



Reed Training Center

## SALESPERSON - PRINCIPLES AND PRACTICES

### LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

**DATE OF CLASS:** May 19, 2025 - June 17, 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>
5/19/2025	1	Orientation					
Monday		Intro to Real Estate	Chapter 1				
Evening		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		<b>Homework</b>			Ch 1, 2 & 3		
5/20/2025	2	Forms of Real Estate	Chapter 4				
Tuesday		Land Description	Chapter 5				
Evening		Transfer of Title	Chapter 6				
		<b>Homework</b>			Ch 4, 5, & 6		
5/22/2025	3	Title Records	Chapter 7				
Thursday		Real Estate Brokerage	Chapter 8				
Evening		Real Estate Agency	Chapter 9				
		<b>Homework</b>			Ch 7, 8, & 9		
5/24-25/2025	4	<b>Review of Chapter Quizzes</b>			Ch: 1 - 9		
Sat/Sun		Recording					
5/27/2025	5	<b>MID-TERM 1</b>			Ch 1 - 9		<b>MID-TERM 1</b>
Tuesday		Client Representation	Chapter 10				
		<b>Homework</b>			Ch 10		
5/29/2025	6	Real Estate Contracts	Chapter 11				
Thursday		Real Estate Financing	Chapter 12				
Evening		<b>Homework</b>			Ch 11 & 12		
5/30-31/2025	7	<b>Review of Chapter Quizzes</b>			Ch 10 - 12		

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