



Estate Agent

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Become a successful and professional Estate Agent, learning all the ins and outs of property management, estate agency, and much more with the help of this comprehensive Estate Agent bundle

This premium Estate Agent bundle has been made with you in mind. This bundle covers everything from the fundamentals of estate agency and management to the complexities of property management and building surveying. Therefore, with the helping hand of this Estate Agent bundle, you will secure your success effortlessly! On top of that, you will also gain the skills to make drastic positive changes in your personal life! After all, management skills come in handy wherever you go!

So what are you waiting for? Secure success in both your personal and professional life by enrolling today!

CPD accredited Estate Agent bundle is the most comprehensive bundle on Estate Agency now available online, offered by Skill up to upskill you with core to advanced Estate Agent ideas for your utmost level proficiency in implying the newly gained knowledge efficiently wherever needed and escalate yourself as a peerless potential in the Estate Agent promising industry.


Sign up for the all-inclusive Estate Agent bundle, and experience relentless development of in-demand knowledge, skills and strategies within you!

Learning Outcomes of this Estate Agent Bundle:

- Familiarise yourself with all the fundamentals of listing and valuation.
- Understand all the roles and responsibilities of an estate agent.
- Make appropriate decisions when marketing and managing property.
- Know how to keep tenants long term.
- Learn about land management in the UK.
- Know the different types of property and much more!

Estate Agent Bundle Specialities

- 24 hours of instant video lectures and downloadable resources.
- Affordable premium-quality E-learning content, you can learn at your own pace.

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- You will receive 8 completion certificates upon completing the Estate Agent bundle.
 - Internationally recognised Accredited Qualification would boost up your resume.
 - You will learn the researched and proven approach of an estate agency adopted by renowned experts.

Assessment

After completing all the modules of the Estate Agent bundle, your learning will be assessed by an automated multiple-choice based exam. You may choose to participate in a Mock Exam before attending the course completion Final Exam with absolutely no extra cost.

Certificate

This Estate Agent bundle comes with FREE PDF Certificates, PDF Transcripts, which makes it the perfect value for money. You can also claim a Hard Copy certificate for only £10.99.

This self-paced Estate Agent bundle by Skill Up, loaded with up-to-date knowledge and techniques, is truly ideal for all the aspiring professionals.

Let your eLearning experience meet the utmost satisfying level by enrolling in our premium Estate Agent bundle now!

This Estate Agent Bundle Consists the Following Courses:

- Course 1: Estate Agent and Property Management Training
- Course 2: Property Business Training – Level 5
- Course 3: Residential Property Sales
- Course 4: Certificate in Property Development
- Course 5: Negotiation and Agreement Training
- Course 6: Customer Relationship Management
- Course 7: Property Law
- Course 8: UK Land Management Complete Training

Curriculum Breakdown of the Premium Courses:

➤ Estate Agent and Property Management Training

- Module 01 - Introduction to Estate Agents
- Module 2 - Different Types of Estate Agents
- Module 3 - Getting Started on the Job
- Module 4 - Listing Property: Finding the Sellers
- Module 5 - Valuation Process
- Module 6 – Negotiating as an Estate Agent
- Module 7 - Selling Property: Finding the Buyers
- Module 8 – Technology for Estate Agents
- Module 09 - Regulation of Estate Agents
- Property Management Training
- Module 1 - Introduction to Property Management
- Module 2 – The Role and Responsibilities of a Property Manager
- Module 3 – Listing Properties and Marketing
- Module 4 – The Letting Process and Tenancy Agreement
- Module 5 – The Property Management Process

- Module 6 - Keeping Tenants Long Term
- Module 7 – Regulations of Property Management
- Module 8 – Changes in the UK Property Market: An Opportunity

➤ Property Business Training - Level 5

1. Estate Agents
 - 1.1. Module 1 - Estate Agent: An Introduction
 - 1.2. Module 2 - Different Types of Estate Agents
 - 1.3. Module 3 - Getting Started on the Job
 - 1.4. Module 4 - Listing Property: Finding the Sellers
 - 1.5. Module 5 - Valuation Process
 - 1.6. Module 6 – Negotiating as an Estate Agent
 - 1.7. Module 7 - Selling Property: Finding the Buyers
 - 1.8. Module 8 – Letting Property
 - 1.9. Module 9 – Technology for Estate Agents
 - 1.10. Module 10 - Regulation of Estate Agents
2. Property Management Training
 - 2.1. Module 1 - Introduction to Property Management
 - 2.2. Module 2 – The Role and Responsibilities of a Property Manager
 - 2.3. Module 3 – Listing Properties and Marketing
 - 2.4. Module 4 – The Letting Process and Tenancy Agreement
 - 2.5. Module 5 – The Property Management Process
 - 2.6. Module 6 - Keeping Tenants Long Term
 - 2.7. Module 7 – Regulations of Property Management
 - 2.8. Module 8 – Changes in the UK Property Market: An Opportunity
3. Property Development Diploma
 - 3.1. Module 01: Introduction to Property Development
 - 3.2. Module 02: Different Type of Property
 - 3.3. Module 03: Property Research
 - 3.4. Module 04: Property and the Law
 - 3.5. Module 05: Different Method of Finance Option
 - 3.6. Module 06: Building Regulation

- 3.7. Module 07: The Planning Process
- 3.8. Module 08: Project Management
- 3.9. Module 09: Marketing Your Property

- 4. Property Law and Taxation for Accountants and Lawyers
 - 4.1. Module 1: The Property Law and Practice
 - 4.2. Module 2. Ownership and Possession of the Property
 - 4.3. Module 3. Co-Ownership in Property
 - 4.4. Module 4: Property Taxation on Capital Gains
 - 4.5. Module 5: VAT on Property Taxation
 - 4.6. Module 6: Property Taxation Tips for Accountants and Lawyers
 - 4.7. Module 7: Changes in the UK Property Market

- 5. Real Estate Investor Training
 - 5.1. Module 1 - Property Development
 - 5.2. Module 2 - Different Types of Property
 - 5.3. Module 3 - Land Law Principles- Rights and Interests
 - 5.4. Module 4 - Ownership, Co-ownership and Possession of the Property
 - 5.5. Module 5 – Lease Bailment, License, Mortgage and Insurance Related Law
 - 5.6. Module 06 - Real Estate Investment
 - 5.7. Module 07 - Strategies for a Real Estate Investor
 - 5.8. Module 08 - Marketing Your Property
 - 5.9. Module 09 - Introduction to Property Management
 - 5.10. Module 10 – The Property Management Process
 - 5.11. Module 11 – The Role and Responsibilities of a Property Manager
 - 5.12. Module 12 – Listing Properties and Marketing

➤ Residential Property Sales

- 1. Module 01: Introduction to Residential Property Sales
- 2. Module 02: Valuation of Real Estate
- 3. Module 03: Law Relating to Residential Property Sales
- 4. Module 04: Residential Agency

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5. Module 05: Finances Involved in Buying and Selling Property
 6. Module 06: Property Appraisal and Basic Building Construction and Defects
 7. Module 07: Records and Systems
 8. Module 08: UK Tax on Property

➤ **Certificate in Property Development**

- Module 01: Introduction to Property Development
- Module 02: Different Types of Property
- Module 03: Property Research
- Module 04: Property and the Law
- Module 05: Different Methods of Finance Option
- Module 06: Building Regulation
- Module 07: The Planning Process
- Module 08: Project Management
- Module 09: Marketing Your Property

➤ **Negotiation and Agreement Training**

1. Introduction and The Principles of Collaborative Negotiation
 - 1.1. Welcome and Course Overview FREE
 - 1.2. Why Good Negotiation Practice Leads to Better Relationships
 - 1.3. Shameless Book Plug
 - 1.4. Millie's Cookie Story
 - 1.5. Exercise 1: Intentions / Objectives for This Programme
2. Giving Structure to Your Negotiation Strategy
 - 2.1. Negotiation is not
 - 2.2. Distinguishing Negotiation from -Haggling
 - 2.3. The 7 Steps to Negotiation Success

- 2.4. Exercise 2: Giving Structure to your Negotiations
- 3. Step One – Preparing Yourself for Collaborative Negotiation
 - 3.1. Preparing Yourself and Your WIN Outcomes
 - 3.2. Exercise 3: Securing Commitment to Negotiate
 - 3.3. The 4 P's
 - 3.4. The Importance of Personality
 - 3.5. We, Then Me
 - 3.6. Exercise 4: The 4 P's
- 4. Step Two – Preparation - Understanding the Power of Variables
 - 4.1. Introduction to Variables
 - 4.2. Video Examples of Excellent Creativity in Variables
 - 4.3. Exercise 5: Understanding the Power of Variables
 - 4.4. Using the WIN Matrix
 - 4.5. Exercise 6: Write Your Win Matrix
- 5. Step Three – Understanding Your Partner's Point of View
 - 5.1. Introduction
 - 5.2. Example Story- Maps of the World – Dyl's Den
 - 5.3. Exercise 7: Stepping Into Your Partner's Shoes
- 6. Step Four – Discussing
 - 6.1. Introduction- Stating Intentions
 - 6.2. Co-Active Listening- Are You Really Listening
 - 6.3. The Power of Pause
 - 6.4. Exercise 8: Using Open Questions
 - 6.5. Exercise 9: Going Above and Beyond Their Wildest Dreams
 - 6.6. Exercise 10: Socratic Questioning
 - 6.7. Exercise 11: Creating a Discussion Agreement Statement
- 7. Step Five – Proposing
 - 7.1. Introduction to the Propose Stage
 - 7.2. Exercise 12: Putting Your Proposal into Writing
- 8. Step Six – Bargaining
 - 8.1. Introduction
 - 8.2. Exercise 13: Creating a Bargaining Agreement Statement
 - 8.3. The Power of Silence
 - 8.4. Exercise 14: Developing Your Time-Out Strategy
- 9. Step Seven – Agreeing

- 9.1. Introduction to Bargaining
 - 9.2. The Written Columbo
 - 9.3. Exercise 15: Drafting an “Agreement In Principle”
10. Getting Yourself Out of the Way - The Human Operating System
- 10.1. Introduction – The Missing Link
 - 10.2. Exercise 16: Noticing Your Thinking
 - 10.3. What Does this Mean in Your Negotiations?
11. Understanding Personality
- 11.1. Why Personality?
 - 11.2. Introducing the 4 Colours
 - 11.3. Introducing the 8 Aspects
 - 11.4. Inspiration v Discipline Driven
 - 11.5. Exercise 17: Teddy Bear
 - 11.6. Big Picture vs Down to Earth
 - 11.7. Exercise 18: Football Club Trip
 - 11.8. People Focused vs Outcome Focused
 - 11.9. Splash App
 - 11.10. Exercise 19: Completing Your Own Assessment
 - 11.11. Negotiation with Different ‘Personality Types’
12. Using the Seven Steps at Home
- 12.1. Introduction
13. Avoiding Common Gambits Some Negotiators Use
- 13.1.1. Nibbling – The Columbo
 - 13.1.2. The Flinch
 - 13.1.3. The Red Herring
 - 13.1.4. Higher Authority
 - 13.1.5. The Reluctant Buyer – Seller
 - 13.1.6. The Best of a Bad Choice
14. Conclusion – Can You Really Get More by Giving More?
- 14.1.1. Conclusion & Thank You
 - 14.1.2. Bonus Lecture

➤ Customer Relationship Management


- Module One: Basic Introduction
- Module Two: Checklist for Success
- Module Three: Requirement Driven Product Selection
- Module Four: Considerations in Tool Selection and Strategies for Customer Retention
- Module Five: Building the Future
- Module Six: Homegrown vs. Application Service Provider
- Module Seven: Evaluating and Reviewing Your Program

➤ Property Law

- Module 1. Introduction to Property Law
- Module 2. Land Law Principles- Rights and Interests
- Module 3. Registered and Unregistered Land
- Module 4. Ownership and Possession of the Property
- Module 5. Co-Ownership in Property
- Module 6. Leases and Bailment
- Module 7. Property Law: License
- Module 8. The Mortgage Law
- Module 9. Insurance for Property Maintenance
- Module 10. Proprietary Estoppel (Property Rights)
- Module 11. Security Interests in Property

➤ UK Land Management Complete Training

- Module 01: Land Management: An Introduction
- Module 02: Land Use and Land Use Planning
- Module 03: Soil Management
- Module 04: Land Degradation and Management
- Module 05: Weed Management

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- Module 06: Watershed Management
 - Module 07: Irrigation Management
 - Module 08: Land Tenure, Administration and Transection
 - Module 09: Land Registration and Acquisition
 - Module 10: Land Law