

CONFEDERATION OF REAL ESTATE ASSOCIATES (India) Level 1 Accreditation Training Delivery – Jan 2014

As the committee head for training I designed the course content and delivered with a mix of local experts (Legal etc) as well as bringing over well-known and respected Australasian trainer Mr John McTavish to deliver 2 of the modules.

CREA (I) LEVEL 1 ACCREDITATION COURSE
Thursday 23rd January 2014 @ Hyatt Hotel MG Road
9am till 2pm & includes a gourmet buffet lunch

WORLD CLASS PRESENTERS INCLUDING ~ JOHN MCTAVISH
30 year industry veteran and master negotiator who has presented to thousands of agents and mentored some of the industry's top performers – a real estate strategist and technology guru – ONLY at CREA(I).

special member rate of only Rs.1,500 (+ taxes) extended by request
Secure your place – filling fast ! ✉ training@creaindiaonline.com or ☎ 4219 8628

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Level 1 Accreditation COURSE NOTES

Initial Accreditation stage I for CREA (I) - Course Outline

- Registration, seating and coffee available on arrival
- An introduction to the Confederation of Real Estate Associates (India)
 - Who is CREA (I)
 - What are the core objectives of CREA (I)
- What is a Real Estate Agent or Broker and what are our legal obligations ?
 - Definition of an Agent and Broker
 - The relationship of an Agent to his Principal (Client)
 - Legal responsibilities of an Agent
 - The relationship and obligations of an Agent to the customer
 - How is a contract formed ? (offer & acceptance)
- What skills and knowledge are required as a Real Estate Agent ?
 - Stock base agency v requirement driven
 - Communication
 - Marketing
 - Negotiation (psychology of selling)
 - Product knowledge
- What is a property worth and how do you estimate this ?
 - Effect of supply and demand
 - Comparable market analysis
 - Summation Valuation method
- The 'new' tools of the trade
 - A history of how technology has affected real estate agency
 - The threats and benefits of new technology
 - Social media
- Ethics
 - Why do we have a code of ethics ?
 - A summary of the CREA (I) code of ethics

HOW DO WE VALUE PROPERTY ?

Presenter : Mr Sandy Moore
CEO LJ Hooker India

Close to 100 participants took part in the training session and scored my delivery as per the below chart

LEVEL ONE ACCREDITATION CERTIFICATE
AWARDED TO
Mr Santhosh Avalakki - Landmasters
The above named member of the Confederation of Real Estate Associates (India) has successfully completed Level One Accreditation as a Real Estate Agent and Broker, and is entitled to be so recognized.
Awarded this 23rd day of January 2014

| Property Value - Sandy Moore | | | | | |
|------------------------------|---------------------|---------|--------------|--------------|----------------|
| Presenter Delivery | Presenter Knowledge | Content | Visual Aides | Course Notes | Overall Rating |
| 8.6 | 8.9 | 8.7 | 8.7 | 8.6 | 8.7 |

