



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: July 9, 2024 - August 15, 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>
7/9/2024	1	Orientation					
Tuesday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Homework			Ch 1, 2		
7/11/2024	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	
7/16/2024	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	
7/17/2024	4	Review Homework			Ch 1 - 7	Ch 4, 10	
Wednesday		Study Session for Mid-Term 1					
Evening		Real Estate Brokerage	Chapter 8				
		Homework			Ch 8		
7/18/2024	5	MID-TERM 1			Ch 1 - 7	Ch 4, 10	MID-TERM 1
Thursday		Real Estate Agency	Chapter 9	Chapter 6			
Evening		Homework			Ch 9	Ch 6	
7/23/2024	6	Review Homework			Ch 8 and 9	Ch 6	
Tuesday		Client Representation	Chapter 10	Chapter 5			
Evening		Real Estate Contracts	Chapter 11	Chapter 7			
		Homework			Ch 10 & 11	Ch 5 & 7	

7/25/2024	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	
7/30/2024	8	Review Homework			Ch 12, 13	Ch 9	
Tuesday		MD RE Brokerage	Ch 1, 2				
Evening		Homework				Ch 1 & 2	
7/31/2024	9	Review Homework				Ch 1 & 2	
Wednesday		Study Session for Mid-Term 2			Ch 8 - 13	1-2,5-7,9	
		Closing RE Transaction	Chapter 14	Chapter 11			
		Homework			Ch 14	Ch 11	
8/1/2024	10	MID-TERM 2			Ch 8 - 13	1-2,5-7,9	MID-TERM 2
Thursday		RE Taxes & Liens	Chapter 15	Chapter 8			
Evening		Real Estate Appraisal	Chapter 16				
		Homework			Ch 15, 16	Ch 8	
8/6/2024	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	
8/8/2024	12	Review Homework			Ch 17, 18	Ch 3, 12	
Thursday		Property Management	Chapter 19	Chapter 12			
Evening		Land-Use Controls	Chapter 20				
		Environmental Issues	Chapter 21	Chapter 13			
		Homework			Ch 19 - 21	Ch 13	
8/13/2024	13	Review Homework			Ch 19 - 21	Ch 13	
Monday		Study Session for Mid-Term 3			Ch 14 - 21	3, 8, 11 - 13	
Evening							
8/14/2024	14	MID-TERM 3			Ch 14 - 21	3, 8, 11-13	MID-TERM 3
Wednesday		Review of Ethics, Fair Housing, & Brokerage Relationship					
Evening							
8/15/2024	15	MD State Exam - 30 Mins					FINAL EXAMS
Thursday		NATIONAL Exam - 90 Mins					
Evening							