



Reed Training Center

PRINCIPLES AND PRACTICE FOR SALESPERSON

CLASS SYLLABUS

EVENING AND SATURDAY CLASSES

DATE OF CLASS: SEPTEMBER 27 - OCTOBER 28, 2021

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

HOMEWORK

<u>Date</u>	<u>Class/Session</u>	<u>Topic</u>	<u>National Book</u>	<u>MD Law Book</u>	<u>National Law</u>	<u>MD Law</u>	<u>Exams</u>	<u>GRADE</u>
9/27/2021	1	Orientation						
Monday		Intro to Real Estate	Chapter 1					
Evening		Real Property & Law	Chapter 2					
		Interest in Real Estate	Chapter 3					
		Homework			Ch 1 - 3			
9/28/2021	2	Review Homework						
Tuesday		Forms of Real Estate	Chapter 4	Chapter 4				
Evening		Land Description	Chapter 5	Chapter 10				
		Homework			Ch 4 - 5	Ch 4		
9/30/2021	3	Review Homework						
Thursday		Transfer of Title	Chapter 6	Chapter 10				
Evening		Title Records	Chapter 7	Chapter 10				
		Homework			Ch 6 - 7	Ch 10		
10/4/2021	4	Review Homework						
Monday		MID-TERM 1			Ch 1 - 7	Ch 4, 10	MID-TERM 1	

Evening		Real Estate Brokerage	Chapter 8	Ch 1 and 2				
		Homework			Ch 8	Ch 1 - 2		
10/5/2021	5	Review Homework						
Tuesday		Real Estate Agency	Chapter 9	Chapter 6				
Evening		Client Representation	Chapter 10	Chapter 5				
		Homework			Ch 9 - 10	Ch 5 & 6		
10/6/2021	6	Review Homework						
Wednesday		Real Estate Contracts	Chapter 11	Chapter 7				
Evening		Real Estate Financing	Chapter 12	Chapter 9				
		Homework			Ch 11 - 12	Ch 7 & 9		
10/12/2021	7	Review Homework						
Tuesday		MID-TERM 2			Ch 8 - 12	1-2,5-7,9	MID-TERM 2	
Evening		Government Involve	Chapter 13	Chapter 9				
		Homework			Ch 13			
10/13/2021	8	Review Homework						
Wednesday		Closing RE Transaction	Chapter 14	Chapter 11				
Evening		RE Taxes & Liens	Chapter 15	Chapter 8				
		Homework			Ch 14 - 15	Ch 8, 11		
10/14/2021	9	Review Homework						
Thursday		Real Estate Appraisal	Chapter 16					
Evening		Leases	Chapter 17	Chapter 12				
		Homework			Ch 16 - 17	Ch 12		
10/18/2021	10	Review Homework						
Monday		Fair Housing	Chapter 18	Chapter 3				
Evening		Property Management	Chapter 19	Chapter 12				
		Homework			Ch 18 - 19	Ch 3, 12		
10/19/2021	11	Review Homework						
Tuesday		Land-Use Controls	Chapter 20					
Evening		Environmental Issues	Chapter 21	Chapter 13	Ch 20 - 21	Ch 13		
		Homework						
10/20/2021	12	Review Homework						

Wednesday		MID-TERM 3			Ch 13-21	3, 8, 11-13	MID-TERM 3	
Evening		Math Practice Questions						
10/21/2021	13	Brokerage Relationship		Handout				
Thursday		and Disclosures		Handout				
Evening		Fair Housing						
		Videos						
10/25/2021	14	Ethics		Handout				
Monday		MD Ethics						
Evening		Homework				Ch 14		
10/27/2021	15	Review Homework						
Wednesday		Review Practice Exam 1&2				MD LAW		
Evening		Review for National Exam				NATIONAL LAW		
10/28/2021	16	MD State Exam - 30 Mins						
Thursday		NATIONAL Exam - 90 Mins						
Evening								