



Reed Training Center

## SALESPERSON - PRINCIPLES AND PRACTICES

### LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

**DATE OF CLASS:** July 16, 2024 - August 15, 2024

**TIME OF CLASS:** 6:00 p.m. - 9:30 p.m. - Evenings

#### 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>
7/16/2024	1	Orientation					
Tuesday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		Homework			Ch 1, 2 & 3		
7/17/2024	2	Review Homework					
Wednesday		Forms of Real Estate	Chapter 4				
Evening		Land Description	Chapter 5				
		Homework			Ch 4 & 5		
7/18/2024	3	Review Homework					
Thursday		Transfer of Title	Chapter 6				
Evening		Title Records	Chapter 7				
		Homework			Ch 6 & 7		
7/23/2024	4 & 5	Review Homework			Ch 6 & 7		
Tuesday		<b>MID-TERM 1</b>			<b>Ch 1 - 7</b>		<b>MID-TERM 1</b>
Evening		Review Mid-Term 1 Exam					
7/25/2024	6	Real Estate Brokerage	Chapter 8				
Thursday		Real Estate Agency	Chapter 9				
Evening		Client Representation	Chapter 10				
		Homework			Ch 8 - 10		
7/30/2024	7	Review Homework			Ch 8 - 10		
Tuesday		Real Estate Contracts	Chapter 11				
Evening		Real Estate Financing	Chapter 12				
		Government Involve	Chapter 13				
		Homework			Ch 11 - 13		

7/31/2024	8	Review Homework			Ch 11 - 13		
Wednesday		Closing RE Transaction	Chapter 14				
Evening		RE Taxes & Liens	Chapter 15				
		Real Estate Appraisal	Chapter 16				
		Homework			Ch 14 - 16		
8/1/2024	9	Review Homework			Ch 14 - 16		
Thursday		MD RE Brokerage	Ch 1, 2				
Evening		Homework				Ch 1 & 2	
8/6/2024	10 & 11	Review Homework				Ch 1 & 2	
Tuesday		<b>MID-TERM 2</b>			<b>Ch 8 - 16</b>	<b>Ch 1 &amp; 2</b>	<b>MID-TERM 2</b>
		Review Mid-Term Exam 2					
8/7/2024	12	Leases	Chapter 17				
Wednesday		Fair Housing	Chapter 18				
Evening		Property Management	Chapter 19				
		Homework			Ch 17 - 19		
8/8/2024	13	Review Homework			Ch 17 - 19		
Thursday		Land-Use Controls	Chapter 20				
Evening		Environmental Issues	Chapter 21				
		Homework			Ch 20 - 21		
8/13/2024	14	Review Homework			Ch 20 - 21		
Tuesday		<b>MID-TERM 3</b>			<b>Ch 17 - 21</b>		<b>MID-TERM 3</b>
Evening		Review Mid-Term 3					
		Practice Exam 1					
8/15/2024	15	<b>MD State Exam - 30 Mins</b>					<b>FINAL EXAMS</b>
Thursday		<b>NATIONAL Exam - 90 Mins</b>					
Evening							