



SYLLABUS - 75 HOUR REAL ESTATE SALESPERSON COURSE

(Classes meet via zoom Monday through Friday for two weeks - 8:30AM-4:30PM)

FIRST WEEK

1st Monday – Introduction, Orientation, Licensing, Rules and Regulations: Chapters 1, 2 (Lank/Sobeck) (Handouts – Student Information Form, Sign-In sheet, PSI Booklet, Zoom Protocol, Identogo) (Lab – REC enforcement activities https://www.state.nj.us/dobi/division_rec/recdiscp.htm, licensing information https://www.state.nj.us/dobi/division_rec/licensing/reclie menu.htm, LexisNexis: NJAC and NJSA https://www.state.nj.us/dobi/division_rec)

1st Tuesday – Agency, Brokerage, Fair Housing, What is Real Estate, Interests in Real Estate: Chapters 3, 4, 5, 6 (Lank/Sobeck) (Handouts – Types of Tenancy (Kovats) p.205, Pan Am building, Vosages, Catacombs)

1st Wednesday – Ownership, Taxes, Land Use, Environmental, Listing, Deeds: Chapters 7, 8, 9, 10 (Lank/Sobeck) (Handouts – Deeds (Kovats) p 297, Letter of Intent, love letter)

1st Thursday – Contracts, Leases, Mortgages, Loans: Chapters 11, 12, 13, 14 (Lank/Sobeck) (Handout-FICO, CMA, Otteau, BPO, CD, HUD1) (Lab - Big Short <https://www.youtube.com/watch?v=3hG4X5iTK8M>)

1st Friday – Mortgage, Appraisal, Investments: Chapter 15, 16, 17 (Lank/Sobeck) (Handout – CAN SPAM RULE)

SECOND WEEK

2nd Monday – Math, Public Records, Title, Closings, Subdivision, Deeds: Chapters 18, 19, 20, 21 and (Lank/Sobeck), Handout – Math, Chapter 25 pp. 475-503 (Kovats), (Lab: Mnemonic Device <https://www.youtube.com/watch?v=4KXy4ymIC5E>)

2nd Tuesday – Vocabulary, Review, Ethics: Handout- Glossary, Chapter 29, pp.531-550, (Kovats), Appendix A – Ethics, (Lank/Sobeck)

2nd Wednesday – Review, Test Taking Strategies, Test 1: Class from 8:30AM-12:30PM, *TEST* from 1:30PM-4:30PM

2nd Thursday – Real Estate Career, Real world of real estate, ICA, virtual offices, coaching, training, time blocking, guest speakers: (Handout-Interview questions)

2nd Friday – Test 2 and Close out: *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, turn in timesheets.

Handouts are available in the “resource file” <https://www.fetzko.com/main/pages/cjrei.html>

Labs/Handouts: consist of discussions, handouts, exploring websites, short video clips

Required/Provided:

Essentials of New Jersey Real Estate, 14th Edition, DF Institute, La Crosse, WI, 2020, Lank/Sobeck, (ebook provided)

Principles and Practices of New Jersey Real Estate, 20th Edition, Kovco Publications, Maywood, NJ, 2017, Kovats, (handouts provided)

Recommended:

Barron’s Dictionary of Real estate Terms, 9th Edition, Friedman, et.al, 2017, Barron’s Educational Series, New York, NY, Optional purchase from 3rd party vendors.

Zoom Study Groups, Quizlet, Compucram, PrepAgent.com, Youtube for supplemental exam preparation (NJ Real Estate Salesperson topics)

Too Big to Fail, 2009, (Film) Andrew Ross Sorkin, HBO, (2007-2008 Housing/ Financial Crisis)

The Big Short, 2015, (Film) Adam McKay, George Randolph, Amazon Prime, (2007-2008 US Housing/ Financial Crisis)

Newsday Expose on Institutional Discrimination in Real Estate, (Film), Newsday

AFTER COMPLETING 75 HOUR CLASS AND PASSING THE IN CLASS TEST THE NEXT STEPS ARE:

1. SCHEDULE PSI TEST: <https://home.psiexams.com/#/home>
2. FILL OUT FINGERPRINT FORM (print and fill out form before scheduling):
https://www.state.nj.us/dobi/division_rec/licensing/forms/uniform_sales_051719_v1.pdf
3. SCHEDULE FINGERPRINT APPOINTMENT: <https://uenroll.identogo.com/>

Jeffrey Fetzko, BSW, MSW, LSW, ACSW, ePRO, ABR, SRES

CJREI Director/Instructor, Broker-Salesperson

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