



## Reed Training Center

### BROKER - CLASS SYLLABUS

**March 2, 2026 - April 30, 2026**

	A	B	C	D	E
1					
2					
3					
4					
5					
6	BROKER - CLASS SYLLABUS				
7		<b>March 2, 2026 - April 30, 2026</b>			
8			<u>Read</u>	<u>Read</u>	
9	<u>Date</u>	<u>Topic</u>	<u>NATIONAL</u>	<u>MD LAW</u>	<u>Homework</u>
10	3/2/2026	Orientation			
11	Monday	Google Drive			
12		<b>Introduction to Real Estate</b>			
13		Introduction to Real Estate	Cortesi - Ch 1		
14		Real Estate Concepts	Cortesi - Ch 2		
15		<b>Homework</b>			<b>Diagnostic 1</b>
16					
17	3/5/2026	<b>Real Estate Law</b>			
18	Thursday	Government Powers	Cortesi - Ch 3		
19		Encumbrances	Cortesi - Ch 4		
20		Encumbrances and Liens	Cortesi - Ch 5		
21		<b>Real Estate Law and Ownership</b>			
22		Legal Description	Cortesi - Ch 6		
23		<b>Homework</b>			<b>Diagnostic 2</b>
24					
25	3/9/2026	<b>Real Estate Law and Ownership</b>			
26	Monday	Freehold Interests in Real Estate	Cortesi - Ch 7		
27		<b>Real Estate Ownership</b>			
28		Leasehold Estates in Real Estate	Cortesi - Ch 8		
29		Forms of Ownership	Cortesi - Ch 9		
30		<b>Homework</b>			<b>Diagnostic 3</b>
31					
32	<b>Study Time</b>	<b>Review Diagnostic 1 - 3</b>	<b>Recording</b>		
33					
34	3/11/2026	<b>MID-TERM 1 - Diagnostic 1 - 3</b>			
35	Wednesday				
36					
37	3/12/2026	<b>Discussion on Leadership</b>			
38	Thursday	Different Types of Leaders			
39		Leadership and Negotiation			
40		Organizational Structures			
41		Management Skills			
42					
43	3/16/2026	<b>Transferring Real Estate</b>			
44	Monday	Transferring Title	Coresti - Ch 10		

	A	B	C	D	E
45		Recording Title	Cortesi - Ch 11		
46		Real Estate Closing	Cortesi - Ch 12		
47		<b>Homework</b>			<b>Diagnostic 4</b>
48					
49	3/19/2026	<b>Real Estate Brokerage</b>			
50	Thursday	Agency and Real Estate Brokerage	Cortesi - Ch 13		
51		Real Estate Contracts	Cortesi - Ch 14		
52		Brokerage Agreements	Cortesi - Ch 15		
53		Real Estate Licensing Laws	Cortesi - Ch 16		
54		Fair Housing Laws	Cortesi - Ch 17		
55		<b>Homework</b>			<b>Diagnostic 5</b>
56					
57	3/23/2026	<b>Discussion on Business Plan</b>			
58	Monday	How to Write a Business Plan			
59		Content in Business Plan			
60		Handouts - Business Planning			
61					
62	<b>Study Time</b>	<b>Review Diagnostic 4 - 5</b>	<b>Recording</b>		
63					
64	3/25/2026	<b>MID-TERM 2 - Diagnostic 4 and 5</b>			
65	Wednesday				
66					
67	3/26/2026	<b>Real Estate Valuation</b>			
68	Thursday	Appraisal Process	Cortesi - Ch 18		
69		Methods of Estimating Value	Cortesi - Ch 19		
70		<b>Homework</b>			<b>Diagnostic 6</b>
71					
72	3/30/2026	<b>Real Estate Finance</b>			
73	Monday	Lending Laws and Government Activities	Cortesi - Ch 20		
74		Loan Instruments	Coresti - Ch 21		
75		<b>Real Estate Finance</b>			
76		Lending Practices	Cortesi - Ch 22		
77		Types of Real Estate Loans	Cortesi - Ch 23		
78		<b>Homework</b>			<b>Diagnostic 7</b>
79					
80	4/2/2026	<b>Speciality Topics</b>			
81	Thursday	Property Management	Cortesi - Ch 24		
82		Tax Advantage of Home Ownership	Cortesi - Ch 25		
83		Real Estate Investments	Cortesi - Ch 26		
84		<b>Homework</b>			<b>Diagnostic 8</b>
85					
86	4/6/2025	<b>Discussion on Management Issues</b>			
87	Monday	Recruiting, Selecting & Retaining			
88		Budgeting, Planning & Forecasting			
89					
90	<b>Study Time</b>	<b>Review Diagnostic 6, 7, 8</b>	<b>Recording</b>		
91					

	A	B	C	D	E
92	4/8/2026	<b>MID-TERM 3 - Diagnostic 6, 7, &amp; 8</b>			
93	Wednesday				
94					
95	4/9/2026	<b>Discussion on Policy and Procedure Manual</b>			
96	Thursday	Independent Study - Work on Business Plan & P&P Manual			
97					
98	4/13/2026	<b>Real Estate License Law</b>	MD Law	Ch 1	
99	Monday	<b>Real Estate Brokerage</b>	MD Law	Ch 2	
100		<b>MD Fair Housing</b>	MD Law	Ch 3	
101		<b>Homework</b>			<b>Ch 1, 2, 3</b>
102					
103	<b>Study Time</b>	<b>Review Maryland Law</b>	<b>Recording</b>		
104		<b>Chapters 1, 2, 3</b>			
105					
106	4/16/2026	<b>Real Estate Interest &amp; Ownership</b>	MD Law	Ch 4	
107	Thursday	<b>Representation</b>	MD Law	Ch 5	
108		<b>Agency</b>	MD Law	Ch 6	
109		<b>Sales Contracts</b>	MD Law	Ch 7	
110		<b>Taxes &amp; Other Liens</b>	MD Law	Ch 8	
111		<b>Financing</b>	MD Law	Ch 9	
112		<b>Homework</b>			<b>Ch 4 - 9</b>
113					
114	<b>Study Time</b>	<b>Review Maryland Law</b>	<b>Recording</b>		
115		<b>Chapters - 4 - 9</b>			
116					
117	4/20/2026	<b>Transfer &amp; Recordation Title</b>	MD Law	Ch 10	
118	Monday	<b>Closing the Transaction</b>	MD Law	Ch 11	
119		<b>Leases</b>	MD Law	Ch 12	
120		<b>Environmental Issues</b>	MD Law	Ch 13	
121		<b>MD Ethics</b>	MD Law	Ch 14	
122		<b>MD PRACTICE EXAMS 1 &amp; 2</b>			
123		<b>Homework</b>			<b>Ch 10 - 14</b>
124					
125	<b>Study Time</b>	<b>Review Maryland Law</b>	<b>Recording</b>		
126		<b>Chapter 10 - 14</b>			
127		<b>MD Practice Exams 1 &amp; 2</b>			
128					
129	4/22/2026	<b>Maryland States Exam</b>			
130	Wednesday				
131					
132	4/23/2026	<b>Discussion - Finance</b>			
133	Thursday				
134					
135	4/27/2026	<b>Discussion - Marketing</b>			
136	Monday				
137					
138	<b>Study Time</b>	<b>Final Exams - National and State</b>	<b>Recording</b>		

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139					
140	4/29/2026	<b>National and State Final Exam</b>	<b>2 Hours</b>		
141	Wednesday	Law Exam - 40 Questions	30 mins		
142		MD Law Exam and Study Questions			
143		National Exam - 90 Questions	90 Mins		
144		Mid-Term Exams - 1 - 3			
145					
146	4/30/2026	<b>Graduation Day</b>			
147	Thursday				
148					
149					
150		<b>Discussion Points</b>			
151		<b>Management</b>			
152		Challenge of Change RE Market			
153		<b>The Manager</b>			
154		Manager in Leadership			
155		Management Skills			
156		Communications and Decision Making			
157					
158		<b>Develop a Business Plan and Policy and Procedure Manual</b>			
159		Read - Sample of Business Plans			
160		Read - Sample of Policy & Procedure Manual			
161					
162		<b>Starting a Real Estate Business</b>			
163		Changes in the Real Estate Market			
164		Leadership and Negotiation Skills			
165		Different Types of Leaders			
166		Management Skills			
167		Communications and Decision Making			
168		Organizational Structure			
169		Finance, Marketing, & Recruiting & Selecting			
170		Analyzing the Market			
171		Managing Risk			

