

## PRE-LICENSE SALESPERSON SCHEDULE FOR 2012

All Classes Mandatory

6:00 to 9:00 PM

MATH MEETS 6-9 PM

SESSION/INSTRUCTOR	Class 1	Class 2	CLASS 3	CLASS 4	CLASS 5
1. TRACIE KESTER 1,5 MARY EATON 2,3,4	1/30	4/2	6/4	9/5	11/5
2. TRACIE KESTER 1,5 MARY EATON 2,3,4	2/1	4/4	6/6	9/6	11/7
3. MARY EATON	2/2	4/5	6/7	9/10	11/8
4. MARY EATON	2/6	4/9	6/11	9/12	11/14
5. MARY EATON	2/8	4/11	6/13	9/13	11/15
6. JIM NODURF 2,3,5 (MATH) ROLAND JOYAL 1, 4 (MATH)	2/9	4/12	6/14	9/19	11/19
7. GERALD BERG	2/13	4/18	6/18	9/20	11/26
8. JIM NODURF 2,3, 5 (MATH) ROLAND JOYAL 1,4 (MATH)	2/15	4/19	6/20	9/24	11/28
9. JIM NODURF 2,3, 5 (MATH) ROLAND JOYAL 1, 4 (MATH)	2/16	4/23	6/21	9/26	11/29
10. JIM NODURF 2,3, 5 (MATH) ROLAND JOYAL 1, 4 (MATH)	2/22	4/25	6/25	9/27	12/3
11. TRACIE KESTER 1,5 MARY EATON 2,3,4	2/23	4/26	6/27	10/1	12/5
12. TODD RATNER	2/27	4/30	6/28	10/3	12/6
13. TRACIE KESTER	Feb 29th	5/2	7/9	10/10	12/10
14. REALTOR® & RAPV STAFF	3/1	5/3	7/11	10/11	12/12

<u>Course Topic</u>
Ch. 1 & 2-- Intro to Course, Concepts of Property Estate in Land
Ch. 3-- Housing Types/Condos, Real Est/C&I Brokerage
Ch. 4 & 6-- Leases, Options, Deeds
Ch. 5-- Contracts (Listing Agreements, P&S Agreements), Statute of Frauds
Ch. 7-- Mortgages/ Financing
Ch. 13 thru 22-- Math
Ch. 1 (1-7), 10 (1, 3, 8, 9, 11), 11-- Consumer Protection, Fair Housing, Zoning & Building Codes, Sub-division & Plan
Ch.13 thru 22-- Math
Ch. 13 thru 22-- Math
Ch. 13 thru 22-- Math
Ch. 9-- Registry & Recording, Appraisal
Ch. 6, 8, 20, 21-- Broker Comm. & Fees, Ethics, Title & Closing
Ch. 12-- License Law, Bd of Regis. Rules, Environmental Protection, Licensing Requirements
License Exam Procedure

