



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: November 18, 2024 - December 19, 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> |
|-------------|----------------|-------------------------------|-----------------|---------------|-----------------|-----------|-------------------|
| 11/18/2024 | 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 | | |
| 11/19/2024 | 2 | Forms of Real Estate | Chapter 4 | | | | |
| Tuesday | | Land Description | Chapter 5 | | | | |
| Evening | | Homework | | | Ch 4 & 5 | | |
| 11/20/2024 | 3 | Transfer of Title | Chapter 6 | | | | |
| Wednesday | | Title Records | Chapter 7 | | | | |
| Evening | | Homework | | | Ch 6, 7 | | |
| 11/21/2024 | 4 | Review of the Chapters | Ch 1 - 7 | | | | |
| Thursday | | Discussion of MD LAW | | | | | |
| Evening | | MD Law - Ch 1 & 2 | | Ch 1 & 2 | | | |
| | | Homework | | | | Ch 1 & 2 | |
| 11/25/2024 | 5 | MID-TERM 1 | | | Ch 1 - 7 | | MID-TERM 1 |
| Monday | | Real Estate Brokerage | Chapter 8 | | | | |
| Evening | | Discussion of MD LAW | | | | | |
| | | MD Law - Ch 3 | | Ch 3 | | | |
| | | Homework | | | Ch 8 | Ch 3 | |
| 11/26/2024 | 6 | Real Estate Agency | Chapter 9 | | | | |
| Tuesday | | Client Representation | Chapter 10 | | | | |
| Evening | | Real Estate Contracts | Chapter 11 | | | | |
| | | Discussion of MD LAW | | | | | |
| | | MD Law - Ch 4 & 5 | | Ch 4 & 5 | | | |
| | | Homework | | | Ch 9, 10, 11 | Ch 4 & 5 | |

| | | | | | | | |
|------------|----|-------------------------------------|-------------------|------------|-------------------|------------|--------------------|
| | | | | | | | |
| | | Happy Thanksgiving Break | | | | | |
| 12/2/2024 | 7 | Real Estate Financing | Chapter 12 | | | | |
| Monday | | Government Involve | Chapter 13 | | | | |
| Evening | | Closing RE Transaction | Chapter 14 | | | | |
| | | Discussion of MD LAW | | | | | |
| | | MD Law - Ch 6 & 7 | | Ch 6 & 7 | | | |
| | | Homework | | | Ch 12, 13, 14 | Ch 6 & 7 | |
| 12/3/2024 | 8 | RE Taxes & Liens | Chapter 15 | | | | |
| Tuesday | | Real Estate Appraisal | Chapter 16 | | | | |
| Evening | | Discussion of MD LAW | | | | | |
| | | MD Law - Ch 8 - 10 | | Ch 8 - 10 | | | |
| | | Homework | | | Ch 15, 16 | Ch 8 - 10 | |
| 12/4/2024 | 9 | Review of the Chapters | Ch 8 - 16 | | | | |
| Wednesday | | | | | | | |
| Evening | | | | | | | |
| | | Study - Mid-Term 2 Exam | | | | | |
| 12/9/2024 | 10 | MID-TERM 2 | | | Ch 8 - 16 | | MID-TERM 2 |
| Monday | | Leases | Chapter 17 | | | | |
| Evening | | Fair Housing | Chapter 18 | | | | |
| | | Homework | | | Ch 17, 18 | | |
| 12/11/2024 | 11 | Property Management | Chapter 19 | | | | |
| Wednesday | | Land-Use Controls | Chapter 20 | | | | |
| Evening | | Environmental Issues | Chapter 21 | | | | |
| | | Homework | | | Ch 19, 20, 21 | | |
| 12/12/2024 | 12 | Review of the Chapters | Ch 17 - 21 | | | | |
| Thursday | | Discussion of MD LAW | | | | | |
| Evening | | MD Law - Ch 11 - 13 | | Ch 11 - 13 | | | |
| | | Homework | | | | Ch 11 - 13 | |
| 12/16/2024 | 13 | MID-TERM 3 | | | Ch 17 - 21 | | MID-TERM 3 |
| Monday | | Discussion of MD LAW | | | | | |
| Evening | | MD Law - Ch 14 | | Ch 14 | | | |
| | | Homework | | | | Ch 14 | |
| 12/17/2024 | 14 | Review for Final Exams | | | | | |
| Tuesday | | Mid-Term Exams 1, 2, & 3 | | | | | |
| Evening | | MD Law - Ch 1 & 2 | | | | | |
| | | Study - Final Exams | | | | | |
| 12/18/2024 | 15 | MD State Exam - 30 Mins | | | | | FINAL EXAMS |
| Thursday | | NATIONAL Exam - 90 Mins | | | | | |
| Evening | | | | | | | |