



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: September 16, 2024 - October 24, 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>
9/16/2024	1	Orientation					
Monday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		Homework			Ch 1, 2 & 3		
9/18/2024	2	Forms of Real Estate	Chapter 4				
Wednesday		Land Description	Chapter 5				
Evening		Homework			Ch 4 & 5		
9/19/2024	3	Transfer of Title	Chapter 6				
Thursday		Title Records	Chapter 7				
Evening		Homework			Ch 6 & 7		
9/30/2024	4	MID-TERM 1			Ch 1 - 7		MID-TERM 1
Monday							
Evening							
10/2/2024	5	Real Estate Brokerage	Chapter 8				
Wednesday		Real Estate Agency	Chapter 9				
Evening		Client Representation	Chapter 10				
		Homework			Ch 8 - 10		
10/3/2024	6	Real Estate Contracts	Chapter 11				
Thursday		Real Estate Financing	Chapter 12				
Evening		Homework			Ch 11 - 12		
10/7/2024	7	Government Involve	Chapter 13				
Monday		Closing RE Transaction	Chapter 14				
Evening		RE Taxes & Liens	Chapter 15				

		Real Estate Appraisal	Chapter 16				
		Homework			Ch 13 - 16		
10/9/2024	8	MID-TERM 2			Ch 8 - 16		MID-TERM 2
Wednesday							
Evening							
10/10/2024	9	Leases	Chapter 17				
Thursday		Fair Housing	Chapter 18				
Evening		Homework			Ch 17 - 18		
10/14/2024	10	Property Management	Chapter 19				
Monday		Land-Use Controls	Chapter 20				
Evening		Environmental Issues	Chapter 21				
		Homework			Ch 19 - 21		
10/16/2024	11	MID-TERM 3			Ch 17 - 21		MID-TERM 3
Wednesday							
Evening							
10/17/2024	12	MD Ethics and NAR Ethics					
Thursday		MD RE Brokerage	Powerpoint Handouts - Ch 1 & 2				
Evening							
10/21/2024	13	MD RE Brokerage	Powerpoint Handouts - Ch 3 - 13				
Monday							
Evening							
10/23/2024	14	MD State Exam - 30 Mins					FINAL EXAMS
Wednesday		NATIONAL Exam - 90 Mins			Mid-Term Exams		
Evening					1, 2, and 3		
10/24/2024	15	Review for the PSI Exam					
Thursday		National and State					
Evening							