



Reed Training Center



SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: February 5, 2024 - March 13, 2024

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

CLASS SYLLABUS

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>
2/5/2024	1	Orientation					
Monday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Homework			Ch 1, 2		
2/7/2024	2	Review Homework					
Wednesday		Interest in Real Estate	Chapter 3				
Evening		Forms of Real Estate	Chapter 4	Chapter 4			
		Homework			Ch 3, 4	Ch 4	
2/8/2024	3	Review Homework					
Thursday		Land Description	Chapter 5	Chapter 10			
Evening		Transfer of Title	Chapter 6	Chapter 10			
		Title Records	Chapter 7	Chapter 10			
		Homework			Ch 5, 6, 7	Ch 10	
2/12/2024	4	Review Homework					
Monday		Study Session for Mid-Term 1					
Evening		Real Estate Brokerage	Chapter 8				
		Homework			Ch 8		
2/15/2024	5	MID-TERM 1					
Thursday		Real Estate Agency	Chapter 9	Chapter 6			
Evening		Client Representation	Chapter 10	Chapter 5			
		Homework			Ch 9, 10	Ch 5, 6	
2/21/2024	6	Review Homework					
Wednesday		MD RE Brokerage	Ch 1, 2				
Evening		Real Estate Contracts	Chapter 11	Chapter 7			

		Homework			Ch 11	Ch 1, 2, 7	
2/22/2024	7	Review Homework			Ch 11	Ch 1, 2, 7	
Thursday		Real Estate Financing	Chapter 12	Chapter 9			
Evening		Government Involve	Chapter 13				
		Homework			Ch 12, 13	Ch 9	
2/26/2024	8	Review Homework			Ch 12, 13	Ch 9	
Monday		Study Session for Mid-Term 2			Ch 8 - 13	1-2,5-7,9	
Evening							
2/28/2024	9	MID-TERM 2			Ch 8 - 13	1-2,5-7,9	MID-TERM 2
Wednesday		Closing RE Transaction	Chapter 14	Chapter 11			
Evening		Homework			Ch 14	Ch 11	
2/29/2024	10	Review Homework			Ch 14	Ch 11	
Thursday		RE Taxes & Liens	Chapter 15	Chapter 8			
Evening		Real Estate Appraisal	Chapter 16				
		Homework			Ch 15, 16	Ch 8	
3/4/2024	11	Review Homework			Ch 15, 16	Ch 8	
Monday		Leases	Chapter 17	Chapter 12			
Evening		Fair Housing	Chapter 18	Chapter 3			
		Homework			Ch 17, 18	Ch 3, 12	
3/6/2024	12	Review Homework					
Wednesday		Property Management	Chapter 19	Chapter 12			
Evening		Land-Use Controls	Chapter 20				
		Environmental Issues	Chapter 21	Chapter 13			
		Homework			Ch 19 - 21	Ch 13	
3/7/2024	13	Review Homework			Ch 12, 13	Ch 9	
Thursday		Study Session for Mid-Term 3			Ch 14 - 21	3, 8, 11 - 13	
Evening							
3/11/2024	14	MID-TERM 3			Ch 14 - 21	3, 8, 11-13	MID-TERM 3
Monday		Review of Ethics, Fair Housing, & Brokerage Relationship					
Evening							
3/13/2024	15	MD State Exam - 30 Mins					FINAL EXAMS
Wednesday		NATIONAL Exam - 90 Mins					
Evening							