

Understanding Resales & Associated Functions

An interactive virtual training course designed by practitioners and promoting better understanding of all aspects of Shared Ownership, Resales, Staircasing and Lease Extensions. Delivered across x3 Zoom sessions and covering:

- Shared Ownership - The product
- New Build v Resales
- First Time Buyer options - (Help to Buy, First Homes and Mortgage Guarantee
- Affordability & Eligibility
- Communication and Customer Service
- Managing Expectations
- Back to Back Staircasing
- Property Chains
- Flexible Tenure
- Working with Stakeholders
- Joint to Sole
- Solving Common Problems

The course runs over 3 days from 10am-12.30pm - via Zoom
Course Dates: 12th, 14th & 15th July • 2nd, 4th & 5th August

The Specialists - Your Trainers on the Day

Marilyn DiCara
Independent Housing Consultant

With 25 years of experience at Director level, Marilyn is passionate about all housing options for first time buyers. She is the current National Housing Awards' (NHA) affordable home ownership champion and has won multiple awards for her work on shared ownership.



Helen Muir
Independent Housing Consultant

Helen has extensive senior management experience in both Sales and Property Management within Social Housing. She has worked as a trainer and consultant since 2012 specialising in affordable home ownership, leasehold management and the Right to Buy/Acquire.



£149* PER DELEGATE (GROUP DISCOUNTS AVAILABLE) - BOOK NOW!

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