



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.	