



Reed Training Center

**PRINCIPLES AND PRACTICE FOR SALESPERSON**

**CLASS SYLLABUS**

**TIME OF CLASS: 9:00 a.m. - 5:00 p.m. - Day Classes**

<u>Date</u>	<u>Class/Session</u>	<u>Topic</u>	<u>Homework</u>	<u>Exams</u>	<u>Complete - <math>\checkmark</math></u>
12/2/2020	1	Orientation			
Wednesday		Intro to Real Estate	Chapter 1		
Morning		Real Property & Law	Chapter 2		
		Interest in Real Estate	Chapter 3		
		Forms of Real Estate	Chapter 4		
		Homework	Ch 1 - 4		
12/2/2020	2	Land Description	Chapter 5		
Wednesday		Transfer of Title	Chapter 6		
Afternoon		Title Records	Chapter 7		
		Homework	Ch 5 - 7		
12/4/2020	3	Review Homework	Ch 1 - 7		
Friday		Real Estate Brokerage	Chapter 8		
Morning		Real Estate Agency	Chapter 9		
		Client Representation	Chapter 10		
		Homework	Ch 8 - 10		
12/4/2020	4	Real Estate Contracts	Chapter 11		
Friday		Real Estate Financing	Chapter 12		
Afternoon		Homework	Ch 11 - 12		
12/7/2020	5	<b>MID-TERM 1</b>		<b>Chapter 1 - 7</b>	
Monday		Review Homework	Ch 8 - 12		
Morning		Government Involvement	Chapter 13		
		Closing Real Estate Trans	Chapter 14		
12/7/2020	6	Review Homework	Ch 13 - 14		
Monday		Real Estate Taxes & Liens	Chapter 15		
Afternoon		Real Estate Appraisal	Chapter 16		
		Homework	Ch 15 - 16		
12/9/2020	7	<b>MID-TERM 2</b>		<b>Chapter 8 - 13</b>	
Wednesday		Review Homework	Ch 15 - 16		
Morning		Leases	Chapter 17		
		Fair Housing	Chapter 18		
		Homework	Ch 17 & 18		

12/9/2020	8	Review Homework	Ch 17 & 18		
Wednesday		Property Management	Chapter 19		
Afternoon		Land-Use Controls	Chapter 20		
		Environmental Issues	Chapter 21		
		Homework	Ch 19 - 21		
12/11/2020	9	Review Homework	Ch 19 - 21		
Friday		Brokerage Relationship	Handout		
Morning		MD Ethics	Handout		
12/11/2020	10	<b>MID-TERM 3</b>		<b>Chapter 14 -21</b>	
Friday		<b>MARYLAND LAW</b>			
Afternoon		MD Real Estate License	Chapter 1		
		Real Estate Brokerage	Chapter 2		
		Fair Housing	Chapter 3		
12/14/2020	11	Homework	Ch 1 - 3		
Monday		Real Estate Interest	Chapter 4		
Morning		Real Estate Agreements	Chapter 5		
		Real Estate Agency	Chapter 6		
		Real Estate Contracts	Chapter 7		
		Homework	Ch 4 - 7		
12/14/2020	12	Review Homework	Ch 4 - 7		
Monday		Real Estate Taxes/Liens	Chapter 8		
Afternoon		Real Estate Financing	Chapter 9		
		Transfer & Recordation	Chapter 10		
		Real Estate Closing	Chapter 11		
		Real Estate Leases	Chapter 12		
		Environmental Issues	Chapter 13		
		Ethics	Chapter 14		
		Homework	Ch 8 - 14		
12/16/2020	13	Review Homework	Ch 8 - 14 LAW		
Wednesday		Break			
Morning		<b>MID-TERM LAW - Maryland</b>			<b>Ch 1 - 14</b>
12/16/2020	14	Review EXAMS			
Wednesday		Practice Exam 1 & 2			
Afternoon					
12/21/2020	15	<b>MD State Exam - 30 Mins</b>			
Monday		<b>NATIONAL Exam - 90 Mins</b>			
Morning					