



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

Recordings - in Google Drive

DATE OF CLASS: November 23, 2026 - December 30, 2026

TIME OF CLASS: 6:00 p.m. - 9:00 p.m.

CLASS SYLLABUS

HOMEWORK

<u>Date</u>	<u>Session</u>	<u>Topic</u>	<u>National</u>	<u>MD Law</u>	<u>National</u>	<u>MD</u>	<u>Exams</u>
11/23/2026	1	Orientation					
Monday		Intro to Google Drive Recordings					
Evening		Intro to Real Estate	Chapter 1				
		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		Forms of Real Estate	Chapter 4				
		Land Description	Chapter 5				
		Homework			Ch 1 - 5		
Tuesday	2	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>					
		<i>Study for MID-TERM 1 Exam</i>					
NO CLASS		THANKSGIVING HOLIDAY					
Fri/Sat	3	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 1 - 5		
11/30/2026	4	Transfer of Title	Chapter 6				
Monday		Title Records	Chapter 7				
Evening		Homework			Ch 6, 7		
Tuesday	5	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 6 - 7		
		<i>Study for MID-TERM 1 Exam</i>					
12/2/2026	6	MID-TERM 1			Ch 1 - 7		MID-TERM 1
Wednesday		Real Estate Brokerage	Chapter 8				

Evening		Real Estate Agency	Chapter 9				
		Homework			Ch 8-9		
Fri/Sat	7	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 8-9		
		<i>Study for MID-TERM 2 Exam</i>					
12/7/2026	8	Client Representation	Chapter 10				
Monday		Real Estate Contracts	Chapter 11				
Evening		Real Estate Financing	Chapter 12				
		Homework			Ch 10 - 12		
Tuesday	9	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 10 - 12		
		<i>Study for MID-TERM 2 Exam</i>					
12/9/2026	10	Government Involve	Chapter 13				
Wednesday		Closing RE Transaction	Chapter 14				
Evening		MD Law	Ch 1 - 3				
		Homework			Ch 13 - 14	Ch 1 - 3	
Fri/Sat	11	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 13 - 14		
		<i>Review of Chapter Quizzes</i>			MD Law	Ch 1 - 3	
		<i>Study for MID-TERM 2 Exam</i>					
12/14/2026	12	MID-TERM 2			Ch 8 - 14		MID-TERM 2
Monday		RE Taxes & Liens	Chapter 15				
Evening		Real Estate Appraisal	Chapter 16				
		Leases	Chapter 17				
		Homework			Ch 15 - 17		
Tuesday	13	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 15 - 17		
		<i>Study for MID-TERM 2 Exam</i>					
12/16/2026	14	Fair Housing	Chapter 18				
Wednesday		Property Management	Chapter 19				
Evening		Land-Use Controls	Chapter 20				
		Environmental Issues	Chapter 21				
		Maryland Law	Ch 4 - 9				
		Homework			Ch 18 - 21	Ch 4 - 9	
Fri/Sat	15	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 18 - 21		
		<i>Review of Chapter Quizzes</i>			MD Law	Ch 4 - 9	
		<i>Study for MID-TERM 2 Exam</i>					

12/21/2026	16	MID-TERM 3			Ch 15 - 21		MID-TERM 3
Monday		MD Law	Ch 10 - 14				
Evening		Homework				Ch 10 - 14	
Tuesday	17	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>				Ch 19-21	
		Review of Chapter Quizzes			MD Law	Ch 13-14	
		Study for MID-TERM 3 Exam					
12/23/2026	18	Law Handouts					
Wednesday		Maryland Ethics					
Evening							
Fri/Sat	19	RECORDING - Google Drive					
		<i>Review for Final Exams</i>			Review Mid-Terms 1, 2, and 3		
12/28/2026	20	Law Quiz - Ch 1 - 14					
Monday		Review for National Final Exam			Mid-Terms 1, 2, and 3		
Evening		Review for MD Law Final Exam					
		Group Review of Mid-Terms for Final Exam					
Tuesday	21	RECORDING - Google Drive					
		<i>Review for Final Exams</i>			Review Mid-Terms 1, 2, and 3		
11/11/2026	22	FINAL EXAMS					
Wednesday		MD State Exam - 30 Mins					
Evening		NATIONAL Exam - 90 Mins					