

# THE SALESPERSON'S PRE-LICENSE COURSE SYLLABUS

Gwinnett 8 Weeks Evenings Only: June 30, 2009 – August 18, 2009

Instructor: Bruce Harris

DATE	SESSION	READING ASSIGNMENT
Tuesday 6/30/09	Administrative Procedures... Chapter 1: Intro To Real Estate	Chapter 2
Wednesday 7/1/09	Chapter 2: Nature Of Real Property	Chapter 3
Thursday 7/2/09	Chapter 3: Ownership	Chapters 4
Tuesday 7/7/09	Chapter 4: Transferring Ownership	Chapters 5
Wednesday 7/8/09	Chapter 5: Encumbrances	Chapter 6 & 7
Thursday 7/9/09	Chapter 6: Public Restrictions On Land Chapter 7: Civil Rights and Fair Housing	Chapters 8
Tuesday 7/14/09	Chapter 8: Real Estate Agency Law	Chapter 10 (pgs 226-238, 252-256)
Wednesday 7/15/09	Chapter 10: Listing & Buyer Agreements Pages 226-238, 252-256	Chapter 9
Thursday 7/16/09	Chapter 9: Contract Law	Chapter 10 (pgs 239-252, 257-263)
Tuesday 7/21/09	Chapter 10: Contracts Pages 239-252, 257-263	Chapter 11
Wednesday 7/22/09	Chapter 11: Property Management and Lease Law	Study for Midterm
Thursday 7/23/09	Midterm	Chapter 12
Tuesday 7/28/09	Chapter 12: Principles of Real Estate Financing	Chapters 13
Wednesday 7/29/09	Chapter 13: Applying for a Mortgage Loan	Chapter 14
Thursday 7/30/09	Finance Review Chapter 14: Real Estate Appraisal	
Tuesday 8/4/09	Chapter 14: Real Estate Appraisal (Continued)	Chapter 15
Wednesday 8/5/09	Chapter 15: Closing Real Estate Transactions	Math Homework
Thursday 8/6/09	Chapter 15: Closing Real Estate Transactions (Continued)	Chapter 18
Tuesday 8/11/09	Chapter 18: Georgia Real Estate License Law	
Wednesday 8/12/09	Chapter 18: Georgia Real Estate License Law (Continued)	Chapter 19
Thursday 8/13/09	Chapter 19: Real Estate Math, Course Review, Ethics & Evaluations	Review/Study!
8/15/09 – 8/16/09	<b>CRAM COURSE</b> – Highly Recommended <b>Saturday/Sunday \$60.00 Fee</b>	
Tuesday 8/18/09	<b>Final Exam</b> – 6:00 – 10:00 P.M.	

# THE SALESPERSON'S PRE-LICENSE COURSE SYLLABUS

**Atlanta Weekend Class:** July 11, 2009 – August 30, 2009

Instructor: Paul Cross

DATE	SESSION	READING ASSIGNMENT
Saturday 7/11/09	Administrative Procedures Chapter 1 – Intro To Real Estate Chapter 2 – Nature of Real Property	Chapter 3
Sunday 7/12/09	Chapter 3 – Ownership	Chapters 4 & 5
Saturday 7/18/09	Chapter 4 – Transferring Ownership Chapter 5 – Encumbrances	Chapters 6 & 7
Sunday 7/19/09	Chapter 6 – Public Restrictions On Land Chapter 7 – Civil Rights and Fair Housing	Chapters 8 Chapter 10 (Pages 226-238, 252-256)
Saturday 7/25/09	Chapter 8 – Real Estate Agency Law Chapter 10 – Listing Agreements Pages 226-242	Chapter 9 Chapter 10 (Pages 239-252, 257-263)
Sunday 7/26/09	Chapter 9 – Contract Law Chapter 10 – Contracts Pages 243-257	Chapter 11
Saturday 8/1/09	Chapter 11 – Property Management and Lease Law	Chapter 12 & Study for Midterm
Sunday 8/2/09	Midterm Chapter 12 – Principles of Real Estate Financing	Chapter 13
Saturday 8/8/09	Chapter 13 – Applying for a Mortgage Loan	Chapter 14
Sunday 8/9/09	Chapter 14 – Real Estate Appraisal	Chapter 15
Saturday 8/15/09	Chapter 15 – Closing Real Estate Transactions	Chapter 18
Sunday 8/16/09	Chapter 15 (Continued) Chapter 18 – Georgia Real Estate License Law	Chapter 19
Saturday 8/22/09	Chapter 18 (Continued) Chapter 19 – Real Estate Math, Course Review	Study!!
8/23/09 & 8/29/09	<b>CRAM COURSE – Highly Recommended</b> <b>Sunday/Saturday – \$60.00 Fee</b>	
Sunday 8/30/09	<b>Final Exam – 9:00-1:00 P.M.</b>	

# THE SALESPERSON'S PRE-LICENSE COURSE SYLLABUS

Atlanta 4 Week Day Class: July 15, 2009 – August 10, 2009

Instructor: Mark Schneider

DATE	SESSION	HOMEWORK ASSIGNMENT
Wednesday 7/15/09	Administrative Procedures Chapter 1 – Intro To Real Estate Chapter 2 – Nature of Real Property	Read Chap 3 Review Study Guide Ch. 2
Thursday 7/16/09	Chapter 3 – Ownership	Read Chaps 4 & 5 Review Study Guide Ch. 3
Friday 7/17/09	Chapter 4 – Transferring Ownership Chapter 5 – Encumbrances	Read Chaps 6 & 7 Review Study Guide Ch. 4&5
Monday 7/20/09	Chapter 6 – Public Restrictions On Land Chapter 7 – Civil Rights and Fair Housing	Read Chapters 8 Chapter 10 (Pages 226-238, 252-256) Review Study Guide Ch. 6&7
Tuesday 7/21/09	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 7/23/09	Chapter 9 – Contract Law Chapter 10 – Purchase & Sale Contracts Pages 239-252, 257-263	Read Chap 11 Review Study Guide Ch. 9&10
Friday 7/24/09	Chapter 11 – Property Management and Lease Law	Read Chap 12 Review Study Guide Ch. 11
Monday 7/27/09	Midterm Chapter 12 – Principles of Real Estate Financing	Read Chap 13 Review Study Guide Ch. 12
Tuesday 7/28/09	Chapter 13 – Applying for a Mortgage Loan	Read Chap 14 Review Study Guide Ch. 13
Thursday 7/30/09	Chapter 14 – Real Estate Appraisal	Read Chap 15 Review Study Guide Ch. 14
Friday 7/31/09	Chapter 15 – Closing Real Estate Transactions	Read Chap 18 Review Study Guide Ch. 15
Monday 8/3/09	Chapter 15 (Continued) Chapter 18 – Georgia Real Estate License Law	Review Study Guide Chap 18
Tuesday 8/4/09	Chapter 18 (Continued) Real Estate Math Exam Review	Study!!
8/6/09 – 8/7/09	<b>Cram Course – Highly Recommended</b> <b>Thursday/Friday \$60.00 Fee</b>	
Monday 8/10/09	<b>Final Exam – 9:00-1:00 P.M.</b>	

# THE SALESPERSON'S PRE-LICENSE COURSE SYLLABUS

**Glenridge 7 Weeks Evenings Only:**

July 20, 2009 – September 8, 2009

Instructor: Ennis Antoine

DATE	SESSION	READING ASSIGNMENT
Monday 7/20/09	Administrative Procedures... Chapter 1: Intro To Real Estate	Chapter 2
Tuesday 7/21/09	Chapter 2: Nature Of Real Property	Chapter 3
Thursday 7/23/09	Chapter 3: Ownership	Chapters 4
Monday 7/27/09	Chapter 4: Transferring Ownership	Chapters 5 & 6
Tuesday 7/28/09	Chapter 5: Encumbrances	Chapter 7
Thursday 7/30/09	Chapter 6: Public Restrictions On Land Chapter 7: Civil Rights and Fair Housing	Chapters 8
Monday 8/3/09	Chapter 8: Real Estate Agency Law	Chapter 10 (pgs 226-238, 252-256)
Tuesday 8/4/09	Chapter 10: Listing & Buyer Agreements Pages 226-238, 252-256	Chapter 9
Thursday 8/6/09	Chapter 9: Contract Law	Chapter 10 (pgs 239-252, 257-263)
Monday 8/10/09	Chapter 10: Contracts Pages 239-252, 257-263	Chapter 11
Tuesday 8/11/09	Chapter 11: Property Management and Lease Law	Study for Midterm
Thursday 8/13/09	Midterm	Chapter 12
Monday 8/17/09	Chapter 12: Principles of Real Estate Financing	Chapters 13
Tuesday 8/18/09	Chapter 13: Applying for a Mortgage Loan	Chapter 14
Thursday 8/20/09	Finance Review Chapter 14: Real Estate Appraisal	
Monday 8/24/09	Chapter 14: Real Estate Appraisal (Continued)	Chapter 15
Tuesday 8/25/09	Chapter 15: Closing Real Estate Transactions	Math Homework
Thursday 8/27/09	Chapter 15: Closing Real Estate Transactions	Chapter 18
Monday 8/31/09	Chapter 18: Georgia Real Estate License Law	
Tuesday 9/1/09	Chapter 18: Georgia Real Estate License Law (Continued)	Chapter 19
Thursday 9/3/09	Chapter 19: Real Estate Math, Course Review, Ethics & Evaluations	Review/Study!
9/5/06 – 9/6/09	<b>CRAM COURSE – Highly Recommended Mon/Tue/Thu, 6pm-10pm \$60.00 Fee</b>	
Tuesday 9/8/09	<b>Final Exam – 6:00–10:00 P.M.</b>	

**THE SALESPERSON'S PRE-LICENSE COURSE SYLLABUS**  
**Gwinnett 4 Week Day Class: August 3, 2009 – August 31, 2009**  
**Instructor: Jeanette Nolan**

<b>DATE</b>	<b>SESSION</b>	<b>READING ASSIGNMENT</b>
Monday 8/3/09	Administrative Procedures Chapter 1 – Intro To Real Estate Chapter 2 – Nature of Real Property	Chapter 3
Tuesday 8/4/09	Chapter 3 – Ownership	Chapters 4 & 5
Thursday 8/6/09	Chapter 4 – Transferring Ownership Chapter 5 – Encumbrances	Chapters 6 & 7
Friday 8/7/09	Chapter 6 – Public Restrictions On Land Chapter 7 – Civil Rights and Fair Housing	Chapters 8 Chapter 10 (Pages 226-238, 252-256)
Monday 8/10/09	Chapter 8 – Real Estate Agency Law Chapter 10 – Listing Agreements Pages 226-238, 252-256)	Chapter 9 Chapter 10 (Pages 239-252, 257-263)
Tuesday 8/11/09	Chapter 9 – Contract Law Chapter 10 – Contracts Pages 239-252, 257-263	Chapter 11
Thursday 8/13/09	Chapter 11 – Property Management and Lease Law	Chapter 12 & Study for Midterm
Friday 8/14/09	Midterm Chapter 12 – Principles of Real Estate Financing	Chapter 13
Monday 8/17/09	Chapter 13 – Applying for a Mortgage Loan	Chapter 14
Tuesday 8/18/09	Chapter 14 – Real Estate Appraisal	Chapter 15
Thursday 8/20/09	Chapter 15 – Closing Real Estate Transactions	Chapter 18
Friday 8/21/09	Chapter 15 (Continued) Chapter 18 – Georgia Real Estate License Law	Chapter 19
Monday 8/24/09	Chapter 18 (Continued) Chapter 19 – Real Estate Math, Course Review	Study!!
8/26/09 & 8/27/09	<b>Cram Course – Highly Recommended</b> <b>Thursday/Friday – 60.00 Fee</b>	
Monday 8/31/09	<b>Final Exam – 9:00-1:00 P.M.</b>	