



Reed Training Center

## SALESPERSON - PRINCIPLES AND PRACTICES

### LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

#### Recordings - in Google Drive

**DATE OF CLASS:** March 2, 2026 - March 30, 2026

**TIME OF CLASS:** 6:30 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>
3/2/2026	1	Orientation					
Monday		Intro to Google Drive Recordings					
Evening		Intro to Real Estate	Chapter 1				
		Real Property & Law	Chapter 2				
		Interest in Real Estate	Chapter 3				
		Homework			Ch 1, 2, 3		
3/4/2026	2	Forms of Real Estate	Chapter 4				
Wednesday		Land Description	Chapter 5				
Evening		Homework			Ch 4, 5		
3/5/2026	3	Transfer of Title	Chapter 6				
Thursday		Title Records	Chapter 7				
Evening		Homework			Ch 6, 7		
Fri/Sat	4	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 1 - 7		
		Study for MID-TERM 1 Exam					
3/9/2026	5	MID-TERM 1			Ch 1 - 7		MID-TERM 1
Monday		Real Estate Brokerage	Chapter 8				
Evening		Real Estate Agency	Chapter 9				
		Homework			Ch 8, 9		
3/11/2026	6	Client Representation	Chapter 10				
Wednesday		Real Estate Contracts	Chapter 11				
Evening		Homework			Ch 10, 11		
3/12/2026	7	Real Estate Financing	Chapter 12				

Thursday		Government Involve	Chapter 13				
Evening		Closing RE Transaction	Chapter 14				
		Homework			Ch 12, 13, 14		
Fri/Sat	8	RECORDING - Google Drive					
		Review of Chapter Quizzes			Ch 8 - 14		
		Study for MID-TERM 2 Exam					
3/16/2026	9	MID-TERM 2			Ch 8 - 14		MID-TERM 2
Monday		RE Taxes & Liens	Chapter 15				
Evening		Real Estate Appraisal	Chapter 16				
		Homework			Ch 15, 16		
3/18/2026	10	Leases	Chapter 17				
Wednesday		Fair Housing	Chapter 18				
Evening		Homework			Ch 17, 18		
3/19/2026	11	Property Management	Chapter 19				
Thursday		Land-Use Controls	Chapter 20				
Evening		Environmental Issues	Chapter 21				
		Homework			Ch 19, 20, 21		
Fri/Sat	12	RECORDING - Google Drive					
		Review of Chapter Quizzes					
		Study for MID-TERM 3 Exam					
3/23/2026	13	MID-TERM 3			Ch 15 - 21		MID-TERM 3
Monday		Maryland Law	MD Law	Ch 1 - 3			
Evening		Maryland Law		Ch 4 - 7			
		Homework				Ch 1 - 7	
3/25/2026	14	Maryland Law	MD Law	Ch 8 - 14			
Wednesday		Maryland Ethics					
Evening		Homework				Ch 8 - 14	
3/26/2026	15	Study Session					
Thursday		Review for MD Law Final Exam					
Evening		Review of MD Law Study Handout					
		Review for National Final Exam					
		Review of MID-TERMS 1, 2 and 3 - for Final Exam					
Fri/Sat	16	RECORDING - Google Drive					
		Review of Chapter Quizzes					
		Study for FINAL EXAM					
3/30/2026		FINAL EXAMS					
Monday		MD State Exam - 30 Mins					
Evening		NATIONAL Exam - 90 Mins					