



75 HOUR REAL ESTATE SALESPERSON CLASS

VIRTUAL CLASS – 2 week class - 8:30AM-4:30PM

Monday August 17th - Introduction/ Orientation, Chapters 1, 2, 3, 4, (Handout – Student Information Form, PSI Booklet, Zoom Protocol, Barron’s Dictionary, Calculator, Identogo, dodon’t, badad) (Lab - REC website- enforcement activities, licensing information, LexisNexis research of NJAC and NJSA)

Tuesday August 18th - Chapters 5, 6, 7, 8, 9, (Lab – Types of Tenancy, PanAm building,)

Wednesday August 19th - Chapters 10, 11, 12, 13, (Lab)(Handout – Letter of Intent, Offer with love, Deeds)

Thursday August 20th - Chapters 14, 15, 16, 17, (Lab-Video clip The Big Short) (Handout- FICO, Otteau, BPO, CD, HUD1)

Friday August 21th – Chapter 18, 19, 20, 21, (Lab)

Monday August 24th – Chapter 22 (Math), Appendix A (Ethics), (Lab-You Tube Math Videos)

Tuesday August 25th – Vocabulary, Review, (Lab) (Handout-Glossary)

Wednesday August 26th – TEST 8:30AM-12:30PM, Test review

1:00PM-4:30PM Thursday August 27th – Review (Lab)

(Handout-Interview questions)

Friday August 28th – TEST 8:30 AM-12:30 PM (for those who didn’t pass on Wednesday) All others 9:00-AM-12:00 noon

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Labs/Handouts: consist of discussions using handouts, visiting websites, short video clips

Classroom eBook: Essentials of New Jersey Real Estate, 13th Edition, Lank and Sobeck, 2017 Kaplan, Inc. (Distributed by DF Institute, d/b/a Dearborn Real Estate Education La Crosse, WI)

Recommended: Barron’s Dictionary of Real estate Terms, 9th Edition, Friedman, et.al, 2017, Barron’s Educational Series, New York, NY

Zoom Study Groups are encouraged.

Use of the Quizlet App is recommended (Use NJ Real Estate Salesperson topics)

Director/Instructor: Jeffrey Fetzko, BSW, MSW, LSW, ACSW, ePRO, ABR, SRES

908-581-5021 jfetzko@fetzko.com | Central Jersey Real Estate Institute cjrei.com