



Reed Training Center

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BROKERS - PRINCIPLES AND PRACTICES

Classes are Live on Zoom with an instructor

TIME: 9:00 a.m. - 2:00 p.m.

Date: March 2, 2026 - April 30, 2026

Monday

Tuesday

Wednesday

Thursday

Friday

Week 1	Mar 2 - Ch 1-2	Homework - Diagnostic 1		Mar 5 - Ch 3-6	Homework - Diagnostic 2
Week 2	Mar 9 - Ch 7-9	Homework - Diagnostic 3	3/11 - Mid-Term 1	Mar 16 - Leadership	
Week 3	Mar 16 - Ch 10-12	Homework - Diagnostic 4		Mar 19 - Ch 13-17	Homework - Diagnostic 5
Week 4	Mar 23 - Business Plan	Study - Mid-Term 2	3/25 - Mid-Term 2	Mar 26 - Ch 18-19	Homework - Diagnostic 6
Week 5	Mar 30 - Ch 20-23	Homework - Diagnostic 7		Apr 2 - Ch 24-26	Homework - Diagnostic 8
Week 6	Apr 6 - Management	Study - Mid-Term 3	4/8 - Mid-Term 3	Apr 9 - P&P Manual	Business Plan/P&P Manual
Week 7	Apr 13 - MD - Ch 1-3	Homework - MD Ch 1-3		Apr 16 - MD - Ch 4-9	Homework - MD Ch 4-9
Week 8	Apr 20 - Ch 10-14	Homework - MD Ch 10-14	4/22 - State Exam	Apr 23 - Finance	
Week 9	Apr 27 - Marketing	Study - Final Exams	April 29 - Final Exams	April 30 - Graduation	

Class Discussion - Chapters for National and Maryland Law

Green - Exams

Mid-Term 1, 2, & 3 - State Exam and Final Exams for National and State

Blue - Work Assignment for your business

Purple - Recordings for your review of Diagnostic Exams and MD Law

Red - Study for Exams