



Reed Training Center

PRINCIPLES AND PRACTICE FOR SALESPERSON

CLASS SYLLABUS

TIME OF CLASS: 9:00 a.m. - 5:00 p.m. - Weekends

<u>Date</u>	<u>Class/Session</u>	<u>Topic</u>	<u>Homework</u>	<u>Exams</u>	<u>Complete - \checkmark</u>
10/31/2020	1	Orientation			
Saturday		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		
10/31/2020	2	Land Description	Chapter 5		
Saturday		Transfer of Title	Chapter 6		
Afternoon		Title Records	Chapter 7		
		Homework	Ch 5 - 7		
11/1/2020	3	Review Homework	Ch 1 - 7		
Sunday		Real Estate Brokerage	Chapter 8		
Morning		Real Estate Agency	Chapter 9		
		Client Representation	Chapter 10		
		Homework	Ch 8 - 10		
11/1/2020	4	Real Estate Contracts	Chapter 11		
Sunday		Real Estate Financing	Chapter 12		
Afternoon		Homework	Ch 11 - 12		
11/14/2020	5	MID-TERM 1		Chapter 1 - 7	
Saturday		Review Homework	Ch 8 - 12		
Morning		Government Involvement	Chapter 13		
		Closing Real Estate Trans	Chapter 14		
11/14/2020	6	Review Homework	Ch 13 - 14		
Saturday		Real Estate Taxes & Liens	Chapter 15		
Afternoon		Real Estate Appraisal	Chapter 16		
		Homework	Ch 15 - 16		
11/15/2020	7	MID-TERM 2		Chapter 8 - 13	
Sunday		Review Homework	Ch 15 - 16		
Morning		Leases	Chapter 17		
		Fair Housing	Chapter 18		
		Homework	Ch 17 & 18		

11/15/2020	8	Review Homework	Ch 17 & 18		
Sunday		Property Management	Chapter 19		
Afternoon		Land-Use Controls	Chapter 20		
		Environmental Issues	Chapter 21		
		Homework	Ch 19 - 21		
11/21/2020	9	Review Homework	Ch 19 - 21		
Saturday		Brokerage Relationship	Handout		
Morning		MD Ethics	Handout		
11/21/2020	10	MID-TERM 3		Chapter 14 -21	
Saturday		MARYLAND LAW			
Afternoon		MD Real Estate License	Chapter 1		
		Real Estate Brokerage	Chapter 2		
		Fair Housing	Chapter 3		
11/22/2020	11	Homework	Ch 1 - 3		
Sunday		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		
11/22/2020	12	Review Homework	Ch 4 - 7		
Sunday		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		
12/5/2020	13	Review Homework	Ch 8 - 14 LAW		
Saturday		Break			
Morning		MID-TERM LAW - Maryland			Ch 1 - 14
12/5/2020	14	Review EXAMS			
Saturday		Practice Exam 1 & 2			
Afternoon					
12/6/2020	15	MD State Exam - 30 Mins			
Sunday		NATIONAL Exam - 90 Mins			
Morning					