



Salesperson Qualifying Course Winter 2018

Time	Date	Topic	Instructor	CH.	Hrs.
9:00am-9:15am	Jan. 13	Orientation	Staff		0.25
9:15am-12:15pm		License Law and Regulations	Don Radke	1	3
12:45-4:45pm		Legal Issues: Estates & Interests	Tom Elleman	3	3
		Legal Issues: Liens and Easements	Tom Elleman	3	1
5:30-9:30pm	Jan. 16	Legal Issues: Liens and Easements	Tom Elleman	3	1.5
		Legal Issues: Deeds	Tom Elleman	4	2.5
5:30-8:30pm	Jan. 17	The Contract of Sale & Leases	Laurie Omans	5	3
5:30-8:30pm	Jan. 18	Legal Issues: Title & Closing Costs	Joe Nastri	4	2
		Real Estate Math		8	1
9:00am-3:30pm	Jan. 20	Real Estate Finance	Fran Carroll	6	5
5:30-9:30pm	Jan. 23	Law of Agency	Don Radke	2	4
5:30-8:30pm	Jan. 24	Law of Agency (cont)	Don Radke	2	3
5:30-8:30pm	Jan. 25	Law of Agency (cont)	Don Radke	2	3
9:00am-1:00pm	Jan. 27	Construction	Chris Teelin	11	2
		Licensee Safety	Chris Teelin	20	1
		Property Insurance	Chris Teelin	14	1
1:30-4:30pm		Valuation Process & Pricing Properties	Fran Carroll	12	3
5:30-9:30pm	Jan. 30	Environmental Issues	Chris Teelin	11	3
		Mortgage Brokerage		7	1
5:30-9:30pm	Jan. 31	Independent Contractor	Don Radke	2	1
		Land Use Regulations	Don Radke	9	3
5:30-9:30pm	Feb. 1	Condominiums & Cooperatives	Joe Nastri	16	4
9:00am-4:30pm	Feb. 3	Commercial & Investment Properties	Fran Carroll	17	7
5:30-8:30pm	Feb. 8	Taxes and Assessments	Don Radke	15	3
9:00am-4:30pm	Feb. 10	Commercial & Investment Properties	Fran Carroll	17	3
		Municipal Agencies	Dave Manzano	10	2
		Property Management	David Manzano	19	2
5:30-9:30pm	Feb. 13	Human Rights & Fair Housing	Laurie Omans	13	4
5:30-8:30pm	Feb. 15	Income Tax Issues In Real Estate Transactions	Don Radke	18	3
	Feb. 17	EXAM			10:00am - 12:30pm