Marketing and Selling for Real Estate and Property Professionals

Sales and Marketing

Course Overview

Marketing and Selling for Real Estate and Property Professionals: a 5-day professional training course from LTC Consultants, delivered in-classroom across...

What You Will Achieve

- Explain the core principles and current good practice in Marketing and Selling for Real Estate and Property Professionals
- Apply practical tools and techniques for Marketing and Selling for Real Estate and Property Professionals in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Marketing and Selling for Real Estate and Property Professionals in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Marketing, communications, PR and sales professionals, and managers responsible for brand, reputation or revenue growth.

Course Outline

1. Setting the scene: Marketing and Selling for Real Estate and Property Professionals in today's organisation
2. Key concepts and the language of Marketing and Selling for Real Estate and Property Professionals
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Marketing and Selling for Real Estate and Property Professionals with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Johannesburg	**$1,395**
9 to 13 Nov 2026	Nairobi	**$1,650**
16 to 20 Nov 2026	Kampala	**$1,395**

23 to 27 Nov 2026	Durban	**$1,650**
30 Nov to 4 Dec 2026	Accra	**$1,650**

LTC Consultants
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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.