

**1ST DAY
SATURDAY NOVEMBER 10, 2007**

7:00 – 7:30	A.M.	REGISTRATION	REALTOR® COCO DE LA FUENTE REALTOR® CAROL BORRES REALTOR® MONINA DELA CALZADA MS. EMMA BONTILAO
7:30 – 8:00	A.M.	OPENING CEREMONIES Invocation & Pambansang Awit Opening Remarks	REALTOR® RUIFILO L. TOLEDO President, CEREB
8:00 – 9:30	A.M.	Fundamentals of Real Estate Brokerage Practice (Securing Listing, Presentation and Closing of Sale) Principles of Real Estate Brokerage	REALTOR® HERBERT E. BUOT Past President, PAREB & CEREB
9:30– 10:30	A.M.	Department of Trade & Industry – Bureau of Trade Regulatory & Consumer Protection (DTI-BTRCP) Rules and Regulations and Administrative Orders	ATTY. JOSH CAROL T. VENTURA Chief, Trade & Industry Regulatory Division, DTI Region VII
10:30-12:00	A.M.	Functions and Policies of HLURB; Subdivision Rules & Development	MS. LINELLA G. CUEVAS HLURB, Administrative Officer
12:00– 1:00	NN	<i>LUNCH</i>	
1:00 – 3:30	P.M.	BIR Rules, Regulations and Taxes Affecting Land Transactions	ATTY. JONATHAN CAPANAS Dean, USJR Law School Former BIR Revenue District Officer
3:30 – 4:30	P.M.	Modified PAG-IBIG Housing Loan Program	ENGR. SENEN D. CATINGUB, JR. Senior Mortgage Account Specialist Home Development Mutual Fund or PAG-IBIG Fund- Cebu Regional Ofc.
4:30 – 6:30	P.M.	Transfer Certificate of Title Documentation, Issuance and Registration	ATTY. PAT ACABODILLO Former Register of Deeds, Mandaue City

**2ND DAY
SATURDAY NOVEMBER 17, 2007**

8:00 – 9:00	A.M.	Land Transaction Affected by Land Reform	ATTY. ARIEL MARTINEZ, REALTOR®
9:00– 10:30	A.M.	Fundamentals and Legal Aspect of Real Estate Ownership	ATTY. ARIEL MARTINEZ, REALTOR®
10:30-12:00	A.M.	Land Surveying and Map Reading	ATTY. ARIEL MARTINEZ, REALTOR®
12:00–1:00	P.M.	<i>LUNCH</i>	
1:00 – 2:30	P.M.	Obligations & Contracts, Lease, Mortgage and Agency Laws	ATTY. ARIEL MARTINEZ, REALTOR®
2:30 – 3:30	P.M.	Code of Ethics on the Profession of Real Estate Brokers	ATTY. ARIEL MARTINEZ, REALTOR®
3:30 – 4:30	P.M.	Real Estate Appraisal and Approach to Value	ATTY. ARIEL MARTINEZ, REALTOR®

**3RD DAY
SATURDAY NOVEMBER 18, 2007**

9:00 –12:00	NN	GENERAL REVIEW / MOCK EXAMS	ATTY. ARIEL MARTINEZ, REALTOR®
12:00 -1:00	P.M.	<i>LUNCH</i>	
1:00 – 5:00	P.M.	GENERAL REVIEW / PROBLEM SOLVING Closing Remarks Distribution of Certificates	ATTY. ARIEL MARTINEZ, REALTOR®

EMCEES: REALTOR® JULITO H. SUNDO and ATTY. GIOVANNI SUSUSCO, REALTOR®