



75 HOUR REAL ESTATE SALESPERSON CLASS

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

Monday October 18th - 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 October 19th -4, 5, 6 (Lab/Handout – Types of Tenancy, Pan Am building, Vosages, Catacombs)

Wednesday October 20th- Chapters 7, 8, 9, 10 (Lab/Handout – Letter of Intent, Offer with love, Deeds)

Thursday October 21th- Chapters 11, 12, 13, 14) (Handout- FICO, CMA, Otteau, BPO, CD, HUD1) (Lab-Video - Big Short <https://www.youtube.com/watch?v=3hG4X5iTK8M>)

Friday October 22th– Chapter 15, 16, 17, 18, 19 (Handout – Math)

Monday October 25th– Chapter 20, 21, 22 (Math), Appendix A (Ethics), (Lab/Math Handout, Donaldson Math Circle (Mnemonic) YouTube <https://www.youtube.com/watch?v=4KXy4ymIC5E>)

Tuesday October 26th– Vocabulary, Review, (Handout-Glossary)

Wednesday October 27th – *TEST* 8:30AM-12:30PM, Test review 1:00PM-4:30PM

Thursday October 28th– Review (Lab) (Handout-Interview questions) Real world of real estate: ICA, virtual offices, coaching, training, time blocking, guest speakers.

Friday October 29th–*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_BOOKSTORE/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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