



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

1/13/2021	8	Review Homework	Ch 17 & 18		
Wednesday		Property Management	Chapter 19		
Evening		Land-Use Controls	Chapter 20		
		Environmental Issues	Chapter 21		
		Homework	Ch 19 - 21		
1/14/2021	9	Review Homework	Ch 19 - 21		
Thursday		Brokerage Relationship	Handout		
Evening		MD Ethics	Handout		
1/15/2021	10	<b>MID-TERM 3</b>		<b>Chapter 14 -21</b>	
Friday		<b>MARYLAND LAW</b>			
Evening		MD Real Estate License	Chapter 1		
		Real Estate Brokerage	Chapter 2		
		Fair Housing	Chapter 3		
1/18/2021	11	Homework	Ch 1 - 3		
Monday		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		
1/19/2021	12	Review Homework	Ch 4 - 7		
Tuesday		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		
1/20/2021	13	Review Homework	Ch 8 - 14 LAW		
Wednesday		Break			
Evening		<b>MID-TERM LAW - Maryland</b>			<b>Ch 1 - 14</b>
1/21/2021	14	Review EXAMS			
Thursday		Practice Exam 1 & 2			
Evening					
1/22/2021	15	<b>MD State Exam - 30 Mins</b>			
Friday		<b>NATIONAL Exam - 90 Mins</b>			
Evening					