



IMPACT
REAL ESTATE
EDUCATION

CLASS OF OCT '21

**SALESPERSON
PRE-LICENSING
COURSE**

OCTOBER • 2021



COURSE SCHEDULE

OCTOBER • 2021

WELCOME AND
INTRODUCTIONS

Tuesday 10/05/21
1:00 PM - 4:00 PM

1. INTRODUCTION TO THE
REAL ESTATE BUSINESS

Thursday 10/07/21
1:00 PM - 4:00 PM

2. REAL PROPERTY AND THE
LAW
3. INTERESTS IN REAL ESTATE

Tuesday 10/12/21
1:00 PM - 4:00 PM

4. FORMS OF REAL ESTATE
OWNERSHIP
5. LAND DESCRIPTION

Thursday 10/14/21
1:00 PM - 4:00 PM

6. TRANSFER OF TITLE
7. TITLE RECORDS



COURSE SCHEDULE

OCTOBER • 2021

8. REAL ESTATE BROKERAGE
9. REAL ESTATE AGENCY

Tuesday 10/19/21
1:00 PM - 4:00 PM

10. CLIENT REPRESENTATION
AGREEMENTS
11. REAL ESTATE CONTRACTS
MID TERM EXAM

Thursday 10/21/21
1:00 PM - 4:00 PM

12. REAL ESTATE FINANCING
13. GOVERNMENT INVOLVEMENT
IN REAL ESTATE FINANCING

Tuesday 10/26/21
1:00 PM - 4:00 PM

14. CLOSING THE REAL
ESTATE TRANSACTION
15. REAL ESTATE TAXES AND
OTHER LIENS

Thursday 10/28/21
1:00 PM - 4:00 PM



COURSE SCHEDULE

NOVEMBER • 2021

16. REAL ESTATE APPRAISAL
17. LEASES
RI GENERAL LAWS

Tuesday 11/02/21
1:00 PM - 4:00 PM

18. FAIR HOUSING
19. PROPERTY MANAGEMENT
20. LAND-USE CONTROLS &
PROPERTY DEVELOPMENT

Thursday 11/04/21
1:00 PM - 4:00 PM

21. ENVIRONMENTAL ISSUES &
THE REAL ESTATE
TRANSACTION
FINAL EXAM
45 HR. CERTIFICATION

Tuesday 11/09/21
1:00 PM - 4:00 PM