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| - Reed | Irair | ning Center | | | | | |
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| SALESP | PERSO | N - PRINCIPLES | S AND P | RACTIC | ES | | |
| | | LIVE CLASSES (| ONLINE - | TAUGHT | BY INS | TRUCTO |)R |
| | | | | | | | |
| DATE OF (| CLASS: | March 26, 2024 - May 2, 2024 | | | | | |
| | | | | | | | |
| TIME OF C | CLASS: | 6:00 p.m 9:30 p.r | m Evening | gs ——— | | | |
| | | • | | - | | | |
| CLASS SYL | LABUS | | | | НО | MEWORK | |
| Date | Session | Topic | National | MD Law | National | MD | Exams |
| 3/26/2024 | 1 | Orientation | | | | | |
| Гuesday | | Intro to Real Estate | Chapter 1 | | | | |
| Evening | | Real Property & Law | Chapter 2 | | | | |
| | | Homework | • | | Ch 1, 2 | | |
| | | | | | | | |
| 3/28/2024 | 2 | Review Homework | | | | | |
| Thursday | | Interest in Real Estate | Chapter 3 | | | | |
| Evening | | Forms of Real Estate | Chapter 4 | Chapter 4 | | | |
| | | Homework | | | Ch 3, 4 | Ch 4 | |
| | | | | | | | |
| 4/2/2024 | 3 | Review Homework | | | | | |
| Tuesday | | 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 | |
| 4/3/2024 | 4 | Review Homework | | | Ch 1 - 7 | Ch 4, 10 | |
| Wednesday | 4 | Study Session for Mid-Te | erm 1 | | Cii 1 - / | Cii 4, 10 | |
| Evening | | Real Estate Brokerage | Chapter 8 | | | | |
| Evening | | Homework | Chapter 6 | | Ch 8 | | |
| | | Homework | | | C11 0 | | |
| 1/4/2024 | 5 | MID-TERM 1 | | | Ch 1 - 7 | Ch 4, 10 | MID-TERM 1 |
| Thursday | | Real Estate Agency | Chapter 9 | Chapter 6 | | , | |
| Evening | | Client Representation | Chapter 10 | Chapter 5 | | | |
| | | Homework | 1 | • | Ch 9, 10 | Ch 5, 6 | |
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| 4/9/2024 | 6 | Review Homework | | | Ch 8, 9, 10 | Ch 5, 6 | |
|-----------|----|---------------------------|---------------|----------------|-------------|---------------|---------------|
| Tuesday | | MD RE Brokerage | Ch 1, 2 | | | | |
| Evening | | Real Estate Contracts | Chapter 11 | Chapter 7 | | | |
| | | Homework | | | Ch 11 | Ch 1, 2, 7 | |
| | | | | | | | |
| 4/10/2024 | 7 | Review Homework | | | Ch 11 | Ch 1, 2, 7 | |
| Wednesday | | Real Estate Financing | Chapter 12 | Chapter 9 | | | |
| Evening | | Government Involve | Chapter 13 | | | | |
| | | Homework | | | Ch 12, 13 | Ch 9 | |
| | | | | | | _ | |
| 4/11/2024 | 8 | Review Homework | | | Ch 12, 13 | Ch 9 | |
| Thursday | | Study Session for Mid-Te | erm 2 | | Ch 8 - 13 | 1-2,5-7,9 | |
| Evening | | | | | | | |
| 4/16/2024 | 9 | MID-TERM 2 | | | Ch 8 - 13 | 1-2,5-7,9 | MID-TERM 2 |
| Tuesday | | Closing RE Transaction | Chapter 14 | Chapter 11 | C.1.0 13 | 1 2,3 1,3 | WIID TERROTE |
| Evening | | Homework | Chapter 11 | Chapter 11 | Ch 14 | Ch 11 | |
| Lvering | | Homework | | | CITIT | CITTI | |
| 4/18/2024 | 10 | Review Homework | | | Ch 14 | Ch 11 | |
| Thursday | | RE Taxes & Liens | Chapter 15 | Chapter 8 | | 0 | |
| Evening | | Real Estate Appraisal | Chapter 16 | | | | |
| - 0 | | Homework | | | Ch 15, 16 | Ch 8 | |
| | | | | | <u> </u> | | |
| 4/23/2024 | 11 | Review Homework | | | Ch 15, 16 | Ch 8 | |
| Tuesday | | Leases | Chapter 17 | Chapter 12 | | | |
| Evening | | Fair Housing | Chapter 18 | Chapter 3 | | | |
| | | Homework | · | | Ch 17, 18 | Ch 3, 12 | |
| | | | | | | , | |
| 4/24/2024 | 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 | |
| 4/25/2024 | 13 | Review Homework | | | Ch 12, 13 | Ch 9 | |
| Thursday | 13 | Study Session for Mid-Te | erm 3 | | Ch 14 - 21 | 3, 8, 11 - 13 | |
| Evening | | Study Session for Mid-Te | | | CII 14 - 21 | 3, 6, 11 - 13 | |
| Evering | | | | | | | |
| 4/30/2024 | 14 | MID-TERM 3 | | | Ch 14 - 21 | 3, 8, 11-13 | MID-TERM 3 |
| Tuesday | | Review of Ethics, Fair Ho | using, & Brok | erage Relation | ship | | |
| Evening | | | | | | | |
| 5/2/2024 | 15 | MD State Exam - 30 Min | | | | | FINAL EXAMS |
| | 12 | NATIONAL Exam - 90 Mi | | | | | FINAL EXAIVIS |
| Thursday | | INATIONAL EXAM - 90 IVII | 1115 | | | | |
| Evening | | | | | | | |