



**EAA launches introductory course for estate agency practitioners**

(11 February 2008) The Estate Agents Authority (EAA) will organise an estate agency course in March 2008 designed for new practitioners. The course, “Introduction to Estate Agency Practice”, aims to enhance entrants’ professional skills and legal knowledge.

The free course is major new initiative of EAA’s Continuing Professional Development (CPD) Scheme this year and is targeted at new licensees who have held a licence for less than two years. Licensees with more than two years’ experience are also welcome, but priority will be given to new licensees. Participants will be awarded three core CPD points for attending each session of the course.

EAA Chief Executive Officer Ms Sandy Chan said, “With the support of estate agency trade associations, we hope this intensive and structured training course will broaden the practical and legal knowledge of new practitioners. In the long run, this course will also enhance the overall standards of the trade and help reduce breaches of the law.”

Ms Chan encouraged practitioners to participate in the course, and called on the management and employers of estate agencies to have their frontline staff enrol.

The course comprises eight three-hour sessions (i.e. a total of 24 hours). These sessions will cover law and practice issues, such as the Estate Agents Ordinance and its subsidiary legislation, the EAA Code of Ethics, interpretation of land search, conveyancing law, tenancy law, agency law, complaint cases, procedures and selected cases of inquiry hearings, the sale of first-hand residential properties, standard forms, and anti-money laundering and corruption prevention measures (please refer to the Annex).

Practitioners may choose to participate in some or all of the eight sessions. Speakers include EAA representatives, professionals (such as lawyers), Government officials, academics from tertiary institutions, etc.

The March course will be conducted in Cantonese with study materials in Chinese. To cater for the needs of English-speaking licensees,



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separate English sessions will be held on dates to be announced in due course.

Upon successful completion of all eight sessions within one year after the first session, practitioners will be awarded a certificate in recognition of their efforts.

The March course is now open for registration; licensees may register on-line or visit the EAA website ([www.eaa.org.hk](http://www.eaa.org.hk)) to download the registration form.

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**Course Outline of Introduction to Estate Agency Practice**

<b>(1) Law and Practice-related Knowledge (5 sessions x 3 hours) Sessions: Total 15 hours</b>		
<b>Subject title</b>	<b>Contents</b>	<b>CPD points</b>
Estate Agents Ordinance and its subsidiary legislation, Practice Circulars and Code of Ethics	This session reinforces the basic knowledge of the regulatory mechanism of the estate agency industry in Hong Kong and assists participants in complying with various statutory requirements. It provides participants with a solid foundation of trade-specific and practice-oriented understanding of the Estate Agents Ordinance, its subsidiary legislations and other statutory requirements.	<b>3(core)</b>
Common Complaints, Inquiry Hearing Procedures and Inquiry Hearing Cases	This session introduces a number of cases handled by EAA's Disciplinary Committee in a bid to raise awareness among estate agency practitioners of the possible problems that can arise during practice, increase understanding of the relevant laws and, as a result, promote compliance.	<b>3(core)</b>
Anti-money laundering and corruption prevention measures	This session strengthens participants' understanding of the laws on money laundering and terrorist financing and enhances their knowledge of the main provisions of the Prevention of Bribery Ordinance. Representatives from the Hong Kong Joint Financial Intelligence Unit and Independent Commission Against Corruption will be invited to speak and to answer enquiries on the subjects.	<b>3(core)</b>
Interpretation of Land Search	To safeguard client's interests, it is important for an estate agent to obtain a copy of the land search from the Land Registry before entering into a provisional agreement for sale and purchase. This 3-hour session gives participants an in-depth understanding of various issues found in land search records of different properties.	<b>3(core)</b>
General Conveyancing Law, Tenancy Law and Agency Law	This session provides an all-rounded understanding of the general principles of common law in relation to Conveyancing Law, Tenancy Law and Agency Law.	<b>3(core)</b>
<b>(2) Practical Sessions (3 sessions x 3 hours): Total 9 hours</b>		
<b>Contents:</b> These individual 3-hour practical sessions aim at providing participants with technical expertise as well as the regulatory knowledge required in the estate agency trade. These practical sessions emphasize the application of professional knowledge in the everyday business context. Teaching would be conducted through case studies and exchange of real-life experiences.		
<b>Subject title</b>	<b>CPD points</b>	
(a) Matters to be attended to by practitioners involved in first sales of residential properties	<b>3 (core)</b>	
(b) Practical session on interpretation of land search and main features of Practice Regulation	<b>3 (core)</b>	
(c) Practical session on use of standard forms	<b>3 (core)</b>	