.org.sg

Closing date for registration : 20 April 2016

No.	Name of Participant	Category	Amount \$
<i>Eg.</i>	<i>xxxx</i>	<i>MSISV</i>	<i>65.00</i>
1			
2			
3			
		Total Amt	\$

Payment mode: [Cheque make payable to “**Singapore Institute of Surveyors & Valuers**”]

- Cheque (bank/no.) Amount \$.....
- To invoice company Pay **CASH** on day of registration

Company	
Address	
Tel#	Contact Person:
Fax#	Email#

Information required for confirmation purpose

Registration No: VGP / Receipt.....