



Salesperson Prelicense Course

Fall 2023 (LIVE-STREAM VIA ZOOM)

AS OF 05/30/23 - subject to change

Date		Time	Chapter/Description
TUESDAY	AUG 8	6:00PM-9:00PM	Orientation
THURSDAY	AUG 10	6:00PM-10:00PM	Chapter 1: Property
TUESDAY	AUG 15	6:00PM-10:00PM	Chapter 2: Rights - Part 1
THURSDAY	AUG 17	6:00PM-10:00PM	Chapter 2: Rights - Part 2
TUESDAY	AUG 22	6:00PM-10:00PM	Chapter 3: Ownership
THURSDAY	AUG 24	6:00PM-10:00PM	Chapter 4: Transfer
SATURDAY	AUG 26	8:30AM-12:30PM	Chapter 5: Government - Part 1
		1:30PM-5:30PM	Chapter 5: Government - Part 2
TUESDAY	AUG 29	6:00PM-10:00PM	Chapter 6: Agency - Part 1
THURSDAY	AUG 31	6:00PM-10:00PM	Chapter 6: Agency - Part 2
TUESDAY	SEPT 5	6:00PM-10:00PM	Chapter 8: Contracts
THURSDAY	SEPT 7	NO CLASS	GAR ANNUAL CONFERENCE
TUESDAY	SEPT 12	6:00PM-10:00PM	Chapter 10: Leases
THURSDAY	SEPT 14	6:00PM-10:00PM	Chapter 7: Agency Practical/Chapter 9: Contracts Pract.
TUESDAY	SEPT 19	6:00PM-8:00PM	Chapter 9: Contracts Practical Cont'd
		8:00PM - 10:00PM	MIDTERM
THURSDAY	SEPT 21	6:00PM-10:00PM	Chapter 12: Value
SATURDAY	SEPT 23	8:30-12:30	Chapter 14: Finance - Part 1
		1:30-5:30	Chapter 14: Finance - Part 2
TUESDAY	SEPT 26	6:00PM-10:00PM	Chapter 11: Lease Practical/Chapter 13: Value Pract.
THURSDAY	SEPT 28	NO CLASS	NAR C5 SUMMIT
TUESDAY	OCT 3	6:00PM-10:00PM	Chapter 16: Seller's Net
THURSDAY	OCT 5	6:00PM-10:00PM	Chapter 17: Buyer's Cost
TUESDAY	OCT 10	6:00PM-10:00PM	Chapter 18: License Law
THURSDAY	OCT 12	6:00PM-10:00PM	Chapter 19: Rules & Regulation
TUESDAY	OCT 17	6:00PM-10:00PM	Chapter 20: Math Review
THURSDAY	OCT 19	6:00PM-10:00PM	Chapter 15: Finance Practical / Ethics / Safety
Saturday	OCT 21	8:30-5:30	Optional (but highly recommended) Cram Session
Sunday	OCT 22	8:30-5:30	Optional (but highly recommended) Cram Session
MONDAY	OCT 23	6:00PM-10:00PM	Final Exam (First Take)
WEDNESDAY	OCT 25	6:00PM-10:00PM	Final Exam (Re-Take if necessary)

* PLEASE NOTE, CHAPTER DESIGNATION MAY CHANGE DUE TO REVISED EDITION OF TEXTBOOK BUT TOPICS WILL REMAIN THE SAME!