


	A	B	C	D	E
1		 Reed Training Center			
2					
3					
4					
5					
6	BROKER - CLASS SYLLABUS				
7		March 2, 2026 - April 30, 2026			
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		Introduction to Real Estate			
13		Introduction to Real Estate	Cortesi - Ch 1		
14		Real Estate Concepts	Cortesi - Ch 2		
15		Homework			Diagnostic 1
16					
17	3/5/2026	Real Estate Law			
18	Thursday	Government Powers	Cortesi - Ch 3		
19		Encumbrances	Cortesi - Ch 4		
20		Encumbrances and Liens	Cortesi - Ch 5		
21		Real Estate Law and Ownership			
22		Legal Description	Cortesi - Ch 6		
23		Homework			Diagnostic 2
24					
25	3/9/2026	Real Estate Law and Ownership			
26	Monday	Freehold Interests in Real Estate	Cortesi - Ch 7		
27		Real Estate Ownership			
28		Leasehold Estates in Real Estate	Cortesi - Ch 8		
29		Forms of Ownership	Cortesi - Ch 9		
30		Homework			Diagnostic 3
31					
32	Study Time	Review Diagnostic 1 - 3	Recording		
33					
34	3/11/2026	MID-TERM 1 - Diagnostic 1 - 3			
35	Wednesday				
36					
37	3/12/2026	Discussion on Leadership			
38	Thursday	Different Types of Leaders			
39		Leadership and Negotiation			
40		Organizational Structures			
41		Management Skills			
42					
43	3/16/2026	Transferring Real Estate			
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		Homework			Diagnostic 4
48					
49	3/19/2026	Real Estate Brokerage			
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		Homework			Diagnostic 5
56					
57	3/23/2026	Discussion on Business Plan			
58	Monday	How to Write a Business Plan			
59		Content in Business Plan			
60		Handouts - Business Planning			
61					
62	Study Time	Review Diagnostic 4 - 5	Recording		
63					
64	3/25/2026	MID-TERM 2 - Diagnostic 4 and 5			
65	Wednesday				
66					
67	3/26/2026	Real Estate Valuation			
68	Thursday	Appraisal Process	Cortesi - Ch 18		
69		Methods of Estimating Value	Cortesi - Ch 19		
70		Homework			Diagnostic 6
71					
72	3/30/2026	Real Estate Finance			
73	Monday	Lending Laws and Government Activ	Cortesi - Ch 20		
74		Loan Instruments	Coresti - Ch 21		
75		Real Estate Finance			
76		Lending Practices	Cortesi - Ch 22		
77		Types of Real Estate Loans	Cortesi - Ch 23		
78		Homework			Diagnostic 7
79					
80	4/2/2026	Speciality Topics			
81	Thursday	Property Management	Cortesi - Ch 24		
82		Tax Advantage of Home Ownership	Cortesi - Ch 25		
83		Real Estate Investments	Cortesi - Ch 26		
84		Homework			Diagnostic 8
85					
86	4/6/2025	Discussion on Management Issues			
87	Monday	Recruiting, Selecting & Retaining			
88		Budgeting, Planning & Forecasting			
89					
90	Study Time	Review Diagnostic 6, 7, 8	Recording		
91					

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

	A	B	C	D	E
139					
140	4/29/2026	National and State Final Exam	2 Hours		
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	Graduation Day			
147	Thursday				
148					
149					
150		Discussion Points			
151		Management			
152		Challenge of Change RE Market			
153		The Manager			
154		Manager in Leadership			
155		Management Skills			
156		Communications and Decision Making			
157					
158		Develop a Business Plan and Policy and Procedure Manual			
159		Read - Sample of Business Plans			
160		Read - Sample of Policy & Procedure Manual			
161					
162		Starting a Real Estate Business			
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			

