



Reed Training Center

PRINCIPLES AND PRACTICE FOR SALESPERSON

CLASS SYLLABUS

EVENING CLASSES

DATE OF CLASS: September 18, 2023 - October 10, 2023

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

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

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>	
9/18/2023	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			
9/21/2023	2	Review Homework						
Thursday		Forms of Real Estate	Chapter 4	Chapter 4				
Evening		Land Description	Chapter 5	Chapter 10				
		Homework			Ch 4 - 5	Ch 4		
9/23/2023	3	Review Homework						
Saturday		Transfer of Title	Chapter 6	Chapter 10				
Morning		Title Records	Chapter 7	Chapter 10				
		Homework			Ch 6 - 7	Ch 10		
9/23/2023	4	Review National and State Questions - for Mid-Term Exam 1						
Saturday		Real Estate Brokerage	Chapter 8					
Afternoon		Real Estate Agency	Chapter 9	Chapter 6				
		Homework			Ch 8 & 9	Ch 6		
9/25/2023	5	MID-TERM 1			Ch 1 - 7	Ch 4, 10	MID-TERM 1	
Monday		MD Real Estate Brokerage		Ch 1 & 2				
Evening		Homework				Ch 1 & 2		
9/28/2023	6	Client Representation	Chapter 10	Chapter 5				
Thursday		Real Estate Contracts	Chapter 11	Chapter 7				
Evening		Real Estate Financing	Chapter 12	Chapter 9				

		Homework			Ch 10 -12	Ch 5, 7, 9	
9/30/2023	7	MID-TERM 2			Ch 8 - 12	1-2,5-7,9	MID-TERM 2
Saturday		Government Involve	Chapter 13				
Morning		Homework			Ch 13		
9/30/2023	8	Closing RE Transaction	Chapter 14	Chapter 11			
Saturday		RE Taxes & Liens	Chapter 15	Chapter 8			
Afternoon		Real Estate Appraisal	Chapter 16				
		Homework			Ch 13 - 16	Ch 8 & 11	
10/2/2023	9	Leases	Chapter 17	Chapter 12			
Monday		Fair Housing	Chapter 18	Chapter 3			
Evening		Property Management	Chapter 19	Chapter 12			
		Homework			Ch 17 - 19	Ch 3 & 12	
10/3/2023	10	Review Homework					
Tuesday		Land-Use Controls	Chapter 20				
Evening		Environmental Issues	Chapter 21	Chapter 13	Ch 19 - 21	Ch 12 & 13	
		Homework					
10/5/2023	11	MID-TERM 3			Ch 13-21	3, 8, 11-13	MID-TERM 3
Thursday		Math Review					
Evening							
10/7/2023	12	Brokerage Relationship		Handout			
Saturday		and Disclosures					
Morning							
10/7/2023	13	Ethics		Handout			
Saturday		MD Ethics					
Afternoon							
10/9/2023	14	MD Fair Housing		Handout			
Monday							
Evening							
10/10/2023	15	MD State Exam - 30 Mins					FINAL EXAMS
Tuesday		NATIONAL Exam - 90 Mins					
Evening							