



Reed Training Center



**BROKER - CLASS SYLLABUS**

<u>Date</u>	<u>Topic</u>	<u>Read</u> <u>NATIONAL</u>	<u>Read</u> <u>MD LAW</u>	<u>Homework</u>	<u>Mid-Term Exam</u>
2/1/2024	<b>Orientation</b>				
	<b>Google Drive</b>				
	<b>Introduction to Real Estate</b>				
	Introduction to Real Estate	Cortesi - Ch 1			
	Real Estate Concepts	Cortesi - Ch 2			
	<b>Homework</b>			<b>Diagnostic Test 1</b>	
2/5/2024	<b>Real Estate Law</b>				
	Government Powers	Cortesi - Ch 3			
	Encumbrances	Cortesi - Ch 4	White - Ch 8		
	Encumbrances and Liens	Cortesi - Ch 5	White - Ch 8		
	<b>Real Estate Law and Ownership</b>				
	Legal Description	Cortesi - Ch 6	White - Ch 10		
	<b>Homework</b>			<b>Diagnostic Test 2</b>	
				<b>White - Ch 8, 10</b>	
2/8/2024	<b>Real Estate Law and Ownership</b>				
	Freehold Interests in Real Estate	Cortesi - Ch 7	White - Ch 4		
	<b>Real Estate Ownership</b>				
	Leasehold Estates in Real Estate	Cortesi - Ch 8	White - Ch 12		
	Forms of Ownership	Cortesi - Ch 9	White - Ch 4		
	<b>Homework</b>			<b>Diagnostic Test 3</b>	
				<b>White - Ch 4, 12</b>	
2/9/2024	<b>MID-TERM 1 - Diagnostic 1 - 3</b>			<b>Diagnostic 1 - 3</b>	
				<b>White - 4, 8, 10, 12</b>	
2/12/2024	<b>Transferring Real Estate</b>				
	Transferring Title	Coresti - Ch 10	White - Ch 10		
	Recording Title	Cortesi - Ch 11	White - Ch 10		
	Real Estate Closing	Cortesi - Ch 12	White - Ch 11		
	<b>Homework</b>			<b>Diagnostic Test 4</b>	
				<b>White - Ch 11</b>	
2/15/2024	<b>Real Estate Brokerage</b>				
	Agency and Real Estate Brokerage	Cortesi - Ch 13	White 2 and 6		
	Real Estate Contracts	Cortesi - Ch 14	White - Ch 7		
	Brokerage Agreements	Cortesi - Ch 15	White - Ch 5		
	Real Estate Licensing Laws	Cortesi - Ch 16	White - Ch 1		

	Fair Housing Laws	Cortesi - Ch 17	White - Ch 3		
	<b>Homework</b>			<b>Diagnostic Test 5</b>	
				<b>White 1 - 3 &amp; 5 - 7</b>	
2/16/2024	<b>MID-TERM 2 - Diagnostic 4 and 5</b>				<b>Diagnostic 4-5</b>
					<b>White 1,2,3,5,6,7</b>
2/22/2024	<b>Real Estate Valuation</b>				
	Appraisal Process	Cortesi - Ch 18			
	Methods of Estimating Value	Cortesi - Ch 19			
	<b>Homework</b>			<b>Diagnostic 6</b>	
2/26/2024	<b>Individual Study - Work on your own</b>				
	<b>Write a Business Plan &amp; Policy and Procedure Manual</b>				
	Developing a Plan				
	Handout - Template for Business Plan				
	Business Policies and Procedures				
2/29/2024	<b>Real Estate Finance</b>				
	Lending Laws and Government Activ	Cortesi - Ch 20	White - Ch 9		
	Loan Instruments	Coresti - Ch 21	White - Ch 9		
	Lending Practices	Cortesi - Ch 22	White - Ch 9		
	Types of Real Estate Loans	Cortesi - Ch 23			
	<b>Homework</b>			<b>Diagnostic 7</b>	
3/4/2024	<b>Speciality Topics</b>				
	Property Management	Cortesi - Ch 24	White - 12 & 13		
	Tax Advantage of Home Ownership	Cortesi - Ch 25			
	Real Estate Investments	Cortesi - Ch 26			
	<b>Homework</b>			<b>Diagnostic 8</b>	
				<b>White 9, 12, &amp; 13</b>	
3/7/2024	<b>MID-TERM 3 - Diagnostic 6, 7, &amp; 8</b>				<b>Diagnostic - 6-8</b>
					<b>White 9 - 11, 13</b>
3/11/2024	<b>CE Classes</b>				
	MD Supervision			<u>9:00 a.m. - 12:00 noon</u>	
	MD Fair Housing			<u>12:30 p.m. - 2:00 p.m.</u>	
	MD Ethics			<u>2:00 p.m. - 5:00 p.m.</u>	
3/14/2024	<b>National and State Final Exam</b>		2 Hours		
	Law Exam - 40 Questions		30 mins		
	National Exam - 90 Questions		90 Mins		
3/15/2024	<b>Submit Business Plan</b>				
	<b>Submit Policy and Procedure Manual</b>				

	<b>Discussion Points</b>				
	<b>Management</b>				
	Challenge of Change RE Market				
	<b>The Manager</b>				
	Manager in Leadership				
	Management Skills				
	Communications and Decision Making				
	<b>Develop a Business Plan and Policy and Procedure Manual</b>				
	Read - Sample of Business Plans				
	Read - Sample of Policy & Procedure Manual				
	<b>Starting a Real Estate Business</b>				
	Changes in the Real Estate Market				
	Leadership and Negotiation Skills				
	Different Types of Leaders				
	Management Skills				
	Communications and Decision Making				
	Organizational Structure				
	Finance, Marketing, & Recruiting & Selecting				
	Analyzing the Market				
	Managing Risk				