



## 75 HOUR REAL ESTATE SALESPERSON CLASS

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

Monday November 8 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 November 9 th -4, 5, 6 (Lab/Handout – Types of Tenancy, Pan Am building, Vosages, Catacombs)

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

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

Friday November 12th – Chapter 15, 16, 17, 18, 19 (Handout – Math)

Monday November 15 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 November 16 th – Vocabulary, Review, (Handout-Glossary)

Wednesday November 17 th – \*TEST\* 8:30AM-12:30PM, Test review 1:00PM-4:30PM

Thursday November 18 th– Review (Lab) (Handout-Interview questions) Real world of real estate: ICA, virtual offices, coaching, training, time blocking, guest speakers.

Friday November 19 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, 14<sup>th</sup> 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](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, 9<sup>th</sup> 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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