



Reed Training Center

## BROKER - CLASS SYLLABUS

<u>Date</u>	<u>Topic</u>	<u>Read</u> <u>NATIONAL</u>	<u>Read</u> <u>MD LAW</u>	<u>Homework</u>	<u>Mid-Term Exam</u>
4/22/2025	<b>Orientation</b>				
Tuesday	<b>Google Drive</b>				
	<b>Introduction to Real Estate</b>				
	Introduction to Real Estate	Cortesi - Ch 1			
	Real Estate Concepts	Cortesi - Ch 2			
	<b>Homework</b>			<b>Diagnostic Test 1</b>	
	<b>Real Estate Law</b>				
	Government Powers	Cortesi - Ch 3			
	Encumbrances	Cortesi - Ch 4			
	Encumbrances and Liens	Cortesi - Ch 5			
	<b>Real Estate Law and Ownership</b>				
	Legal Description	Cortesi - Ch 6			
	<b>Homework</b>			<b>Diagnostic Test 2</b>	
4/24/2025	<b>Real Estate Law and Ownership</b>				
Thursday	Freehold Interests in Real Estate	Cortesi - Ch 7			
	<b>Real Estate Ownership</b>				
	Leasehold Estates in Real Estate	Cortesi - Ch 8			
	Forms of Ownership	Cortesi - Ch 9			
	<b>Homework</b>			<b>Diagnostic Test 3</b>	
4/29/2025	<b>Review Diagnostic Exam 1, 2, &amp; 3</b>				
Tuesday	<b>Discussion on Management Issues</b>				
	Recruiting, Selecting & Retaining				
	Budgeting, Planning & Forecasting				
5/1/2025	<b>MID-TERM 1 - Diagnostic 1 - 3</b>				<b>Diagnostic 1 - 3</b>
Thursday	<b>Transferring Real Estate</b>				
	Transferring Title	Coresti - Ch 10			
	Recording Title	Cortesi - Ch 11			
	Real Estate Closing	Cortesi - Ch 12			
	<b>Homework</b>			<b>Diagnostic Test 4</b>	
Work on	<b>Individual Study Project</b>				
Own	<b>Business Policies and Procedures</b>				
	Content and Guidelines				
	<b>Write a Business Plan</b>				
	Developing a Plan				

	Handout - Template for Business Plan				
5/6/2025	<b>Real Estate Brokerage</b>				
Tuesday	Agency and Real Estate Brokerage	Cortesi - Ch 13			
	Real Estate Contracts	Cortesi - Ch 14			
	Brokerage Agreements	Cortesi - Ch 15			
	Real Estate Licensing Laws	Cortesi - Ch 16			
	Fair Housing Laws	Cortesi - Ch 17			
	<b>Homework</b>			<b>Diagnostic Test 5</b>	
5/8/2025	<b>Review Diagnostic Exam 4 &amp; 5</b>				
Thursday	<b>Leadership and Negotiation</b>				
	<b>Organizational Structures</b>				
5/13/2025	<b>MID-TERM 2 - Diagnostic 4 and 5</b>				<b>Diagnostic 4-5</b>
Tuesday	<b>Different Types of Leaders and Management Skills</b>				
5/15/2025	<b>Real Estate Valuation</b>				
Thursday	Appraisal Process	Cortesi - Ch 18			
	Methods of Estimating Value	Cortesi - Ch 19			
	<b>Homework</b>			<b>Diagnostic 6</b>	
	<b>Real Estate Finance</b>				
	Lending Laws and Government Activ	Cortesi - Ch 20			
	Loan Instruments	Coresti - Ch 21			
	Lending Practices	Cortesi - Ch 22			
	Types of Real Estate Loans	Cortesi - Ch 23			
	<b>Homework</b>			<b>Diagnostic 7</b>	
5/20/2025	<b>Speciality Topics</b>				
Tuesday	Property Management	Cortesi - Ch 24			
	Tax Advantage of Home Ownership	Cortesi - Ch 25			
	Real Estate Investments	Cortesi - Ch 26			
	<b>Homework</b>			<b>Diagnostic 8</b>	
	<b>Real Estate License Law</b>	MD Law	Ch 1		
	<b>Real Estate Brokerage</b>	MD Law	Ch 2		
	<b>Homework</b>			<b>Ch 1 &amp; 2</b>	
5/22/2025	<b>Review Diagnostic Exam 6, 7, &amp; 8</b>				
Thursday	<b>Continuing Education</b>	CE Credits			
	<b>MD Fair Housing</b>	1.5 Hrs	Ch 3		
	<b>MD Ethics</b>	3 hrs	Handouts and Ch 14 - MD Law book		
	<b>Homework</b>			<b>Ch 3 &amp; 14</b>	
5/27/2025	<b>MID-TERM 3 - Diagnostic 6, 7, &amp; 8</b>				<b>Diagnostic - 6-8</b>
Tuesday	<b>Continuing Education</b>	CE Credits			
	<b>MD Supervision - Brokers</b>	3 hrs	11:00 - 2:00		

5/29/2025	<b>Powerpoint - from MD Law Book</b>				
Thursday	<b>Real Estate Interest &amp; Ownership</b>	MD Law	Ch 4		
	<b>Representation</b>	MD Law	Ch 5		
	<b>Agency</b>	MD Law	Ch 6		
	<b>Sales Contracts</b>	MD Law	Ch 7		
	<b>Taxes &amp; Other Liens</b>	MD Law	Ch 8		
	<b>Financing</b>	MD Law	Ch 9		
	<b>Transfer &amp; Recordation Title</b>	MD Law	Ch 10		
	<b>Closing the Transaction</b>	MD Law	Ch 11		
	<b>Leases</b>	MD Law	Ch 12		
	<b>Environmental Issues</b>	MD Law	Ch 13		
	<b>MD PRACTICE EXAMS 1 &amp; 2</b>				
<b>No Classes</b>	<b>NAR Mid-Year Conference - Washington, DC</b>				
6/10/2025	<b>Wrap-Up of Class</b>				
Tuesday	<b>Review for National Final Exam</b>				
	<b>MD Practice Exams 1 &amp; 2</b>				
	<b>Planning Ahead</b>				
6/12/2025	<b>National and State Final Exam</b>	<b>2 Hours</b>			
Thursday	Law Exam - 40 Questions	30 mins			
	Practice Exams 1 & 2				
	National Exam - 90 Questions	90 Mins			
	Mid-Term Exams - 1 - 3				
6/17/2025	<b>Extra Day</b>				
	<b>Discussion Points</b>				
	<b>Management</b>				
	Challenge of Change RE Market				
	<b>The Manager</b>				
	Manager in Leadership				
	Management Skills				
	Communications and Decision Making				
	<b>Develop a Business Plan and Policy and Procedure Manual</b>				
	Read - Sample of Business Plans				
	Read - Sample of Policy & Procedure Manual				
	<b>Starting a Real Estate Business</b>				
	Changes in the Real Estate Market				
	Leadership and Negotiation Skills				
	Different Types of Leaders				
	Management Skills				
	Communications and Decision Making				

	Organizational Structure				
	Finance, Marketing, & Recruiting & Selecting				
	Analyzing the Market				
	Managing Risk				