



SAMP SINGAPORE ACCREDITED MORTGAGE PLANNER

Course Synopsis

With increasing consumer expectations, and the consequent push towards greater professionalization, the real estate industry faces the ever-pressing need to learn, unlearn and relearn in order to stay relevant. They play diverse roles as facilitators, advisors and consultants to the client's buying and selling process. In today's competitive market, real estate professionals have to position themselves to stand out from the crowd.

With the introduction of 7 Property Cooling Measures and Total Debt Servicing Ratio (TDSR) Framework, there were major changes in the various regulations and policies on various types of property financing. Salespersons are expected to be knowledgeable in various policies governing the issues of financing loans as specified in Professional Service Manual issued by CEA. It is against this backdrop of professionalism that this program is created. The program will equip participants with the knowledge and skills on mortgage planning for their clients.

By completing all three (3) modules, it will lead to a designation of Singapore Accredited Mortgage Planner (SAMP) awarded by SEAA which will provide recognition of your professionalism and increase your business.



This course is brought to you by



Course Schedule

Module 2

Course Title: Property Tax Issues that Every Salesperson Should Know

Date/Time: 27 Nov 2018, 10am to 1pm

Module 3

Course Title: CPF Policies that All Salespersons should know (CPFP)

Date/Time: 27 Nov 2018, 2pm to 5pm

Module 1

Course Title: Singapore Property Financing Framework (SPFF)

Date/Time: 28 Nov 2018, 9.30am to 5pm (assessment from 4pm to 5pm)

Venue: SHRI Training Room, 10 Eunos Road 8, #13-07 (South Lobby), Singapore Post Centre, Singapore 408600

Course Fees (incl 7% GST)

SEAA Member: \$550.00

Non-Member: \$650.00

Course Funding Options

1) Union Training Assistance (UTAP) Programme

NTUC Union Members get to enjoy funding at 50% of the unfunded course fee capped at \$250.00 every calendar year.

2) SkillsFuture Credit

Applicable for all Singaporeans aged 25 and above starting January 2016. Individuals may use their credits to offset course fees. Please visit <http://www.skillsfuture.sg/credit> for more details.

Course Details

Day 1: C2L1S0144: Property Tax Issues that Every Salesperson Should Know (PTI) [Singapore Mortgage Planner Course (SAMP) Module 2]

Course Objective(s):

The key objectives are to introduce the various tax policies concerning real estate ownership and practices. Course participants will also be brought through the compliance requirements of the various tax laws in the conduct of their business.

Expected Learning Outcome(s):

1. Understand various Stamp Duties and applications
2. Understand Buyer's Stamp Duties and Additional Buyer Stamp Duties
 - a) Affected Buyers
 - b) Affected Properties
 - c) Computation
 - d) Exemptions and Remissions
 - e) Consequences for non-compliance
3. Understand Seller's Stamp Duties
 - a. Affected Buyers
 - b. Affected Properties
 - c. Computation
 - d. Exemptions and Remissions
 - e. Consequences for non-compliance
4. Understand Property Tax
 - a. Owner occupation
 - b. Investment purpose
5. Understand the relevance of a capital gain tax for property investment
6. Understand tax rules on rental income
 - a) When is rental income taxable?
 - b) Differentiate between claimable and non-claimable expenses
7. Understand tax filing requirements for Real Estate Practitioners
 - a) Avoid common filing mistakes for real estate agents.
 - b) Differentiate between taxable and non-taxable income
 - c) Distinguish between the different definitions and sources of income
 - d) Identify allowable deductions and reliefs
 - e) Consequences for non-compliance

Day 1: C2L1S0049: CPF Policies that All Salespersons should know (CPFP) [Singapore Mortgage Planner Course (SAMP) Module 3]

Course Objective(s):

The Central Provident Fund (CPF) is a comprehensive social security savings plan that many Singaporeans and Permanent Residents rely on for their retirement, healthcare and home ownership needs. This course will focus on CPF policies concerning property ownership. It will equip participants the essential knowledge of CPF policies relating to home ownership for both HDB and private properties.

Expected Learning Outcome(s):

- Understand the various CPF policies that affect public, private and commercial property ownership
- Understand the impact and implications of the CPF Housing Withdrawal Limit, Valuation Limit and the CPF contribution rate on the housing instalment repayment
- Understand the implications of the CPF nomination on property succession planning ownership
- Understand how the CPF can be used for property construction
- Understand how unrelated persons may use CPF to purchase a property
- Understand the effect of CPF Charge (Priority of Claims)
- Understand the various implications in the event of the death of owners, divorce and bankruptcy
- Understand how the CPF Retirement Sum affects 2nd and subsequent property investment

Day 2: C2L2S0165: Singapore Property Financing Framework (SPFF) [Singapore Mortgage Planner Course (SAMP) Module 1]

Course Objective(s):

With increasing consumer expectations, and the consequent push towards greater professionalization, the real estate industry faces the ever-pressing need to learn, unlearn and relearn in order to stay relevant. They play diverse roles as facilitators, advisors and consultants to the client's buying and selling process. In today's competitive market, real estate professionals have to position themselves to stand out from the crowd.

With the introduction of 7 Property Cooling Measures and Total Debt Servicing Ratio (TDSR) Framework, there were major changes in the various regulations and policies on various types of property financing. Salespersons are expected to be knowledgeable in various policies governing the issues of financing loans as specified in Professional Service Manual issued by CEA.

It is against this backdrop of professionalism that this program is created. The program will equip participants with the knowledge and skills on mortgage planning for their clients.

By the end of this course, participant would be able to:

- ✓ Understand the TDSR framework
- ✓ Understand how do banks assess a client's credit worthiness
- ✓ Understand the application of MAS Notice 632 and 645 on mortgage
- ✓ Understand the different types of mortgage packages
- ✓ Understand how to select the suitable loan package
- ✓ Understand what influence Singapore's interest rate movements
- ✓ Understand how to successfully pay off a mortgage earlier
- ✓ Understand the costs and benefits of Refinancing
- ✓ Understand the pros and cons of taking additional loan by pledging the property as collateral
- ✓ Understand how mortgage and home content insurance plans work for a client
- ✓ Understand how to compute construction loan
- ✓ Understand the pros and cons of using a Special Purpose Vehicle (SPV) to invest in residential, industrial and commercial property
- ✓ Understand the different company structures for SPV
- ✓ Understand the different taxes and the need for compliance
- ✓ Understand the Estate Agent Act with clear indications of acceptable practices in the advising of property financing

For Non-SEAA individual members:

I have read, understood and agreed to all the terms of the privacy and data protection policy relating to my registration, except for the following:

I do not agree to receive from **Singapore Estate Agent Association (SEAA)** any updates and information on upcoming events and programs, new products and services by way of -

- phone calls
- mobile / text messaging (including SMS and MMS)
- sending you newsletters and marketing materials by way of emails or postal mail or faxes
- participation in promotions, activities and contests by SEAA or its partners;

I do not agree to receive updates and marketing materials from partners, vendors, affiliates of **SEAA**

Participants who have completed all the 3 modules will receive the following:

1. E-Certificate for Module 1 (2 Core CPD credit hours approved by the CEA for the mandatory CPD Scheme)
2. E-Certificate for Module 2 (2 Core CPD credit hours approved by the CEA for the mandatory CPD Scheme)
3. E-Certificate for Module 3 (2 Core CPD credit hours approved by the CEA for the mandatory CPD Scheme)

On top of that, participants who are SEAA members & have passed the SAMP assessment will receive the designatory title:

1. SAMP™ Designation

Registration

Kindly fill in the below details and email us @ admin@singcapital.com.sg. You may contact us at 6801 4088 for any queries

Name: _____

NRIC No: _____

CEA Registration No: _____

Contact No: (Mobile) _____

Email Address: _____

Estate Agent: (Agency) _____

Designation: _____

Please note that the activity or training program is subject to changes, terms and conditions by SEAA & SingCapital. No refund of fees will be given for non-attendance or withdrawals. Participants will be notified should there be changes by SEAA.

For Official Use:

Registration from: SEAA / SingCapital

Payment Mode: Cash / Nets / Cheque / Credit Card

Bank & Cheque No: _____

Official Receipt No: _____

