



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

DATE OF CLASS: May 1, 2025 - June 26, 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>
5/1/2025	1	Orientation					
Thursday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		Homework			Ch 1, 2 & 3		
5/6/2025	2	Forms of Real Estate	Chapter 4				
Tuesday		Land Description	Chapter 5				
Evening		Transfer of Title	Chapter 6				
		Homework			Ch 4, 5, & 6		
5/8/2025	3	Title Records	Chapter 7				
Thursday		Real Estate Brokerage	Chapter 8				
Evening		Real Estate Agency	Chapter 9				
		Homework			Ch 7, 8, & 9		
5/13/2025	4	Client Representation	Chapter 10				
Tuesday		Real Estate Contracts	Chapter 11				
Evening		Homework			Ch 10 & 11		
5/15/2025	5	<i>Review of the Chapters</i>	<i>Ch 1 - 11</i>				
Thursday							
Evening							
5/20/2025	6	MID-TERM 1			Ch 1 - 11		MID-TERM 1
Tuesday		Real Estate Financing	Chapter 12				
Evening		Homework			Ch 12		

5/22/2025	7	Government Involve	Chapter 13			
Thursday		Closing RE Transaction	Chapter 14			
Evening		RE Taxes & Liens	Chapter 15			
		Homework			Ch 13, 14, 15	
5/27/2025	8	Real Estate Appraisal	Chapter 16			
Tuesday		Leases	Chapter 17			
Evening		Fair Housing	Chapter 18			
		Homework			Ch 16, 17, 18	
5/29/2025	9	Property Management	Chapter 19			
Thursday		Land-Use Controls	Chapter 20			
Evening		Environmental Issues	Chapter 21			
		Homework			Ch 19, 20, 21	
6/3/2025	10	Review of Chapters	Ch 12 - 21			
Tuesday						
Evening						
6/5/2025		NO CLASS - STUDY BREAK				
6/10/2025	11	MID-TERM 2			Ch 12 - 21	MID-TERM 2
Tuesday		MD LAW				
Evening		Brokerage Relationships				
		& Disclosures				
6/12/2025	12	MD LAW				
Thursday		MD Law - Handout Questions				
Evening						
6/17/2025	13	MD LAW				
Tuesday		Ethics/Business Conduct				
Evening						
6/19/2025		NO CLASS - Juneteenth Holiday				
6/24/2025	14	Review for Final Exams				
Tuesday		Mid-Terms 1 & 2 - National				
Evening		MD Law - Handout questions				
6/26/2025	15	MD State Exam - 30 Mins				FINAL EXAMS
Thursday		NATIONAL Exam - 90 Mins				
Evening						