

MANAGEMENT/ADMINISTRATION

Real Estate Marketing & Management Professional

Our developed-in-the-trenches, systemized Real Estate Training encompasses every aspect of an Agent's business and life and has successfully proven time and again to boost sales production numbers and reduce costs (both financial and time). We have experienced and successful real estate coaching staff in markets everywhere, delivering the specific knowledge to compete and the skills to win in your marketplace.

Certification Issued By

Institute Of Professional Managers (IPM - USA) Institute Of Professional Managers commenced operations in 2003 in San Francisco USA as an Executive Education programs for positions in Middle East and the Far East, Africa. The founders and owners of the business had worked for many years Executive Education and business training in USA, EU, UK, and Middle East and recognize the growing demand for Executive Education speakers around the world.

Membership Benefits

High Authority Council for Arab Managers HACAM believes that this certificate will be a valuable resource for professionals within the Arab world in order to understand how these and other processes for organizational improvement are interrelated. HACAM provides training program in the Middle East and targets Managers of quality-focused organizations/industries, professionals aiming to increase their effectiveness/ productivity and anyone interested in the field of quality.

Who Should Attend?

This course is especially designed for those who wish to manage a real estate agency or work in the industry in the areas of sales or property management.

Learning Outcome:

This course aims to give you knowledge and skills that will be applicable across residential, commercial and industrial sectors. Among other things, you'll learn how to:

- ✓ Manage agency risk
- ✓ Provide property appraisal
- ✓ Market property
- ✓ Present and explain property reports
- ✓ Implement personal marketing plan
- ✓ Develop strategic business plans
- ✓ Provide property management services
- ✓ Maintain trust accounts

Eligibility

You are qualified to take this certification if you have any of the below requirements:

- ✓ Must have at least one year experience in related field
- ✓ Bachelors or Masters Degree

Course Parts

- ✓ Introduction to Real Estate Management
- ✓ Entrepreneurship in Real Estate
- ✓ Project Management
- ✓ Real Estate Finance
- ✓ Property Valuation Investment Options in Real Estate
- ✓ Real Estate Marketing
- ✓ Market Analysis and Feasibility Study
- ✓ Facilities Management
- ✓ Environmental & Energy Management in Real Estate

How To Register?

- ✓ [Register Online](#) or
- ✓ Fill-up the [registration form](#) and visit the Institute, with the following requirements then pay the necessary fees.
 - passport copy
 - 1 copy of passport size photo
 - eligible certificate copy

Contact Us

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