



**75 HOUR REAL ESTATE SALESPERSON CLASS
VIRTUAL CLASS – EVENINGS (PT)**

Flexible Start Dates • Start Anytime • Monday through Thursday 6 PM to 10 PM

Day	Daily Content Covered	Hours
Monday, October 19th 2020	Chapter 10 – Listing Agreements Chapter 11 – Real Estate Contracts	4
Tuesday, October 20th 2020	Chapter 12 – Leases: Landlord and Tenant	4
Wednesday , October 21st 2020	Chapter 13 – Mortgages Chapter 14 – Financing I: Conventional, FHA and VA Loans	4
Thursday , October 22nd 2020	Chapter 15 – Financing II: Primary and Secondary Markets Review Quiz – Chapters 9 through 15 Chapter 16 - Appraisal	4
Monday , October 26th 2020	Chapter 17 – Investment and Business Brokerage Chapter 18 – Subdivision & Development – Environmental Regulations	4
Tuesday , October 27th 2020	Chapter 19 – Legal Descriptions and Deeds Chapter 20 – Transfer of Title	4
Wednesday , October 28th 2020	Chapter 21 – Public Records, Titles and Chapter 22 – Real Estate Mathematics	4
Thursday , October 29th 2020	Guest Speakers, Review and Testing.	4
Monday , November 02nd 2020	Guest Speakers, Review and Testing.	4
Tuesday, November 03rd 2020	Chapter 1 – Real Estate Licensing	4
Wednesday , November 04th 2020	Chapter 2 – Commission Rules and Regulations	4
Thursday , November 05th 2020	Chapter 3 – Agency, Brokerage and Ethical Considerations	4
Monday , November 09th 2020	Chapter 4 – Fair Housing Chapter 5 – What Is Real Estate?	4
Tuesday , November 10th 2020	Chapter 6 – Estates and Interests Chapter 7 – Ownership of Real Estate	4
Wednesday , November 11th 2020	Chapter 8 – Real Estate Taxes and Tax Aspects of Real Estate Ownership Chapter 9 – Land Use Regulations & Environmental Issues	4
	Floating Saturday Review	