



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: April 6, 2026 - June 11, 2026

	<u>Monday</u>	<u>Tuesday</u>	<u>Wednesday</u>	<u>Thursday</u>	<u>Friday</u>
Week 1	Apr 6 - Ch 1-2	Homework - Diagnostic 1		Apr 9 - Ch 3-6	Homework - Diagnostic 2
Week 2	Apr 13 - Ch 7-9	Study - Mid-Term 1	4/15 - Mid-Term 1	Apr 16 - Leadership	Homework - Diagnostic 3
Week 3	Apr 20 - Ch 10-12	Homework - Diagnostic 4		Apr 23 - Ch 13-17	Homework - Diagnostic 5
Week 4	Apr 27 - Business Plan	Study - Mid-Term 2	4/29 - Mid-Term 2	Apr 30 - Ch 18-19	Homework - Diagnostic 6
Week 5	May 4 - Ch 20-23	Homework - Diagnostic 7		May 7 - Ch 24-26	Homework - Diagnostic 8
Week 6	May 11 - Management	Study - Mid-Term 3	5/13 - Mid-Term 3	May 14 - P&P Manual	Business Plan/P&P Manual
Week 7	May 18 - MD - Ch 1-3	Homework - MD Ch 1-3		May 21 - MD - Ch 4-9	Homework - MD Ch 4-9
Week 8	May 25 - Memorial Day			May 28 - Ch 10-14	Homework - MD Ch 10-14
Week 9	Jun 1 - Finance/Structure	Study - State Exam	6/3 - State Exam	Jun 4 - Marketing	Study - Final Exams
Week 10	6/8 - Final Exams			Jun 11 - 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					