

# The Real Estate Board

## The Real Estate Training Institute

*Executive Education*

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## **Real Estate Dealers Leadership and Management Programme**

<b>Duration:</b>	12 Hours
<b>Modality:</b>	Face to Face or Virtual
<b>Cost:</b>	\$15,000

### **Programme Description**

The Real Estate Dealers Leadership and Management Programme will take participants through seven sessions that will seek to shed light on current and upcoming intricacies of the local real estate market that will require real estate dealers to enhance their resilience, improve their ability to pivot, change, recalibrate, build on their strengths, and mitigate their weaknesses. Of interest, is the launch of the Competency Framework for Dealership that will take place on the second day of the programme. In this regard, participants will be given an in-depth explanation of the Competency Framework for Dealership, with a view to elucidating its purpose, construction, and the specific requirements for attendees to attain a real estate dealer's licence to practice in each area of real estate business. In a nutshell, this programme aims to strengthen the capacity of dealers through the delivery of an executive management type course which contextualises the skills of leading and managing people to the current realities of the real estate market and how they shape the role of real estate dealers.

### **Programme Sessions**

#### ***Session 1: Developing A Growth Mindset***

In this session, participants will be exposed to the importance of having a growth mindset, how it helps one to innovate and mentor others and elucidate the steps one is to take to break free from a fixed mindset.

### ***Session 2: Professional Ethics: From Law to Practice***

This session will use aspects of the legal framework governing the practice of real estate business and case law applicable to the Jamaican real estate market to ensure that participants leave the session with working knowledge of the intersection between law and ethics within the current real estate landscape and the tensions therein that may arise when conducting real estate business.

### ***Session 3: Dangerous Practices in the Real Estate Development Sector***

This session will bring to the fore practices that are being conducted by licensees that adversely affects the sustainability of the real estate industry. It will provide dealers with practical guidance on how to mitigate the negative implications of these practices on their real estate businesses.

### ***Session 4: Navigating the Legal Framework for the Property Market***

This session will explore the nuts and bolts of the Real Estate Dealers and Developers Act, with a view to enhancing the ability of dealers to navigate the socio-legal landscape and master the nuances therein.

### ***Session 5: The Competency Framework: The Pathway to Real Estate Dealership – Part 1***

This session will build on the information shared on navigating the current legal framework of the property market to address the questions of why the competency framework is needed and how the latter influenced its development.

### ***Session 6: The Competency Framework: The Pathway to Real Estate Dealership – Part 2***

In this session, participants will be advised on the specific competencies and the levels at which they must be demonstrated by attachees who are pursuing a real estate dealers' licence.