



Reed Training Center

PRINCIPLES AND PRACTICE FOR SALESPERSON

CLASS SYLLABUS

TIME OF CLASS: 6:00 p.m. - 10: 00 p.m. Evenings

<u>Date</u>	<u>Class/Session</u>	<u>Topic</u>	<u>Homework</u>	<u>Exams</u>	<u>Complete - \checkmark</u>
10/26/2020	1	Orientation			
Monday		Intro to Real Estate	Chapter 1		
Evening		Real Property & Law	Chapter 2		
		Interest in Real Estate	Chapter 3		
		Forms of Real Estate	Chapter 4		
		Homework	Ch 1 - 4		
10/27/2020	2	Land Description	Chapter 5		
Tuesday		Transfer of Title	Chapter 6		
Evening		Title Records	Chapter 7		
		Homework	Ch 5 - 7		
10/29/2020	3	Review Homework	Ch 1 - 7		
Thursday		Real Estate Brokerage	Chapter 8		
Evening		Real Estate Agency	Chapter 9		
		Client Representation	Chapter 10		
		Homework	Ch 8 - 10		
11/2/2020	4	Real Estate Contracts	Chapter 11		
Monday		Real Estate Financing	Chapter 12		
Evening		Homework	Ch 11 - 12		
11/4/2020	5	MID-TERM 1		Chapter 1 - 7	
Wednesday		Review Homework	Ch 8 - 12		
Evening		Government Involvement	Chapter 13		
		Closing Real Estate Trans	Chapter 14		
11/5/2020	6	Review Homework	Ch 13 - 14		
Thursday		Real Estate Taxes & Liens	Chapter 15		
Evening		Real Estate Appraisal	Chapter 16		
		Homework	Ch 15 - 16		
11/9/2020	7	MID-TERM 2		Chapter 8 - 13	
Monday		Review Homework	Ch 15 - 16		
Evening		Leases	Chapter 17		
		Fair Housing	Chapter 18		
		Homework	Ch 17 & 18		

11/10/2020	8	Review Homework	Ch 17 & 18		
Tuesday		Property Management	Chapter 19		
Evening		Land-Use Controls	Chapter 20		
		Environmental Issues	Chapter 21		
		Homework	Ch 19 - 21		
11/12/2020	9	Review Homework	Ch 19 - 21		
Thursday		Brokerage Relationship	Handout		
Evening		MD Ethics	Handout		
11/16/2020	10	MID-TERM 3		Chapter 14 -21	
Monday		MARYLAND LAW			
Evening		MD Real Estate License	Chapter 1		
		Real Estate Brokerage	Chapter 2		
		Fair Housing	Chapter 3		
11/17/2020	11	Homework	Ch 1 - 3		
Tuesday		Real Estate Interest	Chapter 4		
Evening		Real Estate Agreements	Chapter 5		
		Real Estate Agency	Chapter 6		
		Real Estate Contracts	Chapter 7		
		Homework	Ch 4 - 7		
11/19/2020	12	Review Homework	Ch 4 - 7		
Thursday		Real Estate Taxes/Liens	Chapter 8		
Evening		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		
11/23/2020	13	Review Homework	Ch 8 - 14 LAW		
Monday		Break			
Evening		MID-TERM LAW - Maryland			Ch 1 - 14
11/24/2020	14	Review EXAMS			
Tuesday		Practice Exam 1 & 2			
Evening					
11/30/2020	15	MD State Exam - 30 Mins			
Monday		NATIONAL Exam - 90 Mins			
Evening					