

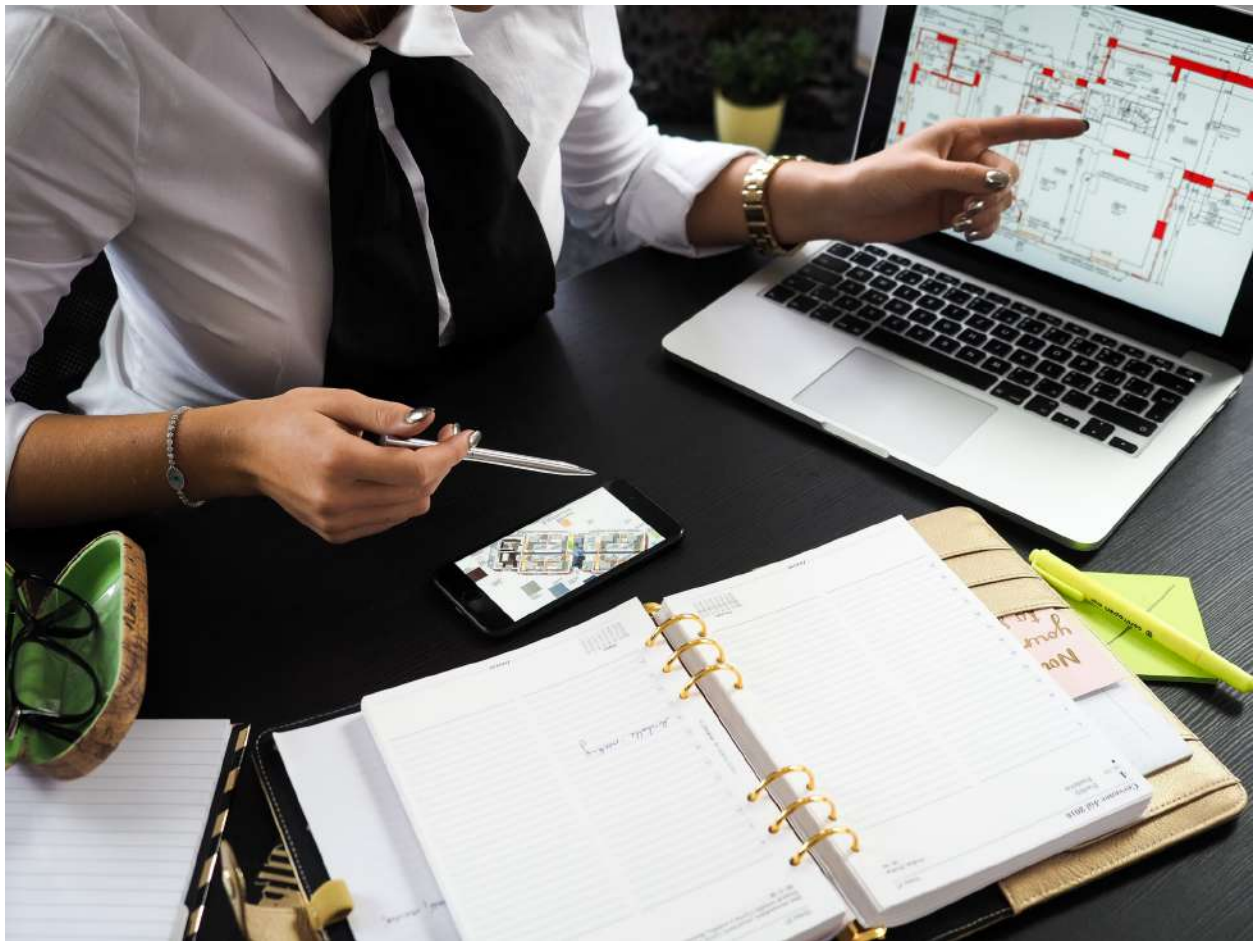


Level Up Your Skills!

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Estate Agent

Your guide to the course.



Overview of the Course:

Wish to sell and rent buildings, lands, and property of all sorts but have no idea where to begin? Look no further! Our Estate Agent course has everything you're looking for! This

course has been made with you in mind, and it will be your ultimate guide to gain the skills and knowledge you need in real estate.

Gain accredited, theoretical, and practical knowledge and skills of real estate to implement on a day to day basis. This Estate Agent course will teach you the ropes of real estate and equip you with excellent communication and negotiation skills. Moreover, this Estate Agent course covers informative topics such as the types of estate agents that exist, how to become an estate agent, how to list properties, find sellers, and more. This course will undoubtedly give you the necessary credentials to become a valuable real estate agent.

This Estate Agent course will give you a headstart on becoming a professional estate agent. It will provide you with a tremendous competitive advantage against other agents, putting you out there at the very top with your experience and knowledge. Enrol now, and become the best estate agent out there!

Learning Benefits of Estate Agent Course:

After completing the Advance Estate Agent Diploma course, you will have a comprehensive knowledge of the following topics-

- Understand the valuation process of Real Estate
- Gain negotiating skills
- Understand how to sell the property and find buyers
- Know how to rent a property
- Understand the use of technology for estate agents
- Know the regulation of estate agents
- Familiarise yourself with the different types of estate agents
- Understand how to get started as an estate agent
- Know how to list a property and find sellers

While purchasing This Course, You will get Property Law Course for FREE.

Estate Agent
Curriculum Breakdown



Module 1 - Estate Agent: An Introduction

- What Is an Estate Agent?
- Requirements for the Job
- The History of the Estate Agent
- Different Jobs in an Estate Agency
- What Do Estate Agents Do?
- Competitiveness within the Industry
- Your Local Market
- Summary of the Module
- Assessment

Module 2 - Different Types of Estate Agents

- The Rental Agent
- Domestic Estate Agent
- Property Negotiators
- Commercial Estate Agents
- Agricultural Estate Agents
- Property Managers
- Summary of the Module
- Assessment

Module 3 - Getting Started on the Job

- Getting Organised
- Become a Professional
- Think Success and Rate Your Progress
- Spread the Word
- Summary of the Module
- Assessment

Module 4 - Listing Property: Finding the Sellers

- Finding the Sellers
- Working with Sellers
- Preparing for the Listing Appointment
- During the Listing Appointment
- Taking the Listing
- After Getting the Listing
- Handling the Offer
- Following up to Close
- Summary of the Module
- Assessment

Module 5 - Valuation Process

- Definition of Valuation, Evaluation and Appraisal
- Explaining to the Client
- About Surveyors
- Your Relationship with Clients
- When to Start a Valuation
- The Valuation Meeting
- Assessing the Building and Property
- The Tour
- Factors to Consider for the Appraisal
- Presenting the Valuation
- Summary of the Module
- Assessment

Module 6 – Negotiating as an Estate Agent

- The Negotiator's Mindset
- Basic Concepts of Negotiation
- The Point of Negotiating
- What Negotiators Do
- Hard Work
- Summary of the Module
- Assessment

Module 7 - Selling Property: Finding the Buyers

- Finding the Buyers
- Categories of Home Buyers
- Making the Most of Floor Duty
- Preparing for Floor Duty
- Recognising Special Targets
- Getting It Financed
- Showing Properties
- Closing a Sale
- Handling Offers
- Countdown to Payday
- Summary of the Module

- Assessment

Module 8 – Letting Property

- A Brief History of Letting and Renting in Britain
- The Role of a Letting Agent
- The Letting Process
- Registering Landlord, Property and Applicant Details
- Property Valuations and Appraisals
- Consents to Let the Property
- Registering Potential Applicants' Details
- Viewings
- Processing Applications
- Summary of the Module
- Assessment

Module 9 – Technology for Estate Agents

- Digital Agency: New Opportunity
- Digital Marketing for Estate Agents
- Technology That Leverages Both Time and Money
- Facebook Business Page
- Blogs
- Lead Magnets – the Lead Generation Secret
- Summary of the Module
- Assessment

Module 10 - Regulation of Estate Agents

- Qualification of Estate Agents
- Enforcement – Who Regulates Estate Agents?
- Regulation by Statute
- Summary of the Module
- Assessment

Estate Agent
Who is This Course for



This course is the perfect opportunity to extend your knowledge of family support. Whether you are a professional wanting to expand knowledge in this topic or you are one of those people who wants to learn about this topic. We got you covered in this course!

Don't delay, start now for a better future!

You may be also interested in our **bundled courses**, don't hesitate to check the link below:

[5 Courses Bundle](#)

[13 Courses Bundle](#)





Your Best Partner in Learning