

FICKLING & COMPANY \ 2960 Riverside Drive, Macon, GA 31204

Course Name: Salesperson Prelicense

Course Syllabus

Course Code: 69242

Instructor: Cindy Loyd - cloyd@fickling.com - Cell: 478-361-4761

Course Date: 8/5/24 - 11/14/24 | Course Time: 6:00PM to 9PM

MONDAYS & THURSDAY EVENINGS

Class #	Hours	Day of Week	Date	Topic
1	3	MONDAY	8/5/2024	Orientation - Chapter 1 Property
2	3	THURSDAY	8/8/2024	Chapter 1 Property / Chapter 2 Rights
3	3	MONDAY	8/12/2024	Chapter 2 Rights
4	3	THURSDAY	8/15/2024	Chapter 3 Ownership / Chapter 4 Transfer
5	3	MONDAY	8/19/2024	Chapter 4 Transfer
6	3	THURSDAY	8/22/2024	Chapter 5 Government
7	3	MONDAY	8/26/2024	Chapter 5 Government
8	3	THURSDAY	8/29/2024	Agency Applications / Chapter 7 Contracts
		MONDAY	9/2/2024	NO CLASS - LABOR DAY
9	3	THURSDAY	9/5/2024	Chapter 5 Government / Chapter 6 Agency
		MONDAY	9/9/2024	NO CLASS - REALTOR CONFERENCE
		THURSDAY	9/12/2024	NO CLASS - REALTOR CONFERENCE
10	3	MONDAY	9/16/2024	Chapter 6 Agency / Chapter 7 Contracts
11	3	THURSDAY	9/19/2024	Chapter 7 Contracts
12	3	MONDAY	9/23/2024	Chapter 7 Contracts / Chapter 8 Leases
13	3	THURSDAY	9/26/2024	Chapter 8 Leases / Review for Mid-Term
14	3	MONDAY	9/30/2024	Review for Mid-Term / Chapter 10 Value
15	3	THURSDAY	10/3/2024	Mid-Term - Chapter 10 Value
16	3	MONDAY	10/7/2024	Chapter 11 Practical Applications / Chapter 12 Finance
17	3	THURSDAY	10/10/2024	Chapter 12 Finance
18	3	MONDAY	10/14/2024	Chapter 12 Finance
19	3	THURSDAY	10/17/2024	Chapter 13 Finance Practical / Chapter 14 Seller's Costs
20	3	MONDAY	10/21/2024	Chapter 14 Seller's Costs / Chapter 15 Buyer's Costs
21	3	THURSDAY	10/24/2024	Chapter 15 Buyer's Costs / Chapter 16 License Law
22	3	MONDAY	10/28/2024	Chapter 16 License Law
23	3	THURSDAY	10/31/2024	Chapter 17 Rules & Regulations
24	3	MONDAY	11/4/2024	Chapter 18 Math Review
25	3	THURSDAY	11/7/2024	Review for final
		MONDAY	11/11/2024	FINAL EXAM 1
		THURSDAY	11/14/2024	FINAL EXAM 2
	75	8:30-11:30	11/2/2024	MAKEUP CLASS ADDITIONAL FEE CHARGED \$75
		12:30-3:30	11/2/2024	MAKEUP CLASS ADDITIONAL FEE CHARGED \$75