



75 HOUR REAL ESTATE SALESPERSON CLASS

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

Monday June 07 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 June 08 th, 4, 5, 6 (Lab/Handout – Types of Tenancy, Pan Am building, Vosages, Catacombs)

Wednesday June 09th- Chapters 7, 8, 9, 10 (Lab/Handout – Letter of Intent, Offer with love, Deeds)

Thursday June 10th - Chapters 11, 12, 13, 14) (Handout- FICO, CMA, Otteau, BPO, CD, HUD1) (Lab-Video - Big Short <https://www.youtube.com/watch?v=3hG4X5iTK8M>)

Friday June 11th– Chapter 15, 16, 17, 18, 19 (Handout – Math)

Monday June 14 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 June 15 th – Vocabulary, Review, (Handout-Glossary)

Wednesday June 16 th– *TEST* 8:30AM-12:30PM, Test review 1:00PM-4:30PM

Thursday June 17 th – Review (Lab) (Handout-Interview questions) Real world of real estate: ICA, virtual offices, coaching, training, time blocking, guest speakers.

Friday June 18 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_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

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