



Reed Training Center

PRINCIPLES AND PRACTICE FOR SALESPERSON

CLASS SYLLABUS

TIME OF CLASS: Tuesday and Thursday - 6:00 p.m. - 10:00 p.m.

Saturday - 9:00 a.m. - 5:00 p.m.

<u>Date</u>	<u>Class/Session</u>	<u>Topic</u>	<u>Homework</u>	<u>Exams</u>	<u>Complete - √</u>
2/2/2021	1	Orientation			
Tuesday		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		
2/4/2021	2	Review Homework	Ch 1 - 4		
Thursday		Land Description	Chapter 5		
Evening		Transfer of Title	Chapter 6		
		Title Records	Chapter 7		
		Homework	Ch 5 - 7		
2/26/2021	3	Review Homework	Ch 5 - 7		
Saturday		Real Estate Brokerage	Chapter 8		
Morning		Real Estate Agency	Chapter 9		
		Client Representation	Chapter 10		
		Homework	Ch 8 - 10		
2/6/2021	4	MID-TERM 1		Chapter 1 - 7	
Saturday		Real Estate Contracts	Chapter 11		
Afternoon		Real Estate Financing	Chapter 12		
		Homework	Ch 11 - 12		
2/9/2021	5	Review Homework	Ch 8 - 12		
Monday		Government Involvement	Chapter 13		
Evening		Closing Real Estate Trans	Chapter 14		
2/11/2021	6	Review Homework	Ch 13 - 14		
Thursday		Real Estate Taxes & Liens	Chapter 15		
Evening		Real Estate Appraisal	Chapter 16		
		Homework	Ch 15 - 16		
2/13/2021	7	MID-TERM 2		Chapter 8 - 13	
Saturday		Review Homework	Ch 15 - 16		
Morning		Leases	Chapter 17		
		Fair Housing	Chapter 18		

		Homework	Ch 17 & 18		
2/13/2021	8	Review Homework	Ch 17 & 18		
Saturday		Property Management	Chapter 19		
Afternoon		Land-Use Controls	Chapter 20		
		Environmental Issues	Chapter 21		
		Homework	Ch 19 - 21		
2/16/2021	9	Review Homework	Ch 19 - 21		
Tuesday		Brokerage Relationship	Handout		
Evening		MD Ethics	Handout		
2/18/2021	10	MID-TERM 3		Chapter 14 -21	
Thursday		MARYLAND LAW			
Evening		MD Real Estate License	Chapter 1		
		Real Estate Brokerage	Chapter 2		
		Fair Housing	Chapter 3		
2/20/2021	11	Homework	Ch 1 - 3		
Saturday		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		
2/20/2021	12	Review Homework	Ch 4 - 7		
Saturday		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		
2/23/2021	13	Review Homework	Ch 8 - 14 LAW		
Tuesday		Break			
Evening		MID-TERM LAW - Maryland		Ch 1 - 14	
2/25/2021	14	Review EXAMS			
Thursday		Practice Exam 1 & 2			
Evening					
2/27/2021	15	MD State Exam - 30 Mins			
Saturday		NATIONAL Exam - 90 Mins			
Morning					