



75 HOUR REAL ESTATE SALESPERSON CLASS

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

Monday November 30th - 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 December 01th - Chapters 5, 6, 7, 8, 9, (Lab – Types of Tenancy, PanAm building,)

Wednesday December 02th - Chapters 10, 11, 12, 13, (Lab)(Handout – Letter of Intent, Offer with love, Deeds)

Thursday December 03th - Chapters 14, 15, 16, 17, (Lab-Video clip The Big Short) (Handout- FICO, Otteau, BPO, CD, HUD1)

Friday December 04th – Chapter 18, 19, 20, 21, (Lab)

Monday December 07th – Chapter 22 (Math), Appendix A (Ethics), (Lab-You Tube Math Videos)

Tuesday December 08th – Vocabulary, Review, (Lab) (Handout-Glossary)

Wednesday December 09th – TEST 8:30AM-12:30PM, Test review

1:00PM-4:30PM Thursday December 10th – Review (Lab)

(Handout-Interview questions)

Friday December 11th – 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 Sobek, 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

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