

MD Real Estate Brokers Principles & Practices

Course Information



Instructor(s)

Cindy B. Sinanan
MD, DC, & VA Broker

Dates

Module #2: 2/5 – 2/26/2024

Class Days & Times

Monday, Wednesday, Friday
5:00PM – 10:00PM
(1 Hour Dinner Break Included)

Refer to Our School Catalog for Our Policies & Procedures

COURSE SCHEDULE SYLLABUS – MODULE #2

No additional textbooks for this module. Workbooks & Handouts are provided a part of the course.

Session #	Date & Time	Topics	Units Covered
1	2/5/2024 (Mon) 5:00PM – 10:00PM	The Challenge of Change Leadership Management Skills Scenario & Analysis Based Discussion	Session 1 Worksheet
2	2/7/2024 (Wed) 5:00PM – 10:00PM	Communication & Decision Making Analyzing the Business Environment Analyzing the Market	Session 2 Worksheet
3	2/9/2024 (Fri) 5:00PM – 10:00PM	Quiz #1 Developing a Plan Scenario & Analysis Based Discussion Structuring the Organization Structuring Business Systems	Session #1 & 2 Session 3 Worksheet
4	2/12/2024 (Mon) 5:00PM – 10:00PM	MD Real Estate License Law & Regulation MD Law – Brokerage MD Law – Fair Housing	Session 4 Worksheet
5	2/14/2024 (Wed) 5:00PM – 10:00PM	MIDTERM Structuring the Finances	Session #1-4 Session 5 Worksheet
6	2/16/2024 (Fri) 5:00PM – 10:00PM	Business Policies and Procedures Marketing and Advertising Scenario & Analysis Based Discussion Practical & Legal Realities of Staffing	Session 6 Worksheet
	2/19/2024 (Mon)	PRESIDENTS DAY – NO CLASS	
7	2/21/2024 (Wed) 5:00PM – 10:00PM	Quiz #2 Recruiting, Selecting, and Hiring the Staff Professional Development Coaching Performance Scenario & Analysis Based Discussion	Session #5-6 Session 7 Worksheet
8	2/23/2024 (Fri) 5:00PM – 10:00PM	Critiquing Operations Managing Risk Scenario & Analysis Based Discussion	Session 8 Worksheet
9	2/26/2024 (Mon) 5:00PM – 10:00PM	MREC – Supervision Final Review & Examination	Handout All Sessions