



# Salesperson Prelicense Course

FALL 2019

*preliminary as of 4/4/19 (subject to change)*

Date		Time	Chapter/Description
Tuesday	AUG 6	6:00-8:00	Orientation
Thursday	AUG 8	6:00-10:00	Chapter 1: Property
Tuesday	AUG 13	6:00-10:00	Chapter 2: Rights - Part 1
Thursday	AUG 15	6:00-10:00	Chapter 2: Rights - Part 2
Tuesday	AUG 20	6:00-10:00	Chapter 3: Ownership
Thursday	AUG 22	6:00-10:00	Chapter 4: Transfer
Saturday	AUG 24	8:30-12:30	Chapter 5: Government - Part 1
		1:30-5:30	Chapter 5: Government - Part 2
Tuesday	AUG 27	6:00-10:00	Chapter 6: Agency - Part 1
Thursday	AUG 29	6:00-10:00	Chapter 6: Agency - Part 2
Tuesday	SEPT 3	6:00-10:00	Chapter 8: Contracts
Thursday	SEPT 5	6:00-10:00	Chapter 10: Leases
Tuesday	SEPT 10	6:00-10:00	Chapter 7: Agency Practical/Chapter 9: Contracts Pract.
Thursday	SEPT 12	6:00-8:00	Chapter 9: Contracts Practical Cont'd
		8:00-10:00	MIDTERM
Tuesday	SEPT 17	6:00-10:00	Chapter 12: Value
Thursday	SEPT 19	6:00-10:00	Chapter 11: Lease Practical/Chapter 13: Value Pract.
Saturday	SEPT 21	8:30-12:30	Chapter 14: Finance - Part 1
		1:30-5:30	Chapter 14: Finance - Part 2
Tuesday	SEPT 24	6:00-10:00	Chapter 16: Seller's Net
Thursday	SEPT 26	6:00-10:00	Chapter 17: Buyer's Cost
Tuesday	OCT 1	6:00-10:00	Chapter 18: License Law
Thursday	OCT 3	NO CLASS	OUT OF TOWN
Tuesday	OCT 8	6:00-10:00	Chapter 19: Rules & Regulation
Thursday	OCT 10	6:00-10:00	Chapter 20: Math Review
Tuesday	OCT 15	6:00-10:00	Chapter 15: Finance Practical / Ethics / Safety
Saturday	OCT 19	8:30-5:30	Optional Cram Session
Sunday	OCT 20	8:30-5:30	Optional Cram Session
Tuesday	OCT 22	6:00-10:00	Final Exam (First Take)
Thursday	OCT 24	6:00-10:00	Final Exam (Re-Take if necessary)