



75 HOUR REAL ESTATE SALESPERSON CLASS

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

Monday July 12th - 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 July 13th 4, 5, 6 (Lab/Handout – Types of Tenancy, Pan Am building, Vosages, Catacombs)

Wednesday July 14th- Chapters 7, 8, 9, 10 (Lab/Handout – Letter of Intent, Offer with love, Deeds)

Thursday July 15th - Chapters 11, 12, 13, 14) (Handout- FICO, CMA, Otteau, BPO, CD, HUD1) (Lab-Video - Big Short <https://www.youtube.com/watch?v=3hG4X5iTK8M>)

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

Monday July 19 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 July 20th – Vocabulary, Review, (Handout-Glossary)

Wednesday July 21th– *TEST* 8:30AM-12:30PM, Test review 1:00PM-4:30PM

Thursday July 22th– Review (Lab) (Handout-Interview questions) Real world of real estate: ICA, virtual offices, coaching, training, time blocking, guest speakers.

Friday July 23th–*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_BKSTORE/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

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