



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

Recordings - in Google Drive

DATE OF CLASS: March 16, 2026 - April 13, 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>
3/16/2026	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		
3/18/2026	2	Forms of Real Estate	Chapter 4				
Wednesday		Land Description	Chapter 5				
Evening		Homework			Ch 4, 5		
3/19/2026	3	Transfer of Title	Chapter 6				
Thursday		Title Records	Chapter 7				
Evening		Homework			Ch 6, 7		
Fri/Sat	4	RECORDING - Google Drive					
		<i>Review of Chapter Quizzes</i>			Ch 1 - 7		
		<i>Study for MID-TERM 1 Exam</i>					
3/23/2026	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		
3/25/2026	6	Client Representation	Chapter 10				
Wednesday		Real Estate Contracts	Chapter 11				
Evening		Homework			Ch 10, 11		
3/26/2026	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				
		<i>Review of Chapter Quizzes</i>			Ch 8 - 14	
		<i>Study for MID-TERM 2 Exam</i>				
3/30/2026	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	
4/1/2026	10	Leases	Chapter 17			
Wednesday		Fair Housing	Chapter 18			
Evening		Homework			Ch 17, 18	
4/2/2026	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				
		<i>Review of Chapter Quizzes</i>				
		<i>Study for MID-TERM 3 Exam</i>				
4/6/2026	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
4/8/2026	14	Maryland Law	MD Law	Ch 8 - 14		
Wednesday		Maryland Ethics				
Evening		Homework				Ch 8 - 14
4/9/2026	15	<i>Study Session</i>				
Thursday		Review for MD Law Final Exam				
Evening		<i>Review of MD Law Study Handout</i>				
		Review for National Final Exam				
		<i>Review of MID-TERMS 1, 2 and 3 - for Final Exam</i>				
Fri/Sat	16	RECORDING - Google Drive				
		<i>Review of Chapter Quizzes</i>				
		<i>Study for FINAL EXAM</i>				
4/13/2026		FINAL EXAMS				
Monday		MD State Exam - 30 Mins				
Evening		NATIONAL Exam - 90 Mins				