



Reed Training Center

PRINCIPLES AND PRACTICE FOR SALESPERSON

CLASS SYLLABUS

EVENING AND SATURDAY CLASSES

DATE OF CLASS: APRIL 4 - MAY 6, 2022

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>
4/4/2022	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			
4/6/2022	2	Review Homework						
Wednesday		Forms of Real Estate	Chapter 4	Chapter 4				
Evening		Land Description	Chapter 5	Chapter 10				
		Homework			Ch 4 - 5	Ch 4		
4/8/2022	3	Review Homework						
Friday		Transfer of Title	Chapter 6	Chapter 10				
Evening		Title Records	Chapter 7	Chapter 10				
		Homework			Ch 6 - 7	Ch 10		
4/11/2022	4	Review Homework						
Monday		Real Estate Brokerage	Chapter 8	Ch 1 and 2				

Evening		Homework			Ch 8	Ch 1 - 2		
4/13/2022	5	MID-TERM 1			Ch 1 - 7	Ch 4, 10	MID-TERM 1	
Wednesday		Real Estate Agency	Chapter 9	Chapter 6				
Evening		Client Representation	Chapter 10	Chapter 5				
		Homework			Ch 9 - 10	Ch 5 & 6		
4/15/2022	6	Review Homework						
Friday		Real Estate Contracts	Chapter 11	Chapter 7				
Evening		Real Estate Financing	Chapter 12	Chapter 9				
		Homework			Ch 11 - 12	Ch 7 & 9		
4/18/2022	7	Review Homework						
Monday		Government Involve	Chapter 13	Chapter 9				
Evening		Homework			Ch 13			
4/20/2022	8	MID-TERM 2			Ch 8 - 12	1-2,5-7,9	MID-TERM 2	
Wednesday		Closing RE Transaction	Chapter 14	Chapter 11				
Evening		RE Taxes & Liens	Chapter 15	Chapter 8				
		Homework			Ch 14 - 15	Ch 8, 11		
4/22/2022	9	Review Homework						
Friday		Real Estate Appraisal	Chapter 16					
Evening		Leases	Chapter 17	Chapter 12				
		Homework			Ch 16 - 17	Ch 12		
4/25/2022	10	Review Homework						
Monday		Fair Housing	Chapter 18	Chapter 3				
Evening		Property Management	Chapter 19	Chapter 12				
		Homework			Ch 18 - 19	Ch 3, 12		
4/27/2022	11	Review Homework						
Wednesday		Land-Use Controls	Chapter 20					
Evening		Environmental Issues	Chapter 21	Chapter 13	Ch 20 - 21	Ch 13		
		Homework						
4/29/2022	12	Ethics		Handout				
Friday		MD Ethics						
Evening		Homework				Ch 14		

5/2/2022	13	MID-TERM 3			Ch 13-21	3, 8, 11-13	MID-TERM 3	
Monday		Brokerage Relationship		Handout				
Evening		and Disclosures		Handout				
5/4/2022	14	Study Session for Final Exams						
Wednesday		Small Groups						
Evening								
5/6/2022	15	MD State Exam - 30 Mins						
Friday		NATIONAL Exam - 90 Mins						
Evening								