



## 75 HOUR REAL ESTATE SALESPERSON CLASS

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

Monday October 12<sup>th</sup> - 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 October 13<sup>th</sup> - Chapters 5, 6, 7, 8, 9, (Lab – Types of Tenancy, PanAm building,)

Wednesday October 14<sup>th</sup> - Chapters 10, 11, 12, 13, (Lab)(Handout – Letter of Intent, Offer with love, Deeds)

Thursday October 15<sup>th</sup> - Chapters 14, 15, 16, 17, (Lab-Video clip The Big Short) (Handout- FICO, Otteau, BPO, CD, HUD1)

Friday October 16<sup>th</sup> – Chapter 18, 19, 20, 21, (Lab)

Monday October 19<sup>th</sup> – Chapter 22 (Math), Appendix A (Ethics), (Lab-You Tube Math Videos)

Tuesday October 20<sup>th</sup> – Vocabulary, Review, (Lab) (Handout-Glossary)

Wednesday October 21<sup>th</sup> – TEST 8:30AM-12:30PM, Test review

1:00PM-4:30PM Thursday October 22<sup>th</sup> – Review (Lab)

(Handout-Interview questions)

Friday October 23<sup>th</sup> – 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, 13<sup>th</sup> Edition, Lank and Soback, 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, 9<sup>th</sup> 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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