



Salesperson Prelicense Course

FALL 2018

preliminary as of 2/8/2018 (subject to change)

Date		Time	Chapter/Description
Thursday	AUG 9	6:00-8:00	Orientation
Tuesday	AUG 14	6:00-10:00	Chapter 1: Property
Thursday	AUG 16	6:00-10:00	Chapter 2: Rights - Part 1
Tuesday	AUG 21	6:00-10:00	Chapter 2: Rights - Part 2
Thursday	AUG 23	6:00-10:00	Chapter 3: Ownership
Saturday	AUG 25	8:30-12:30	Chapter 5: Government - Part 1
		1:30-5:30	Chapter 5: Government - Part 2
Tuesday	AUG 28	6:00-10:00	Chapter 4: Transfer
Thursday	AUG 30	6:00-10:00	Chapter 6: Agency - Part 1
Tuesday	SEPT 4	6:00-10:00	Chapter 6: Agency - Part 2
Thursday	SEPT 6	6:00-10:00	Chapter 8: Contracts
Tuesday	SEPT 10	6:00-10:00	Chapter 10: Leases
Thursday	SEPT 13	6:00-10:00	Chapter 7: Agency Practical/Chapter 9: Contracts Pract.
Tuesday	SEPT 19	6:00-8:00	Chapter 9: Contracts Practical Cont'd
		8:00-10:00	MIDTERM
Thursday	SEPT 20	6:00-10:00	Chapter 12: Value
Saturday	SEPT 22	8:30-12:30	Chapter 14: Finance - Part 1
		1:30-5:30	Chapter 14: Finance - Part 2
Tuesday	SEPT 25	6:00-8:00	Chapter 11: Lease Practical/Chapter 13: Value Pract.
Thursday	SEPT 27	6:00-10:00	Chapter 16: Seller's Net
Tuesday	OCT 2	6:00-10:00	Chapter 17: Buyer's Cost
Thursday	OCT 4	NO CLASS	OUT OF TOWN
Tuesday	OCT 9	6:00-10:00	Chapter 18: License Law
Thursday	OCT 11	6:00-10:00	Chapter 19: Rules & Regulation
Tuesday	OCT 16	6:00-10:00	Chapter 20: Math Review
Thursday	OCT 18	6:00-10:00	Chapter 15: Finance Practical / Ethics / Safety
Saturday	OCT 20	8:30-5:30	Optional Cram Session
Sunday	OCT 21	8:30-5:30	Optional Cram Session
Tuesday	OCT 23	6:00-10:00	Final Exam (First Take)
Thursday	OCT 25	6:00-10:00	Final Exam (Re-Take if necessary)