

Professional Certificate in Real Estate

Month	Course	Dates	Premises
March	Real Estate industry Review (3 Hours)	13	Dokki Campus
	Real Estate Professions & Specialties (9 Hours)	18, 20, 25	
	Commercial Real Estate Business (3 Hours)	27	
April	Lands & Auctions (3 Hours)	1	
	Residential Real Estate Business (3 Hours)	3	
	Investments & Projects Commercial Handling (6 Hours)	10, 15	
	Business Development & Research (3 Hours)	17	
	Real Estate Support Professions (3 Hours)	22	
	Differentiation of Customer Needs (3 Hours)	24	
	Prospecting (Seller/Buyer) (3 Hours)	29	
May	Showing & CMA (3 Hours)	6 May	
	Closing (3 Hours)	8	
	Real Estate "Sell to Win" (6 Hours)	13, 15	
	Marketing is the game changer (6 Hours)	20, 22	
	Final Presentations (3 Hours)	27	

Certificate Fees: 6,500 LE
 Total Hours: 54

- ESLSCA ALUMNI & CORPORATE CLIENTS ENJOY 20% DISCOUNT.
- ESLSCA'S CURRENT STUDENTS ENJOY 40% DISCOUNT
- ESLSCA CERTIFICATES AND TRAINING PROGRAMS CAN BE DELIVERED ON CUSTOM BASE UPON REQUEST AT A DAILY PREFERRED RATE

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