



Salesperson Prelicense Course

SPRING 2019

preliminary as of 10/2018 (subject to change)

Date		Time	Chapter/Description
Tuesday	Feb 12	6:00-8:00	Orientation
Thursday	Feb 14	6:00-10:00	Chapter 1: Property
Tuesday	Feb 19	6:00-10:00	Chapter 2: Rights - Part 1
Thursday	Feb 21	6:00-10:00	Chapter 2: Rights - Part 2
Tuesday	Feb 26	6:00-10:00	Chapter 3: Ownership
Thursday	Feb 28	6:00-10:00	Chapter 4: Transfer
Saturday	Mar 2	8:30-12:30	Chapter 5: Government - Part 1
		1:30-5:30	Chapter 5: Government - Part 2
Tuesday	Mar 5	6:00-10:00	Chapter 6: Agency - Part 1
Thursday	Mar 7	6:00-10:00	Chapter 6: Agency - Part 2
Tuesday	Mar 12	6:00-10:00	Chapter 8: Contracts
Thursday	Mar 14	6:00-10:00	Chapter 10: Leases
Tuesday	Mar 19	6:00-10:00	Chapter 7: Agency Practical/Chapter 9: Contracts Pract.
Thursday	Mar 21	6:00-10:00	Chapter 9: Contracts Practical Cont'd
		8:00-10:00	MIDTERM
Tuesday	Mar 26	6:00-8:00	Chapter 12: Value
Thursday	Mar 28	6:00-10:00	Chapter 11: Lease Practical/Chapter 13: Value Pract.
Saturday	Mar 30	8:30-12:30	Chapter 14: Finance - Part 1
		1:30-5:30	Chapter 14: Finance - Part 2
Tuesday	Apr 2	6:00-8:00	Chapter 16: Seller's Net
Thursday	Apr 4	6:00-10:00	Chapter 17: Buyer's Cost
Tuesday	Apr 9	6:00-10:00	Chapter 18: License Law
Thursday	Apr 11	NO CLASS?	GREEA Symposium (this date might change)
Tuesday	Apr 16	6:00-10:00	Chapter 19: Rules & Regulation
Thursday	Apr 18	6:00-10:00	Chapter 20: Math Review
Tuesday	Apr 23	6:00-10:00	Chapter 15: Finance Practical / Ethics / Safety
Thursday	Apr 25	6:00-10:00	Possible shift if GREEA date changes...
Saturday	Apr 27	8:30-5:30	Optional Cram Session
Sunday	Apr 28	8:30-5:30	Optional Cram Session
Tuesday	Apr 30	6:00-10:00	Final Exam (First Take)
Thursday	May 2	6:00-10:00	Final Exam (Re-Take if necessary)