



**CPD SEMINAR FOR BROKERS AND SALESPERSONS**

**REGISTRATION FORM**

**Name:** \_\_\_\_\_ **PRC No.:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Tel. No.:** \_\_\_\_\_ **Mobile No.:** \_\_\_\_\_  
**Email:** \_\_\_\_\_

**Total number of units to take:**

- 24 units       18 units       12 units       6 units

**Choose which days to attend:**

- October 11 (Saturday)**  
REAL ESTATE ECONOMICS AND INVESTMENT SELLING (6 UNITS)  
 Speaker: ROLANDO C. ANGELES  
 Coverage:
  - Introduction to Economic Terms and Environment
  - Philippine Economic Outlook
  - Investment Selling
- October 15 (Wednesday)**  
THE STATE OF REAL ESTATE BUSINESS IN THE PHILIPPINES (6 UNITS)  
 Speaker: VIRGILIO S. MONGE  
 Coverage:
  - Changing Development and Demand Patterns for Housing in Metro Manila
  - The ASEAN Integration: Its Implications to the Real Estate Service Practitioners
  - Ease of Doing Business in the Philippines: It's Impact in the Real Estate Industry
- October 18 (Saturday)**  
GOING BEYOND REAL ESTATE SELLING (6 UNITS)  
 Speaker: ELEANOR M. LIGANOR  
 Coverage:
  - Consolidation 101
  - Reclassification and Conversion of Land
  - Map Reading and Manual Plotting of Technical Description
  - Impacts of Climate Change on Real Estate Profession
- October 22 (Wednesday)**  
REAL ESTATE MANAGEMENT (6 UNITS)  
 Speaker: DR. MARY GAW SO  
 Coverage:
  - Property Management Overview
  - Leasing and Tenant Relations
  - Due Diligence before Buying a Property

**Fee:**

- P4,500.00 Early Bird Rate
- P4,800.00 (24 units)
- P3,825.00 (18 units)
- P2,700.00 (12 units)
- P1,500.00 (6 units)

**Received by:**

\_\_\_\_\_  
**Name & Signature of Participant**  
**Date:** \_\_\_\_\_

\_\_\_\_\_  
**Name & Signature**  
**Date:** \_\_\_\_\_