



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

Recordings - in Google Drive

DATE OF CLASS: September 22, 2025 - October 16, 2025

TIME OF CLASS: Class starts at 6:00 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>
9/22/2025	1	Orientation					
Monday		RECORDING - Google Drive					
Evening		Intro to Real Estate	Chapter 1				
		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		Homework			Ch 1, 2 & 3		
9/24/2025	2	Forms of Real Estate	Chapter 4				
Wednesday		Land Description	Chapter 5				
Evening		Homework			Ch 4 and 5		
9/25/2025	3	Transfer of Title	Chapter 6				
Thursday		Title Records	Chapter 7				
Evening		Homework			Ch 6 and 7		
Saturday	4	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 1 - 7		
9/29/2025	5	MID-TERM 1			Ch 1 - 7		MID-TERM 1
Monday		RECORDING - Google Drive					
Evening		Real Estate Brokerage	Chapter 8				
		Real Estate Agency	Chapter 9				
		Client Representation	Chapter 10				
		Homework			Ch 8, 9, & 10		
10/1/2025	6	RECORDING - Google Drive					
Wednesday		Real Estate Contracts	Chapter 11				
Evening		Real Estate Financing	Chapter 12				

		Government Involve	Chapter 13				
		Homework			Ch 11, 12, 13		
10/2/2025	7	RECORDING - Google Drive					
Thursday		Closing RE Transaction	Chapter 14				
Evening		RE Taxes & Liens	Chapter 15				
		Real Estate Appraisal	Chapter 16				
		Homework			Ch 14, 15, 16		
Saturday	8	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 8 - 16		
10/6/2025	9	MID-TERM 2			Ch 8 - 16		MID-TERM 2
Monday		RECORDING - Google Drive					
Evening		Leases	Chapter 17				
		Fair Housing	Chapter 18				
		Homework			Ch 17 & 18		
10/8/2025	10	RECORDING - Google Drive					
Wednesday		Property Management	Chapter 19				
Evening		Land-Use Controls	Chapter 20				
		Environmental Issues	Chapter 21				
		Homework			Ch 19, 20, 21		
10/9/2025	11	RECORDING - Google Drive					
Wednesday		Maryland Law	MD Law	Chapter 1 - 3, and 4 - 7			
Thursday			Homework	Ch 1 - 7 - Review in Google Drive			
Saturday	12	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 17 - 21		
10/13/2025	13	MID-TERM 3			Ch 17 - 21		MID-TERM 3
Monday		Maryland Law	MD Law	Chapter 8 - 14			
Evening		Homework	Ch 8 - 14 - Review in Google Drive				
		MD Law - Handout questions					
10/15/2025	14	Review for MD Law Final Exam					
Wednesday		Review of MD Law Study Handout					
Evening		Review for National Final Exam					
		Review of MID-TERMS 1, 2 and 3 - for Final Exam					
10/16/2025	15	MD State Exam - 30 Mins					FINAL EXAMS
Thursday		NATIONAL Exam - 90 Mins					
Evening							