



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: November 13, 2024 - December 19, 2024

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

8:00 a.m. - 4:00 p.m. - Saturday (December 14th Only)

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>
11/13/2024	1	Orientation					
Wednesday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		Homework			Ch 1, 2 & 3		
11/14/2024	2	Forms of Real Estate	Chapter 4				
Thursday		Land Description	Chapter 5				
Evening		Homework			Ch 4 & 5		
11/18/2024	3	Transfer of Title	Chapter 6				
Monday		Title Records	Chapter 7				
Evening		Homework			Ch 6, 7		
11/20/2024	4	MID-TERM 1			Ch 1 - 7		MID-TERM 1
Wednesday		Real Estate Brokerage	Chapter 8				
Evening		Homework			Ch 8		
11/21/2024	5	Real Estate Agency	Chapter 9				
Thursday		Client Representation	Chapter 10				
Evening		Real Estate Contracts	Chapter 11				
		Homework			Ch 9, 10, 11		
11/25/2024	6	Real Estate Financing	Chapter 12				
Monday		Government Involve	Chapter 13				
Evening		Closing RE Transaction	Chapter 14				
		Homework			Ch 12, 13, 14		

12/2/2024	7	RE Taxes & Liens	Chapter 15				
Monday		Real Estate Appraisal	Chapter 16				
Evening		Homework			Ch 15, 16		
12/4/2024	8	Review of the Chapters	Ch 8 - 16				
Wednesday		Quizzes					
12/11/2024	9	MID-TERM 2			Ch 8 - 16		MID-TERM 2
Tuesday		Leases	Chapter 17				
Evening		Fair Housing	Chapter 18				
		Homework			Ch 17, 18		
12/12/2024	10	Property Management	Chapter 19				
Thursday		Land-Use Controls	Chapter 20				
Evening		Environmental Issues	Chapter 21				
		Homework			Ch 19, 20, 21		
12/14/2024	11 & 12	MD Ethics and NAR Ethics					
Saturday		MD Fair Housing					
Day		MD Brokerage Relationship & Disclosures					
12/16/2024	13	MID-TERM 3			Ch 17 - 21		MID-TERM 3
Monday		MD RE Brokerage	Powerpoint Handouts - Ch 1 & 2				
Evening							
12/18/2024	14	MD RE Brokerage	Powerpoint Handouts - Ch 3 - 13				
Wednesday							
Evening							
12/19/2024	15	MD State Exam - 30 Mins			Handouts of Questions		FINAL EXAMS
Thursday		NATIONAL Exam - 90 Mins			Mid-Term Exams		
Evening					1, 2, and 3		