



Salesperson's Prelicense Course

Day Classes

SALESPERSON'S PRE-LICENSE COURSE SYLLABUS
Atlanta Day Class: January 5, 2011 – February 4, 2011
Instructor: Mark Schneider

| DATE | SESSION | HOMEWORK ASSIGNMENT |
|-------------------|---|---|
| Wednesday 1/5 | Administrative Procedures Chapter 1 – Intro To Real Estate Chapter 2 – Nature of Real Property | Read Chap 3 Review Study Guide Ch. 2 |
| Thursday 1/6 | Chapter 3 – Ownership | Read Chaps 5 & 6 Review Study Guide Ch. 3 |
| Friday 1/7 | Chapter 5 – Encumbrances Chapter 6 – Public Restrictions On Land | Read Chaps 4 & 7 Review Study Guide Ch. 5 & 6 |
| Thursday 1/13 | Chapter 4 - Transfer Chapter 7 – Civil Rights and Fair Housing | Read Chapters 8 Chapter 10 (Pages 226-238, 252-256) Review Study Guide Ch. 4 & 7 |
| Friday 1/14 | Chapter 8 – Real Estate Agency Law Chapter 10 – Listing & Buyer Agency Agreements Pages 226-238, 252-256) | Read Chap 9 Chapter 10 (Pages 239-252, 257-263) Review Study Guide Ch.8&10 |
| Tuesday 1/18 | Chapter 9 – Contract Law Chapter 10 – Purchase & Sale Contracts Pages 239-252, 257-263 | Read Chap 11 Review Study Guide Ch. 9&10 |
| Wednesday 1/19 | Chapter 11 – Property Management and Lease Law | Read Chap 14 Review Study Guide Ch. 11 |
| Thursday 1/20 | Midterm Chapter 14 – Real Estate Appraisal | Read Chap 12 Review Study Guide Ch. 14 |
| Monday 1/24 | Complete Chapter 14 Chapter 12 – Principles of Real Estate Financing | Read Chap 13 Review Study Guide Ch. 12 |
| Tuesday 1/25 | Chapter 13 – Applying for a Mortgage Loan | Read Chap 15 Review Study Guide Ch. 13 |
| Thursday 1/27 | Chapter 15 – Closing Real Estate Transactions | Read Chap 18 Review Study Guide Ch. 15 |
| Friday 1/28 | Chapter 15 (Continued) Chapter 18 – Georgia Real Estate License Law | Review Study Guide Chap 18 |
| Monday 1/31 | Chapter 18 (Continued) Real Estate Math Exam Review | Study!! |
| 2/1 & 2/2 | Cram Course – Highly Recommended Tuesday/Wednesday \$60.00 Fee | |
| Friday 2/4 | Final Exam – 9:00-1:00 P.M. | |

SALESPERSON'S PRE-LICENSE COURSE SYLLABUS
Atlanta Day Class: February 8, 2011 – March 7, 2011
 Instructor: Mark Schneider

| DATE | SESSION | HOMEWORK ASSIGNMENT |
|------------------|---|---|
| Tuesday 2/8 | Administrative Procedures Chapter 1 – Intro To Real Estate Chapter 2 – Nature of Real Property | Read Chap 3 Review Study Guide Ch. 2 |
| Wednesday 2/9 | Chapter 3 – Ownership | Read Chaps 5 & 6 Review Study Guide Ch. 3 |
| Thursday 2/10 | Chapter 5 – Encumbrances Chapter 6 – Public Restrictions On Land | Read Chaps 4 & 7 Review Study Guide Ch. 5 & 6 |
| Monday 2/14 | Chapter 4 - Transfer Chapter 7 – Civil Rights and Fair Housing | Read Chapters 8 Chapter 10 (Pages 226-238, 252-256) Review Study Guide Ch. 4 & 7 |
| Tuesday 2/15 | Chapter 8 – Real Estate Agency Law Chapter 10 – Listing & Buyer Agency Agreements Pages 226-238, 252-256) | Read Chap 9 Chapter 10 (Pages 239-252, 257-263) Review Study Guide Ch.8&10 |
| Thursday 2/17 | Chapter 9 – Contract Law Chapter 10 – Purchase & Sale Contracts Pages 239-252, 257-263 | Read Chap 11 Review Study Guide Ch. 9&10 |
| Friday 2/18 | Chapter 11 – Property Management and Lease Law | Read Chap 14 Review Study Guide Ch. 11 |
| Monday 2/21 | Midterm Chapter 14 – Real Estate Appraisal | Read Chap 12 Review Study Guide Ch. 14 |
| Tuesday 2/22 | Complete Chapter 14 Chapter 12 – Principles of Real Estate Financing | Read Chap 13 Review Study Guide Ch. 12 |
| Thursday 2/24 | Chapter 13 – Applying for a Mortgage Loan | Read Chap 15 Review Study Guide Ch. 13 |
| Monday 2/28 | Chapter 15 – Closing Real Estate Transactions | Read Chap 18 Review Study Guide Ch. 15 |
| Tuesday 3/1 | Chapter 15 (Continued) Chapter 18 – Georgia Real Estate License Law | Review Study Guide Chap 18 |
| Thursday 3/3 | Chapter 18 (Continued) Real Estate Math Exam Review | Study!! |
| 3/5 & 3/6 | Cram Course – Highly Recommended Saturday/Sunday \$60.00 Fee | |
| Monday 3/7 | Final Exam – 9:00-1:00 P.M. | |



Salesperson's Prelicense Course

Evening Classes

THE SALESPERSON'S PRE-LICENSE COURSE SYLLABUS

Atlanta Evenings Only: January 10, 2011 – February 28, 2011

Instructor: Ennis Antoine

| DATE | SESSION | READING ASSIGNMENT |
|-------------------|---|--------------------------------------|
| Thursday 1/13 | Administrative Procedures... Chapter 1: Intro To Real Estate | Chapter 2 |
| Tuesday 1/18 | Chapter 2: Nature Of Real Property | Chapter 3 |
| Wednesday 1/19 | Chapter 3: Ownership | Chapters 4 |
| Thursday 1/20 | Chapter 4: Transferring Ownership | Chapters 5 |
| Monday 1/24 | Chapter 5: Encumbrances | Chapter 6 & 7 |
| Tuesday 1/25 | Chapter 6: Public Restrictions On Land Chapter 7: Civil Rights and Fair Housing | Chapters 8 |
| Thursday 1/27 | Chapter 8: Real Estate Agency Law | Chapter 10 (pgs 226-238, 252-256) |
| Monday 1/31 | Chapter 10: Listing & Buyer Agreements Pages 226-238, 252-256 | Chapter 9 |
| Tuesday 2/1 | Chapter 9: Contract Law | Chapter 10 (pgs 239-252, 257-263) |
| Thursday 2/3 | Chapter 10: Contracts Pages 239-252, 257-263 | Chapter 11 |
| Saturday 2/5 | Chapter 11: Property Management and Lease Law | Study for Midterm |
| Saturday 2/5 | Midterm | Chapter 12 |
| Monday 2/7 | Chapter 12: Principles of Real Estate Financing | Chapters 13 |
| Tuesday 2/8 | Chapter 13: Applying for a Mortgage Loan | Chapter 14 |
| Thursday 2/10 | Finance Review Chapter 14: Real Estate Appraisal | |
| Monday 2/14 | Chapter 14: Real Estate Appraisal (Continued) | Chapter 15 |
| Tuesday 2/15 | Chapter 15: Closing Real Estate Transactions | Math Homework |
| Thursday 2/17 | Chapter 15: Closing Real Estate Transactions (Continued) | Chapter 18 |
| Monday 2/21 | Chapter 18: Georgia Real Estate License Law | |
| Tuesday 2/22 | Chapter 18: Georgia Real Estate License Law (Continued) | Chapter 19 |
| Wednesday 2/24 | Chapter 19: Real Estate Math, Course Review, Ethics & Evaluations | Review/Study! |
| 2/26 & 2/27 | CRAM COURSE – Highly Recommended Saturday/Sunday 9:00am-4:30pm \$60.00 Fee | |
| Monday 2/28 | Final Exam – 6:00 P.M. – 10:00 P.M. | |

THE SALESPERSON'S PRE-LICENSE COURSE SYLLABUS

Atlanta Evenings Only: March 7, 2011 – April 25, 2011

Instructor: Ennis Antoine

| DATE | SESSION | READING ASSIGNMENT |
|------------------|---|--------------------------------------|
| Monday 3/7 | Administrative Procedures... Chapter 1: Intro To Real Estate | Chapter 2 |
| Tuesday 3/8 | Chapter 2: Nature Of Real Property | Chapter 3 |
| Thursday 3/10 | Chapter 3: Ownership | Chapters 4 |
| Monday 3/14 | Chapter 4: Transferring Ownership | Chapters 5 |
| Tuesday 3/15 | Chapter 5: Encumbrances | Chapter 6 & 7 |
| Thursday 3/17 | Chapter 6: Public Restrictions On Land Chapter 7: Civil Rights and Fair Housing | Chapters 8 |
| Monday 3/21 | Chapter 8: Real Estate Agency Law | Chapter 10 (pgs 226-238, 252-256) |
| Tuesday 3/22 | Chapter 10: Listing & Buyer Agreements Pages 226-238, 252-256 | Chapter 9 |
| Thursday 3/24 | Chapter 9: Contract Law | Chapter 10 (pgs 239-252, 257-263) |
| Monday 3/28 | Chapter 10: Contracts Pages 239-252, 257-263 | Chapter 11 |
| Tuesday 3/29 | Chapter 11: Property Management and Lease Law | Study for Midterm |
| Thursday 3/31 | Midterm | Chapter 12 |
| Monday 4/4 | Chapter 12: Principles of Real Estate Financing | Chapters 13 |
| Tuesday 4/5 | Chapter 13: Applying for a Mortgage Loan | Chapter 14 |
| Thursday 4/7 | Finance Review Chapter 14: Real Estate Appraisal | |
| Monday 4/11 | Chapter 14: Real Estate Appraisal (Continued) | Chapter 15 |
| Tuesday 4/12 | Chapter 15: Closing Real Estate Transactions | Math Homework |
| Thursday 4/14 | Chapter 15: Closing Real Estate Transactions (Continued) | Chapter 18 |
| Monday 4/18 | Chapter 18: Georgia Real Estate License Law | |
| Tuesday 4/19 | Chapter 18: Georgia Real Estate License Law (Continued) | Chapter 19 |
| Thursday 4/21 | Chapter 19: Real Estate Math, Course Review, Ethics & Evaluations | Review/Study! |
| 4/23 & 4/24 | CRAM COURSE – Highly Recommended Saturday/Sunday 9:00am-4:30pm \$60.00 Fee | |
| Monday 4/25 | Final Exam – 6:00 P.M. – 10:00 P.M. | |



Salesperson's Prelicense Course

Weekend Classes

SALESPERSON'S PRE-LICENSE COURSE SYLLABUS
Atlanta Weekend Class: February 19, 2010 – April 9, 2011
 Instructor: Jeanette Nolan

| DATE | SESSION | READING ASSIGNMENT |
|------------------|--|---|
| Saturday 2/19 | Administrative Procedures Chapter 1 – Intro To Real Estate Chapter 2 – Nature of Real Property | Chapter 3 |
| Sunday 2/20 | Chapter 3 – Ownership | Chapters 4 & 5 |
| Saturday 2/26 | Chapter 4 – Transferring Ownership Chapter 5 – Encumbrances | Chapters 6 & 7 |
| Sunday 2/27 | Chapter 6 – Public Restrictions On Land Chapter 7 – Civil Rights and Fair Housing | Chapters 8 Chapter 10 (Pages 226-238, 252-256) |
| Saturday 3/5 | Chapter 8 – Real Estate Agency Law Chapter 10 – Listing Agreements Pages 226-238, 252-256) | Chapter 9 Chapter 10 (Pages 239-252, 257-263) |
| Sunday 3/6 | Chapter 9 – Contract Law Chapter 10 – Contracts Pages 239-252, 257-263 | Chapter 11 |
| Saturday 3/12 | Chapter 11 – Property Management and Lease Law | Chapter 12 & Study for Midterm |
| Sunday 3/13 | Midterm Chapter 12 – Principles of Real Estate Financing | Chapter 13 |
| Saturday 3/19 | Chapter 13 – Applying for a Mortgage Loan | Chapter 14 |
| Sunday 3/20 | Chapter 14 – Real Estate Appraisal | Chapter 15 |
| Saturday 3/26 | Chapter 15 – Closing Real Estate Transactions | Chapter 18 |
| Sunday 3/27 | Chapter 15 (Continued) Chapter 18 – Georgia Real Estate License Law | Chapter 19 |
| Saturday 4/2 | Chapter 18 (Continued) Chapter 19 – Real Estate Math, Course Review | Study!! |
| 4/3 & 4/9 | Cram Course – Highly Recommended Sunday/Saturday \$60.00 Fee | |
| Sunday 4/10 | Final Exam – 9:00-1:00 P.M. | |