



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: March 17, 2025 - April 30, 2025

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

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>
3/17/2025	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		
3/19/2025	2	Forms of Real Estate	Chapter 4				
Wednesday		Land Description	Chapter 5				
Evening		Transfer of Title	Chapter 6				
		Homework			Ch 4, 5, & 6		
3/24/2025	3	Title Records	Chapter 7				
Monday		Real Estate Brokerage	Chapter 8				
Evening		Real Estate Agency	Chapter 9				
		Homework			Ch 7, 8, & 9		
3/26/2025	4	Client Representation	Chapter 10				
Wednesday		Real Estate Contracts	Chapter 11				
Evening		Homework			Ch 10 & 11		
3/27/2025	5	<i>Review of the Chapters</i>	<i>Ch 1 - 11</i>				
Thursday							
Evening							
3/31/2025	6	<i>MID-TERM 1</i>			<i>Ch 1 - 11</i>		<i>MID-TERM 1</i>
Monday		Real Estate Financing	Chapter 12				
Evening		Homework			Ch 12		

4/2/2025	7	Government Involve	Chapter 13			
Wednesday		Closing RE Transaction	Chapter 14			
Evening		RE Taxes & Liens	Chapter 15			
		Homework			Ch 13, 14, 15	
4/3/2025	8	Real Estate Appraisal	Chapter 16			
Thursday		Leases	Chapter 17			
Evening		Fair Housing	Chapter 18			
		Homework			Ch 16, 17, 18	
STUDY BREAK - NO CLASSES - THIS WEEK						
4/14/2025	9	Property Management	Chapter 19			
Monday		Land-Use Controls	Chapter 20			
Evening		Environmental Issues	Chapter 21			
		Homework			Ch 19, 20, 21	
4/16/2025	10	Review of Chapters	Ch 12 - 21			
Wednesday						
Evening						
4/21/2025	11	MID-TERM 2			Ch 12 - 21	MID-TERM 2
Monday		MD LAW				
Evening		Brokerage Relationships & Disclosures				
4/23/2025	12	MD LAW				
Wednesday		MD Law - Handout questions				
Evening						
4/24/2025	13	MD LAW				
Thursday		Ethics/Business Conduct				
Evening						
4/28/2025	14	Review for Final Exams				
Monday		Mid-Terms 1 & 2 - National				
Evening		MD Law - Handout questions				
4/30/2025	15	MD State Exam - 30 Mins				FINAL EXAMS
Wednesday		NATIONAL Exam - 90 Mins				
Evening						