

**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: 1/22/24 - 4/25/24 | Course Time: 6:00PM to 9PM**

**MONDAYS & THURSDAY EVENINGS**

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