

## Professional Real Estate Certificate

Month	Course	Dates	Premises
July	Real Estate industry Review (3 Hours)	30	<b>Heliopolis Campus</b>
August	Real Estate Professions & Specialties (9 Hours)	1, 6, 8	
	Commercial Real Estate Business (3 Hours)	13	
	Lands & Auctions (3 Hours)	15	
	Residential Real Estate Business (3 Hours)	27	
	Investments & Projects Commercial Handling (6 Hours)	29 / 3 Sep.	
	September	Business Development & Research (3 Hours)	
Real Estate Support Professions (3 Hours)		10	
Differentiation of Customer Needs (3 Hours)		12	
Prospecting (Seller/Buyer) (3 Hours)		17	
Showing & CMA (3 Hours)		19	
Closing (3 Hours)		24	
Real Estate "Sell to Win" (6 Hours)		26 / 1 Oct.	
October	Marketing is the game changer (6 Hours)	3, 8	
	Final Presentations (3 Hours)	10	

**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

For booking & Inquiries, Please call or email:

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