

# Course : Real estate: regulations to combat money laundering and the financing of terrorism

Control your obligations and secure your high-risk real estate transactions

*Practical course - 1d - 7h00 - Ref. IMU*

*Price : 970 CHF E.T.*

NEW

Cette formation permet aux professionnels de l'immobilier de maîtriser le cadre LBC/FT, d'identifier les risques liés aux clients et aux opérations, et de mettre en œuvre des procédures de vigilance conformes, de l'entrée en relation jusqu'à la déclaration de soupçon à TRACFIN.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Understanding the legal and regulatory framework for the fight against money laundering and the financing of terrorism
- ✓ Identify the obligations of professionals subject to the Hoguet Act in terms of customer vigilance and control
- ✓ Implement a compliant vigilance procedure

## Intended audience

Real estate agents, negotiators, rental managers, condominium managers, social landlords, agency managers, legal, financial and sales directors

## Prerequisites

No

## Practical details

### Case study

Introduction to concepts and role-playing exercises

### Teaching methods

active

## Course schedule

### PARTICIPANTS

Real estate agents, negotiators, rental managers, condominium managers, social landlords, agency managers, legal, financial and sales directors

### PREREQUISITES

No

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Identify the general obligation of vigilance and identification of the origin of funds

- Categorize the notion of "business relationship" and distinguish between regular and occasional customers
- Identify and verify customer identity
- Recognizing the beneficial owner

### Hands-on work

Case studies based on real-life situations

## 2 Develop tools to identify the customer and the operation

- Organizing risks within the agency
- Implement risk mapping (mandatory)
- Classifying risk indicators within the agency

## 3 Applying the obligation to report suspicions to TRACFIN

- Understanding the principle of suspicious transaction reporting
- Master the typology of situations in which a suspicious transaction report must be filed
- Knowing the content of the suspicious transaction report and how to send it to TRACFIN
- Identify high risks and provide additional information

### Case study

Work on an observed situation

## 4 Gérer les contrôles, connaître les autorités compétentes et les sanctions applicables

- Identify supervisory authorities and their powers
- Knowing the penalties incurred by the real estate agent/professional actor

### Hands-on work

Collective work on the challenges of the law

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

## Dates and locations

### REMOTE CLASS

2026 : 6 July, 5 Oct., 18 Dec.