



A REAL ESTATE SCHOOL.

CP 16081: 90 HOUR SALESPERSON PRE-LICENSE COURSE SCHEDULE

2024 20-DAY PRE-LICENSE SALES COURSE 01/22 TO 02/26/2024

DATE AND DAY TIME 6:00 pm	SESSION/SUBJECT 4.5 CREDIT HOURS PER SESSION 20 SESSIONS = 90 Hours	TEXTBOOK UNITS <i>Homework reference</i>	SESSION COMPLETED GRADE YOURSELF (NEED to STUDY?)	v A-B or C
<i>01/15 HOLIDAY: MARTIN LUTHER KING JR. DAY</i>				
Mon 01/22 6:00pm	SESSION 1 <i>Brokerage, Laws, ADRE Math: commissions</i>	Unit 1	SESSION COMPLETED	<input type="checkbox"/>
Tues 01/23 6:00pm	SESSION 2 <i>Real Property & the Law</i>	Unit 2	SESSION COMPLETED	<input type="checkbox"/>
Wed 01/24 6:00pm	SESSION 3 <i>Interests in Real Estate, Gov't Powers, & Encumbrances</i>	Unit 3	SESSION COMPLETED	<input type="checkbox"/>
Thurs 01/25 6:00pm	SESSION 4 4A: <i>Federal Regulations & Fair Housing</i> 4B: <i>Ownership</i>	Units 18 & 4	SESSION COMPLETED	<input type="checkbox"/>
Mon 01/29 6:00pm	SESSION 5: <i>Land Description and Math</i>	Unit 5	SESSION COMPLETED	<input type="checkbox"/>
Tues 01/30 6:00pm	SESSION 6 6A: <i>Title transfer, deeds, wills</i> 6B: <i>Title records</i>	Units 6 & 7	SESSION COMPLETED	<input type="checkbox"/>
Wed 01/31 6:00pm	SESSION 7: <i>Brokerage</i>	Unit 8	SESSION COMPLETED	<input type="checkbox"/>
Thurs 02/01 6:00pm	SESSION 8: <i>Agency</i>	Unit 9	SESSION COMPLETED	<input type="checkbox"/>
Mon 02/05 6:00pm	SESSION 9: <i>Client Agreements - Listings</i>	Unit 10	SESSION COMPLETED	<input type="checkbox"/>
Tues 02/06 6:00pm	SESSION 10 <i>Contracts</i>	Unit 11	SESSION COMPLETED	<input type="checkbox"/>
Wed 02/07 6:00PM	SESSION 11 <i>Taxes and Other Liens</i>	Unit 15	SESSION COMPLETED	<input type="checkbox"/>



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Thurs 02/08 6:00pm	SESSION 12 Finance	Unit 12	SESSION COMPLETED <input type="checkbox"/>
Mon 02/12 6:00pm	SESSION 13 Government Role in Financing	Unit 13	SESSION COMPLETED <input type="checkbox"/>
Tues 02/13 6:00pm	SESSION 14 Appraisal	Units 16	SESSION COMPLETED <input type="checkbox"/>
Wed 02/14 6:00pm	SESSION 15 Closings Valentine's Day	Unit 14	SESSION COMPLETED <input type="checkbox"/>
Thurs 02/15 6:00pm	SESSION 16 16A: Leases 16B: Property Management	Units 17 & 19	SESSION COMPLETED <input type="checkbox"/>
Monday 02/19 HOLIDAY: PRESIDENT'S DAY			
Tues 02/20 6:00pm	SESSION 17 17A: Land Use, Subdivision 17B: Environmental Issues	Units 20 & 21	SESSION COMPLETED <input type="checkbox"/>
Wed 02/21 6:00pm	SESSION 18 18A: Investing in Real Estate 18B: Math Solutions	Outline	SESSION COMPLETED <input type="checkbox"/>
Thurs 02/22 6:00pm	SESSION 19: AZ – AZ Administrative Code, AZ Law, HOAs, Timeshares, Title transfer, LEER	AZ Specific Outline	SESSION COMPLETED <input type="checkbox"/>
Mon 02/26 6:00pm	SESSION 20: AZ Specific: Water Rights, Environment, Math, Land Description, Subdivision	AZ Specific Outline	SESSION COMPLETED <input type="checkbox"/>
Tues & Wed 02/27 & 28 6:00pm	Optional Session: MUST HAVE Practice Quiz 50% ATTENDANCE Schedule Final School Exam	02/27&28/2024 Optional Session By Appointment only	Final Test OR Practice Test & Review