



Reed Training Center

## SALESPERSON - PRINCIPLES AND PRACTICES

### LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

**DATE OF CLASS:** May 14, 2024 - June 27, 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>
5/14/2024	1	Orientation					
Tuesday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Homework			Ch 1, 2		
5/16/2024	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	
5/21/2024	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	
5/22/2024	4	Review Homework			<b>Ch 1 - 7</b>	<b>Ch 4, 10</b>	
Wednesday		Study Session for Mid-Term 1					
Evening		Real Estate Brokerage	Chapter 8				
		Homework			Ch 8		
<b>5/23/2024</b>	<b>5</b>	<b>MID-TERM 1</b>			<b>Ch 1 - 7</b>	<b>Ch 4, 10</b>	<b>MID-TERM 1</b>
Thursday		Real Estate Agency	Chapter 9	Chapter 6			
Evening		Homework			Ch 9	Ch 6	
		<b>STUDY BREAK</b>					
6/5/2024	6	Review Homework			Ch 8 and 9	Ch 6	
Wednesday		Client Representation	Chapter 10	Chapter 5			

Evening		Real Estate Contracts	Chapter 11	Chapter 7				
		Homework			Ch 10 & 11	Ch 5 & 7		
6/6/2024	7	Review Homework			Ch 10 & 11	Ch 5 & 7		
Thursday		Real Estate Financing	Chapter 12	Chapter 9				
Evening		Government Involve	Chapter 13					
		Homework			Ch 12, 13	Ch 9		
6/11/2024	8	Review Homework			Ch 12, 13	Ch 9		
Tuesday		MD RE Brokerage	Ch 1, 2					
Evening		Homework				Ch 1 & 2		
6/12/2024	9	Review Homework				Ch 1 & 2		
Wednesday		Study Session for Mid-Term 2			<b>Ch 8 - 13</b>	<b>1-2,5-7,9</b>		
		Closing RE Transaction	Chapter 14	Chapter 11				
		Homework			Ch 14	Ch 11		
<b>6/13/2024</b>	<b>10</b>	<b>MID-TERM 2</b>			<b>Ch 8 - 13</b>	<b>1-2,5-7,9</b>	<b>MID-TERM 2</b>	
Thursday		RE Taxes & Liens	Chapter 15	Chapter 8				
Evening		Real Estate Appraisal	Chapter 16					
		Homework			Ch 15, 16	Ch 8		
		<b>STUDY BREAK</b>						
6/18/2024	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		
6/19/2024	12	Review Homework			Ch 17, 18	Ch 3, 12		
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		
6/20/2024	13	Review Homework			Ch 19 - 21	Ch 13		
Thursday		Study Session for Mid-Term 3			<b>Ch 14 - 21</b>	<b>3, 8, 11 - 13</b>		
Evening								
<b>6/25/2024</b>	<b>14</b>	<b>MID-TERM 3</b>			<b>Ch 14 - 21</b>	<b>3, 8, 11-13</b>	<b>MID-TERM 3</b>	
Tuesday		Review of Ethics, Fair Housing, & Brokerage Relationship						
Evening								
<b>6/27/2024</b>	<b>15</b>	<b>MD State Exam - 30 Mins</b>					<b>FINAL EXAMS</b>	
Thursday		<b>NATIONAL Exam - 90 Mins</b>						
Evening								