

2021 Virtual Course - Salesperson Pre-Qualifying PM session. Jan. 19 - Feb. 18, 2021 5:30pm - 9:30pm						
SESSION	DATES	INSTRUCTOR	Topic	Chpt	Time	
1	1/19/21		License Law & Regulations	1	3	hrs
			Law of Agency	2	1	hr
2	1/20/21		Law of Agency	2	3.5	hrs
			Independent Contractor/Employee	19	0.5	hr
3	1/21/21		Agency Relationships & Disclosure	3	4	hrs
4	1/25/21		Agency Relationships & Disclosure	3	1	hr
			Estates & Interests	4	3	hrs
5	1/26/21		Licensee Safety (Ind Cont/Employee)	19	1	hr
			Liens & Easements	5	2.5	hrs
			Real Estate Mathematics	26	0.5	hr
6	1/28/21		Real Estate Instruments: Deeds	6	2.5	hrs
			Real Estate Instruments: Leases	7	1	hr
			Real Estate Mathematics	26	0.5	hr
7	1/29/21		Real Estate Instruments: Contracts	8	2	hrs
			Title & Closing Costs	9	2	hrs
8	2/1/21		Mortgage Basics	10	2.5	hrs
			Real Estate Finance	11	1.5	hrs
9	2/2/21		Real Estate Finance	11	1	hr
			Land-Use Regulations	13	3	hrs
10	2/3/21		Introduction to Construction	15	2.5	hrs
			Environmental Issues	18	1.5	hrs
11	2/4/21		Environmental Issues	18	1	hr
			Valuation Process	16	3	hrs
12	2/8/21		Human Rights and Fair Housing	17	4	hrs
13	2/9/21		Municipal Agencies	14	2	hrs
			Property Insurance	25	2	hrs
14	2/10/21		Taxes & Assessments	23	3	hrs
			Mortgage Brokerage	12	1	hr
15	2/11/21		Commercial & Investment Properties	21	4	hrs
16	2/15/21		Commercial & Investment Properties	21	4	hrs
17	2/16/21		Commercial & Investment Properties	21	2	hrs
			Property Management	22	2	hrs
18	2/17/21		Condominiums & Cooperatives	24	4	hrs
19	2/18/21		Income Tax Issues in RE Transactions	20	3	hrs
			Total		75	hrs
20	pending		Review and Final Examination	Exam	3	hrs
				Course	78	hrs

