



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: January 27 - February 27, 2025

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>
1/27/2025	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		
1/28/2025	2	Forms of Real Estate	Chapter 4				
Tuesday		Land Description	Chapter 5				
Evening		Transfer of Title	Chapter 6				
		Homework			Ch 4, 5, & 6		
1/30/2025	3	Title Records	Chapter 7				
Thursday		Real Estate Brokerage	Chapter 8				
Evening		Real Estate Agency	Chapter 9				
		Homework			Ch 7, 8, & 9		
2/3/2025	4	Client Representation	Chapter 10				
Monday		Real Estate Contracts	Chapter 11				
Evening		Homework			Ch 10 & 11		
2/4/2025	5	<i>Review of the Chapters</i>	<i>Ch 1 - 11</i>				
Tuesday		Prepare to go over Homework Questions					
Evening		and Study Guide from PSI Handout					
2/5/2025		Group Study Session	Ch 1 - 11				
Wednesday		Optional - Study Individual or Group					
2/6/2025	6	MID-TERM 1			Ch 1 - 11		MID-TERM 1

Thursday		Real Estate Financing	Chapter 12			
Evening		Homework			Ch 12	
2/10/2025	7	Government Involve	Chapter 13			
Monday		Closing RE Transaction	Chapter 14			
Evening		RE Taxes & Liens	Chapter 15			
		Homework			Ch 13, 14, 15	
2/11/2025	8	Real Estate Appraisal	Chapter 16			
Tuesday		Leases	Chapter 17			
Evening		Fair Housing	Chapter 18			
		Homework			Ch 16, 17, 18	
2/13/2025	9	Property Management	Chapter 19			
Thursday		Land-Use Controls	Chapter 20			
Evening		Environmental Issues	Chapter 21			
		Homework			Ch 19, 20, 21	
Weekend		Group Study Session	Ch 12 - 21			
		Optional - Study Individual or Group				
2/17/2025	10	Review of Chapters	Ch 12 - 21			
Monday		Prepare to go over Homework Questions				
Evening		and Study Guide from PSI Handout				
2/18/2025	11	MID-TERM 2			Ch 12 - 21	MID-TERM 2
Tuesday		MD LAW - State Portion	PSI Exam			
		OUTLINE AND HANDOUTS				
		Duties and Powers of the Real Estate Commission				
		Licensing Requirements				
2/20/2025	12	Brokerage Relationships				
Thursday		& Disclosures				
Evening						
2/24/2025	13	Ethics/Business Conduct				
Monday						
Evening						
2/25/2025	14	Review for Final Exams				
Tuesday		Mid-Terms 1 & 2 - National				
Evening		MD Law - Handout questions				
2/27/2025	15	MD State Exam - 30 Mins				FINAL EXAMS
Thursday		NATIONAL Exam - 90 Mins				
Evening						