



Van Deventer & Van Deventer

— Incorporated —

Attorneys • Notaries • Conveyancers

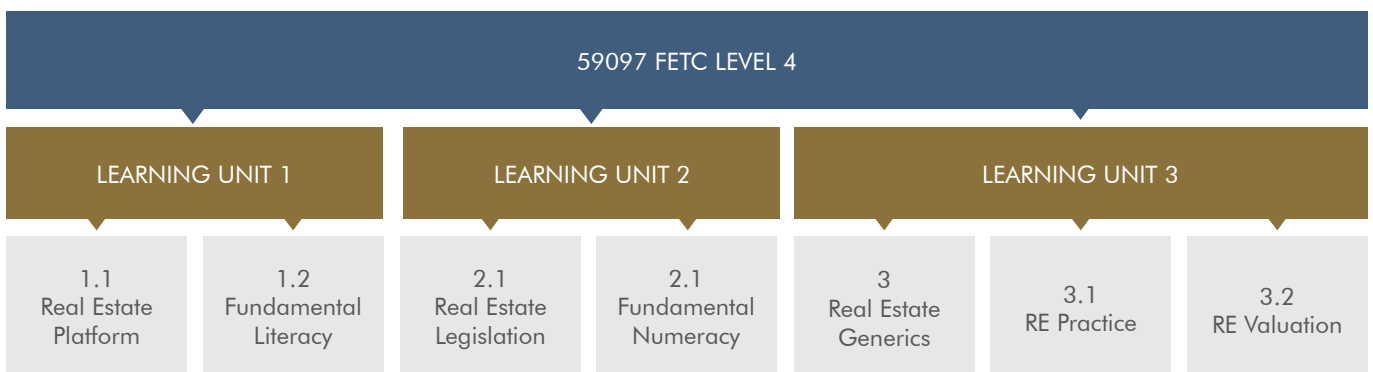
RECOGNITION OF PRIOR LEARNING (RPL) COURSE PLAN

To view a biography and profile on Cor van Deventer who will be assisting you please **click here**

Number of unit standards	11 Fundamentals (56 credits) 9 Core (73 credits) 10 Electives (only 21 credits needed)
Credits	150
Notional hours	1500
Recognition of Prior Learning (RPL)	300 hours
Classroom based training	300 hours
Workplace training	690 hours
Remediation / assessment	210 hours
% RPL and classroom training	40%
% remediation / assessment	14%
% workplace training / mentoring and coaching	46%

Classroom training for the FETC Real Estate NQF Level 4: 1 day per week for 12 weeks (3 months)

2.1.4 LEARNING UNITS & MODULES:



LEARNING UNIT 1 - THE REAL ESTATE PLATFORM (THIS IS LEARNER GUIDE 1.1)

Induction

(DAY 1) Module 1: Introduction to Real Estate	Introduction to Real Estate The Real Estate Economic Environment The Real Estate Legal Environment Stakeholders in Real Estate	(1 day)
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(DAY 2) Module 2: Real Estate Ethics	Introduction to Code of Ethics The Real Estate Code of Ethics Implications of the Code of Ethics Applying the Code of Ethics	(1 day)
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Completion of Learning Unit 1

LEARNING UNIT 2 - REAL ESTATE LEGISLATION (THIS IS LEARNER GUIDE 2.1)

(DAY 3) Module 1: Real Estate Legislation	Introduction to Contract Law Contracts in Real Estate Immovable Property Laws Estate Agency Affairs Act	(1 day)
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(DAY 4) Module 2: Financial Legislation	Introduction to FAIS Role Players Licensing under FAIS Enforcing FAIS FAIS Ombudsman	(1 day)
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(DAY 5) Module 3: Money Laundering Legislation	Introduction to Money Laundering Legislation Identification and Verification Reporting Money Laundering Non compliance	(1 day)
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Initial _____

LEARNING UNIT 3 - REAL ESTATE PRACTICE – GENERIC STANDARDS (THIS IS LEARNER GUIDE 3)

Completion of Learning Unit 2

(DAY 6) Module 1: Sales and Marketing of Real Estate	Introduction to the Sectional Titles Act Market a Property Selling a Property Letting and Hiring Properties After-sale Service	(1 day)
(DAY 7) Module 2: Business Principles in Real Estate Transactions	Budget Principles Personal Financial Planning Taxation	(1 day)
(DAY 8) Module 3: Financial Advice in Real Estate	Financial Viability National Credit Act Total Cost of Ownership Contractual Incidence 72-Hour Clause Financial Products and Providers	(1 day)
(DAY 9) Module 4: Self-Development in Real Estate	Introduction to Self-Development The Purpose of Self Development Setting Goals Time Management Tools and Methods Career Development Roles of Various Institutions	(1 day)
Module 5: Office Administration	Administering the Office Confidential Information Office Stationary Control Measures for Individuals	
(DAY 10) Module 6: Marketing Strategy for a New Venture	Introduction to Marketing Principles Background of the Marketing Plan Target Market Effectors Product Awareness, Attributes and Life Cycle Sales Objectives Target Market and Objectives Marketing Strategies Communication Goals Marketing Mix Tools Budget, Payback Analysis, Calendar Marketing Execution Developing a Business Plan	(1 day)

Initial _____

REAL ESTATE SPECIALIZATION 1 - REAL ESTATE PRACTICE (THIS IS LEARNER GUIDE 3.1)

Completion of Learning Unit 2

(DAY 11) Module 1: Mortgage Bonds and Security	Introduction to Mortgage Bonds Features of Mortgage Bonds The Mortgage Process Rights and Obligations of Parties Protection of Purchaser's Interest Evaluating a Mortgage Bond Evaluating a Property Securities in Mortgage Finance	(1 day)
(DAY 12) Module 2: Bond Registration	Introduction to Bond Registration Process of Achieving Bond Registration Role of Attorneys Role of Deeds Office	(1 day)

Completion of Learning Unit 3

I _____ ID _____ hereby agree to the dates as per the above schedule and agree to the commitment of the project plan.

Signed at _____ on the _____ day of _____ 2018

Signature _____

Initial _____



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OUR BUSINESS,
is understanding yours.

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