



75 HOUR REAL ESTATE SALESPERSON CLASS

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

Monday December 6 th - Introduction/ Orientation, Chapters 1, 2 (Handout – Student Information Form, Sign-In sheet, 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 7th -4, 5, 6 (Lab/Handout – Types of Tenancy, Pan Am building, Vosages, Catacombs)

Wednesday December 08th- Chapters 7, 8, 9, 10 (Lab/Handout – Letter of Intent, Offer with love, Deeds)

Thursday December 09th- Chapters 11, 12, 13, 14) (Handout- FICO, CMA, Otteau, BPO, CD, HUD1) (Lab-Video - Big Short <https://www.youtube.com/watch?v=3hG4X5iTK8M>)

Friday December 10th– Chapter 15, 16, 17, 18, 19 (Handout – Math)

Monday December 13 th – Chapter 20, 21, 22 (Math), Appendix A (Ethics), (Lab/Math Handout, Donaldson Math Circle (Mnemonic) YouTube <https://www.youtube.com/watch?v=4KXy4ymIC5E>)

Tuesday December 14 th – Vocabulary, Review, (Handout-Glossary)

Wednesday December 15 th – *TEST* 8:30AM-12:30PM, Test review 1:00PM-4:30PM

Thursday December 16 th – Review (Lab) (Handout-Interview questions) Real world of real estate: ICA, virtual offices, coaching, training, time blocking, guest speakers.

Friday December 17 th –*TEST* 8:30 AM-12:30 PM (for those who didn’t pass on Wednesday) All others Zoom meeting 9:00-AM-12:00 noon (Zoom will be open until 2:00PM. Final Check-In, file completion.

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

Required Text (eBook provided): Essentials of New Jersey Real Estate, 14th Edition, Lank and Sobek, https://portal.recampus.com/re/dearbornbookstore/store/portalcheckout/browse/RE_WHOLESALE_BK_STORE/565521?productlevel=BOOKSTORE_PRE_LICENSE&search=new+jersey&category=AUDIO&field=t&pagenum=0&rowCount=10&pagenum=0&rowCount=10

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

Zoom Study Groups and use of the Quizlet App is recommended (Use NJ Real Estate Salesperson topics)

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

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