



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

Recordings - in Google Drive

DATE OF CLASS: October 5, 2026 - November 11, 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>
10/5/2026	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				
		Homework			Ch 1-3		
Tuesday	2	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 1-3		
		Review of Chapter Quizzes			MD Law		
		Study for MID-TERM 1 Exam					
10/7/2026	3	Forms of Real Estate	Chapter 4				
Wednesday		Land Description	Chapter 5				
Evening		Maryland Law		Ch 1 - 2			
		Homework			Ch 4, 5	Ch 1 - 2	
Fri/Sat	4	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 4-5		
		Review of Chapter Quizzes			MD Law	Ch 1 - 2	
		Study for MID-TERM 1 Exam					
10/12/2026	5	Transfer of Title	Chapter 6				
Monday		Title Records	Chapter 7				
Evening		MD Law	Ch 3				
		Homework			Ch 6, 7	Ch 3	
Tuesday	6	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 6 - 7		

		Review of Chapter Quizzes			MD Law	Ch 3	
		Study for MID-TERM 1 Exam					
10/14/2026	7	MID-TERM 1			Ch 1 - 7	Ch 1-3	MID-TERM 1
Wednesday		Real Estate Brokerage	Chapter 8				
Evening		Real Estate Agency	Chapter 9				
		Homework			Ch 8-9		
Fri/Sat	8	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 8-9		
		Review of Chapter Quizzes			MD Law		
		Study for MID-TERM 2 Exam					
10/19/2026	9	Client Representation	Chapter 10				
Monday		Real Estate Contracts	Chapter 11				
Evening		Maryland Law	Ch 4 - 7				
		Homework			Ch 10-11	Ch 4-7	
Tuesday	10	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 10-11		
		Review of Chapter Quizzes			MD Law	Ch 4-7	
		Study for MID-TERM 1 Exam					
10/21/2026	11	Real Estate Financing	Chapter 12				
Wednesday		Government Involve	Chapter 13				
Evening		Closing RE Transaction	Chapter 14				
		MD Law	Ch 8-9				
		Homework			Ch 12-14	Ch 8-9	
Fri/Sat	12	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 12-14		
		Review of Chapter Quizzes			MD Law	Ch 8-9	
		Study for MID-TERM 2 Exam					
10/26/2026	13	MID-TERM 2			Ch 8 - 14	Ch 4-9	MID-TERM 2
Monday		RE Taxes & Liens	Chapter 15				
Evening		Real Estate Appraisal	Chapter 16				
		Homework			Ch 15-16		
Tuesday	14	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 15-16		
		Review of Chapter Quizzes			MD Law		
		Study for MID-TERM 2 Exam					
10/28/2026	15	Leases	Chapter 17				
Wednesday		Fair Housing	Chapter 18				
Evening		Maryland Law	Ch 10-12				
		Homework			Ch 17-18	Ch 10-12	

Fri/Sat	16	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 17-18		
		<i>Review of Chapter Quizzes</i>			MD Law	Ch 10-12	
		<i>Study for MID-TERM 2 Exam</i>					
11/2/2026	17	Property Management	Chapter 19				
Monday		Land-Use Controls	Chapter 20				
Evening		Environmental Issues	Chapter 21				
		MD Law	Ch 13-14				
		Homework			Ch 19 - 21	Ch 13-14	
Tuesday	18	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>				Ch 19-21	
		<i>Review of Chapter Quizzes</i>			MD Law	Ch 13-14	
		<i>Study for MID-TERM 3 Exam</i>					
11/4/2026	19	MID-TERM 3			Ch 15 - 21	Ch 10-14	MID-TERM 3
Wednesday		Maryland Ethics					
Evening							
Fri/Sat	20	RECORDING - Google Drive					
		<i>Review for Final Exams</i>		<i>Review Mid-Terms 1, 2, and 3</i>			
11/9/2026	21	Review for National Final Exam		Mid-Terms 1, 2, and 3			
Monday		Review for MD Law Final Exam					
Evening		Group Review of Mid-Terms for Final Exam					
Tuesday	22	RECORDING - Google Drive					
		<i>Review for Final Exams</i>		<i>Review Mid-Terms 1, 2, and 3</i>			
11/11/2026	23	FINAL EXAMS					
Wednesday		MD State Exam - 30 Mins					
Evening		NATIONAL Exam - 90 Mins					