



Reed Training Center

PRINCIPLES AND PRACTICE FOR SALESPERSON

CLASS SYLLABUS

EVENING CLASSES

DATE OF CLASSES: June 5, 2023 - June 30, 2023

TIME OF CLASS: 6:00 p.m. - 9:30 p.m. - Evenings

HOMEWORK

<u>Date</u>	<u>Session</u>	<u>Topic</u>	<u>National</u>	<u>MD Law</u>	<u>National</u>	<u>MD</u>	<u>Exams</u>
6/5/2023	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		
6/7/2023	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	
6/9/2023	3	Review Homework					
Friday		Transfer of Title	Chapter 6	Chapter 10			
Evening		Title Records	Chapter 7	Chapter 10			
		Homework			Ch 6 - 7	Ch 10	
6/10/2023	11&13&14	CE Classes					
		Brokerage Relationship and Disclosures		Handout			
		Ethics		Handout			
		MD Ethics					
		MD Fair Housing		Handout			
6/12/2023	4	MID-TERM 1			Ch 1 - 7	Ch 4, 10	MID-TERM 1
Monday		Real Estate Brokerage	Chapter 8				
Evening		Homework			Ch 8		
6/14/2023	5	Review Homework					
Wednesday		MD Real Estate Brokerage		Ch 1 & 2			
Evening		Real Estate Agency	Chapter 9	Chapter 6			

		Homework			Ch 9 - 10	Ch 5 & 6	
6/16/2023	6	Review Homework					
Friday		Client Representation	Chapter 10	Chapter 5			
Evening		Real Estate Contracts	Chapter 11	Chapter 7			
		Homework			Ch 10 & 11	Ch 5 & 7	
6/19/2023	7	Review Homework					
Monday		Real Estate Financing	Chapter 12	Chapter 9	Ch 12	Ch 9	
Evening		Math Review					
6/20/2023	8	MID-TERM 2			Ch 8 - 12	1-2,5-7,9	MID-TERM 2
Tuesday		Government Involve	Chapter 13				
Evening		Homework			Ch 13		
6/26/2023	9	Review Homework					
Monday		Closing RE Transaction	Chapter 14	Chapter 11			
Evening		RE Taxes & Liens	Chapter 15	Chapter 8			
		Homework			Ch 14 - 15	Ch 8, 11	
6/27/2023	10	Review Homework					
Tuesday		Real Estate Appraisal	Chapter 16				
Evening		Leases	Chapter 17	Chapter 12			
		Fair Housing	Chapter 18	Chapter 3			
		Homework			Ch 16 - 18	Ch 3 & 12	
6/28/2023	12	Review Homework					
Wednesday		Property Management	Chapter 19	Chapter 12			
Evening		Land-Use Controls	Chapter 20				
		Environmental Issues	Chapter 21	Chapter 13	Ch 19 - 21	Ch 12 & 13	
		Homework					
		MID-TERM 3			Ch 13-21	3, 8, 11-13	MID-TERM 3
6/30/2023	15	MD State Exam - 30 Mins					FINAL EXAMS
Friday		NATIONAL Exam - 90 Mins					
Evening							