



Reed Training Center

SALESPERSON - PRINCIPLES AND PRACTICES

LIVE CLASSES ONLINE - TAUGHT BY INSTRUCTOR

Recordings - in Google Drive

DATE OF CLASS: June 22, 2026 - July 21, 2026

TIME OF CLASS: 6:00 p.m. - 9:00 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>
6/22/2026	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		
6/23/2026	2	Forms of Real Estate	Chapter 4				
Tuesday		Land Description	Chapter 5				
Evening		Homework			Ch 4, 5		
6/25/2026	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		
		Study for MID-TERM 1 Exam					
6/29/2026	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		
6/30/2026	6	Client Representation	Chapter 10				
Tuesday		Real Estate Contracts	Chapter 11				
Evening		Homework			Ch 10, 11		
7/2/2026	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	
		Study for MID-TERM 2 Exam				
7/6/2026	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	
7/7/2026	10	Leases	Chapter 17			
Tuesday		Fair Housing	Chapter 18			
Evening		Homework			Ch 17, 18	
7/8/2026	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>				
		Study for MID-TERM 3 Exam				
7/13/2026	13	MID-TERM 3			Ch 15 - 21	MID-TERM 3
Monday		Maryland Law	MD Law	Ch 1 - 3		
Evening		Maryland Law		Ch 4 - 8		
		Homework				Ch 1 - 8
7/14/2026	14	Maryland Law	MD Law	Ch 9 - 14		
Tuesday		Maryland Ethics				
Evening		Homework				Ch 9 - 14
7/16/2026	15	MARYLAND LAW EXAM	MD Law	PSI Handout		MD Law Exam
Thursday		Review for National Final Exam				
Evening		Review for MD Law Final Exam				
Fri/Sat	16	RECORDING - Google Drive				
		<i>Review of MID-TERMS 1, 2 and 3 - for Final Exam</i>				
7/20/2026	17	What happens after the final exam and PSI Exam				
Monday		Review for Final Exam - National and State				
7/21/2026	18	FINAL EXAMS				
Tuesday		MD State Exam - 30 Mins				
Evening		NATIONAL Exam - 90 Mins				