

FICKLING & COMPANY \ 151 South Houston Lake Rd Warner Robins, GA 31088

Course Name: Salesperson Prelicense **Course Syllabus**

Course Code: 69242

Instructor: Beverly Savage / bsavage@fickling.com / 478-550-2933

Course Date: 8/5/24 - 11/4/24 Course Time: 6:00PM to 9PM

MONDAYS & THURSDAY EVENINGS

Class #	Hours	Day of Week	Date	Topic
1	3	MONDAY	05.08.2024	Orientation
2	3	THURSDAY	08.08.2024	Chapter 1 Property
3	3	MONDAY	12.08.2024	Chapter 2 Rights
4	3	THURSDAY	15.08.2024	Chapter 3 Ownership
5	3	MONDAY	19.08.2024	Chapter 4 Transfer
6	3	THURSDAY	22.08.2024	Chapter 5 Government
7	3	MONDAY	26.08.2024	Chapter 5 Government
8	3	THURSDAY	29.08.2024	Chapter 6 Agency
	0	MONDAY	02.09.2024	NO CLASS - LABOR DAY
9	3	THURSDAY	05.09.2024	Chapter 6 Agency
10	3	MONDAY	09.09.2024	Chapter 7 Contracts
11	3	THURSDAY	12.09.2024	Chapter 8 Leases
12	3	MONDAY	16.09.2024	Chapter 9 Contract Practical Applications
13	3	THURSDAY	19.09.2024	Catch up & Review for Mid Term
14	3	MONDAY	23.09.2024	Mid- Term Chapter 10 Value
15	3	THURSDAY	26.09.2024	Capter 10 Value & Chapter 11 Practical Application
16	3	MONDAY	30.09.2024	Chapter 12 Finance
17	3	THURSDAY	03.10.2024	Chapter 12 Finance Chapter 13 Finance Practical
18	3	MONDAY	07.10.2024	Chapter 14 Seller's Cost
19	3	THURSDAY	10.10.2024	Chapter 15 Buyer's Cost
20	3	MONDAY	14.10.2024	Chapter 16 License Law
21	3	THURSDAY	17.10.2024	Chapter 17 Rules & Regulations
22	3	MONDAY	21.10.2024	Chapter 18 Math Review
23	3	THURSDAY	24.10.2024	Chapter 17 Rules & Regulations
24	3	MONDAY	28.10.2024	Review for final
25	3	THURSDAY	31.10.2024	Review for final
		MONDAY	04.11.2024	FINAL EXAM 1
		THURSDAY	07.11.2024	FINAL EXAM 2
	75	8:30-11:30	19.10.2024	MAKEUP CLASS ADDITIONAL FEE CHARGED \$75
		12:30-3:30	19.10.2024	MAKEUP CLASS ADDITIONAL FEE CHARGED \$75

