



# Estate Agent

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## Estate Agent

Secure your success as a professional Estate Agent, guiding clients swiftly towards their ideal property with the help of this comprehensive Estate Agent bundle!

This premium Estate Agent bundle has everything you need to become an outstanding and successful Estate Agent. From the fundamentals of property law, development, and building surveying to the complexities of performance, quality, and operations management, this exclusive bundle has it all. On top of that, this bundle will also equip you with the management skills to make significant improvements in your personal life! Quite the bargain!

Therefore, this well-crafted Estate Agent bundle is your ultimate key to success!

Gain effortless success in both your professional and personal 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.
- Gain awareness of all the laws regarding property.
- Make appropriate decisions when marketing and managing property.
- Manage quality, performance, and operations smoothly.
- Know how to keep tenants long term.
- Be able to survey land effortlessly.
- Learn about land management in the UK.
- Gain in-depth knowledge of residential property sales.
- Know the different types of property and much more!



## **Estate Agent Bundle Specialities**

- 55 hours of instant video lectures and downloadable resources.
- Affordable premium-quality E-learning content, you can learn at your own pace.
- You will receive 16 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 premium Estate Agent bundle comes with FREE PDF & Hardcopy Certificates, PDF Transcripts & Student ID Card, and it makes this bundle the perfect value for money.

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 of the Following Courses:

- Course 1: Advance Estate Agent Diploma
- Course 2: Professional Marketing and Advertising Complete Online Course
- Course 3: Property Law
- Course 4: Property Management Training
- Course 5: Contracts Law UK 2021
- Course 6: Property Business Training – Level 5
- Course 7: Certificate in Property Development
- Course 8: Consumer Rights
- Course 9: Land Surveyor
- Course 10: Residential Property Sales
- Course 11: Sales: Reading Body Language As A Sales Tool
- Course 12: Negotiation and Agreement Training
- Course 13: Customer Relationship Management
- Course 14: UK Land Management Complete Training
- Course 15: Mastering the Presentation Skills Course

## Curriculum Breakdown of the Premium Courses:

### ➤ **Advance Estate Agent Diploma**

- Module 01 – Estate Agent: An Introduction
- Module 02 – Different Types of Estate Agents
- Module 03 – Getting Started on the Job
- Module 04 – Listing Property: Finding the Sellers
- Module 05 – Valuation Process
- Module 06 – Negotiating as Estate Agent
- Module 07 – Selling Property: Finding the Buyers
- Module 08 – Letting Property

- Module 09 – Technology for Estate Agents
- Module 10 – Regulation of Estate Agents

## ➤ Professional Marketing and Advertising Complete Online Course

1. Funnel Building For Massive Profits
  - 1.1. Intro to Funnel Building
  - 1.2. Funnel Building – Part 1
  - 1.3. Funnel Building – Part 2
  - 1.4. Funnel Building – Part 3
2. Lead Generation, Traffic & List Building
  - 2.1. Intro To Lead Generation
  - 2.2. Lead Gen – Lead Magnets
  - 2.3. Lead Gen – Landing Pages
  - 2.4. Lead Gen – Getting Traffic
3. LinkedIn Advertising
  - 3.1. Intro to LinkedIn Advertising
  - 3.2. LinkedIn Ads – Campaign Manager
  - 3.3. LinkedIn Ads – Creating ADS that SELL – Part 1
  - 3.4. LinkedIn Ads – Creating ADS that SELL – Part 2
4. How To Do Banner Advertising
  - 4.1. Intro to Banner Ads
  - 4.2. Banner Ads – Designing The Ad
  - 4.3. Banner Ads – Ad Campaign Goals
  - 4.4. Banner Ads – Setting Up & Running Campaigns
5. Twitter Ads For Fun & Profit
  - 5.1. Intro To Twitter Timeline Ads
  - 5.2. Twitter Ads – Campaign Objects & Details
  - 5.3. Twitter Ads – Ad Groups & Targeting
  - 5.4. Twitter Ads – Creating The Ad & Launching
6. Make Profits With Facebook Ads

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- 6.1. Intro to Facebook Newsfeed Ads
  - 6.2. Facebook Ads – Marketing Objectives
  - 6.3. Facebook Ads – Ad Targeting & Budgeting
  - 6.4. Facebook Ads – Creating The Ad
7. Search Ads – For Massive Profits
    - 7.1. Intro To Search Ads
    - 7.2. Facebook Ads – Marketing Objectives
    - 7.3. Search Ads – Ad – Groups & Keywords
    - 7.4. Search Ads – Creating & Monitoring Ads

## ➤ **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

## ➤ **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

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- 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

## ➤ **Contracts Law UK 2021**

- Module 01: Introduction to UK Laws
- Module 02: Ministry of Justice
- Module 03: Agreements and Contractual Intention
- Module 04: Considerations and Capacities of Contract Laws
- Module 05: Terms within a Contract
- Module 06: Misinterpretations and Mistakes
- Module 07: Consumer Protection
- Module 08: Privity of Contract
- Module 09: Insurance Contract Laws
- Module 10: Contracts for Employees
- Module 11: Considerations in International Trade Contracts
- Module 12: Laws and Regulations for International Trade

## ➤ **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



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- 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

### ➤ **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

### ➤ **Consumer Rights**

- Module 01: Introduction to Consumer Rights
- Module 02: The Consumer Rights Act
- Module 03: Consumer Contracts Explained
- Module 04: General Data Protection Regulations Explained

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- Module 05: Fraud Protection

## ➤ Land Surveyor

- Module 01: Introduction to Land Surveying
- Module 02: Land Surveying Basics
- Module 03: Land Surveying Instrumentation
- Module 04: Land Surveying Methods and Techniques
- Module 05: Topographic Surveying and Mapping
- Module 06: Boundary Surveying
- Module 07: Surveying Health and Safety

## ➤ 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
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

## ➤ Sales: Reading Body Language As A Sales Tool

- Module 01: Getting Started
- Module 02: What's Your Face Saying?
- Module 03: What's Your Body Saying?

- Module 04: Mirroring and Leading
- Module 05: Monitoring Your Posture and Dressing Up
- Module 06: Shaking Hands

## ➤ **Negotiation and Agreement Training**

### Introduction and The Principles of Collaborative Negotiation

- Welcome and Course Overview FREE
- Why Good Negotiation Practice Leads to Better Relationships
- Shameless Book Plug
- Millie's Cookie Story
- Exercise 1: Intentions / Objectives for This Programme

### Giving Structure to Your Negotiation Strategy


- Negotiation is not
- Distinguishing Negotiation from -Haggling
- The 7 Steps to Negotiation Success
- Exercise 2: Giving Structure to your Negotiations

### Step One – Preparing Yourself for Collaborative Negotiation

- Preparing Yourself and Your WIN Outcomes
- Exercise 3: Securing Commitment to Negotiate
- The 4 P's
- The Importance of Personality
- We, Then Me
- Exercise 4: The 4 P's

### Step Two – Preparation - Understanding the Power of Variables

- Introduction to Variables
- Video Examples of Excellent Creativity in Variables
- Exercise 5: Understanding the Power of Variables

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- Using the WIN Matrix
  - Exercise 6: Write Your Win Matrix

### Step Three – Understanding Your Partner's Point of View

- Introduction
- Example Story- Maps of the World – Dyl's Den
- Exercise 7: Stepping Into Your Partner's Shoes

### Step Four – Discussing

- Introduction- Stating Intentions
- Co-Active Listening- Are You Really Listening
- The Power of Pause
- Exercise 8: Using Open Questions
- Exercise 9: Going Above and Beyond Their Wildest Dreams
- Exercise 10: Socratic Questioning
- Exercise 11: Creating a Discussion Agreement Statement

### Step Five – Proposing

- Introduction to the Propose Stage
- Exercise 12: Putting Your Proposal into Writing

### Step Six – Bargaining

- Introduction
- Exercise 13: Creating a Bargaining Agreement Statement
- The Power of Silence
- Exercise 14: Developing Your Time-Out Strategy

### Step Seven – Agreeing

- Introduction to Bargaining
- The Written Columbo
- Exercise 15: Drafting an “Agreement In Principle”

### Getting Yourself Out of the Way - The Human Operating System

- Introduction – The Missing Link
- Exercise 16: Noticing Your Thinking
- What Does this Mean in Your Negotiations?

### Understanding Personality

- Why Personality?
- Introducing the 4 Colours
- Introducing the 8 Aspects
- Inspiration v Discipline Driven
- Exercise 17: Teddy Bear
- Big Picture vs Down to Earth
- Exercise 18: Football Club Trip
- People Focused vs Outcome Focused
- Splash App
- Exercise 19: Completing Your Own Assessment
- Negotiation with Different 'Personality Types'

### Using the Seven Steps at Home

- Introduction

### Avoiding Common Gambits Some Negotiators Use

- Nibbling – The Columbo
- The Flinch
- The Red Herring
- Higher Authority
- The Reluctant Buyer – Seller
- The Best of a Bad Choice

### Conclusion – Can You Really Get More by Giving More?

- Conclusion & Thank You

### 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

## ➤ **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
- 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

## ➤ **Mastering the Presentation Skills Course**

1. Getting Started
  - 1.1. Welcome and Getting to Know Your Instructor
  - 1.2. What will you learn?

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- 1.3. Who is this Course For?
  
  2. Prepare Your Presentation
    - 2.1. Step 1 – Preparation
    - 2.2. Step 2 – Get to Know Your Audience
    - 2.3. Step 3 – Set Your Objectives
    - 2.4. Step 4 – Consider Your Approach
    - 2.5. Step 5 – Make a Presentation Plan
    - 2.6. Step 6 – Presentation Strategies & Techniques – Giving People a Rea
    - 2.7. Step 6 – Presentation Skills
    - 2.8. Step 6 – Effective Communication
    - 2.9. Step 6 – Verbal Communication
    - 2.10. Step 6 – Motivational Language
    - 2.11. Step 6 – Non Verbal Communication
    - 2.12. Step 6 – Telling Stories
    - 2.13. Step 6 – Memorable Content
    - 2.14. Step 6 – RER Method
    - 2.15. Step 6 – Using Case Studies
    - 2.16. Step 6 – Calming the Nerves
    - 2.17. Step 7 – Prepare Your Materials
    - 2.18. Step 8 – Practice
    - 2.19. Step 9 – Evaluation
    - 2.20. Step 10 – Presentation Day
    - 2.21. Contingencies
  
  3. The Final Word
    - 3.1. Guest Interview
    - 3.2. Wrap Up