



| <b>BROKERS - PRINCIPLES AND PRACTICES</b>  |                                       |               |                                      |   |              |
|--|---------------------------------------|---------------|--------------------------------------|---|--------------|
| <b>LIVE ON-LINE CLASSES via ZOOM</b>       |                                       |               |                                      |   |              |
|  |                                       |               |                                      |   |              |
| <b>TIME:</b>                               | <b>9:00 a.m. - 6:00 p.m.</b>          |               |                                      |   |              |
| <b>MEET:</b>                               | <b>Thursdays and Fridays</b>          |               |                                      |   |              |
|  |                                       |               |                                      |   |              |
| <b>DECEMBER 3, 2020 - JANUARY 28, 2021</b> |                                       |               |                                      |   |              |
|  |                                       |               |                                      |   |              |
| <u>Thursday</u>                            | <u>UNITS</u>                          | <u>Friday</u> | <u>UNITS</u>                         | <u>EXAMS/UNITS</u>  | <u>DATES</u> |
| 3-Dec                                      | 1, 2 & 3                              | 4-Dec         | 4, 5 & 6                             |   |              |
| 10-Dec                                     | 7, 8 & 9                              |               |                                      | Diagnostic 1-3  |              |
| 17-Dec                                     | 10, 11 & 12                           | 18-Dec        | 13, 14, & 15                         | Diagnostic 4-5  |              |
| Office Work                                | No Class                              | 16, 17, & 18  | Business Plan & Policy and Procedure |   |              |
| 7-Jan                                      | 19, 20 & 21                           | 8-Jan         | 22, 23 & 24                          | Diagnostic 6-8  |              |
| 14-Jan                                     | 25, 26 & 27                           |               |                                      |   |              |
| 21-Jan                                     | 28, 29 & 30                           | 22-Jan        | 31, 32, & 33                         | MD LAW 1-13   |              |
| 27-Jan                                     | 34, 35 & 36                           | 28-Jan        | 37, 38 & 39                          | Final Exams   |              |
|  |                                       |               |                                      |   |              |
|  |                                       |               |                                      |   |              |
| <b>REED TRAINING CENTER</b>                |                                       |               |                                      |   |              |
| <b>SCHOOL:</b>                             | <b>3905 National Drive, Suite 230</b> |               |                                      |  |              |
|  | <b>Burtonsville, Maryland 20866</b>   |               |                                      |   |              |
| <b>PHONE:</b>                              | <b>240-293-6393</b>                   |               |                                      |   |              |
|  |                                       |               |                                      |   |              |