

## LIVE VIRTUAL ZOOM MODULE ITINERARY

*(Subject to change: Please check for updates)*

**IMPORTANT INFORMATION:** Our classes are module formatted so each class is an isolated topic. Each module is independent of the other and can be taken in any order (day or night Zoom session), as needed for flexibility.

New students enter at one of three entry points. No matter your entry point, you will attend all 15 modules for a total of 60 hours of education. While course modules can be completed in a matter of weeks, **students do have a six-month enrollment period to attend all modules and successfully complete final course exam(s).**

### Tuesdays, Wednesdays and Thursdays

| Session Start Dates/<br>Student Entry | Modules    |  | Day Session<br>10:00 a.m. – 2:00 p.m.     | Night Session<br>6:00 p.m. - 10:00 p.m. |
|---------------------------------------|------------|--|---|---|
| New Student Entry Point               | National 1 | Chapters 1 and 2<br><i>The Real Estate Business / Rights in Real Estate</i>  | July 9 or<br>August 20                    | June 24 or<br>July 30                   |
|                                       | National 2 | Chapters 3 and 5<br><i>Interests and Estates / Encumbrances and Liens</i>  | July 10 or<br>August 21                   | June 25 or<br>July 31                   |
|                                       | National 3 | Chapters 4 & 6<br><i>Ownership / Transferring and Recording Title to Real Estate</i>                                 | July 15 or<br>August 26                   | June 26 or<br>August 5                  |
|                                       | National 4 | Chapters 7 & 8<br><i>Leasing Essentials / Land Use Planning and Control</i>  | July 16 or<br>August 27                   | July 1 or<br>August 6                   |
|                                       | National 5 | Chapters 9, 10 and 14<br><i>Legal Descriptions / Fundamentals of Contract Law / Overview of Conveyance Contracts</i> | July 17 or<br>August 28                   | July 2 or<br>August 7                   |
|                                       | National 6 | Chapters 11 & 12<br><i>National Agency / Listing Agreements: An Overview</i>   | July 22 or<br>Sept. 2                     | July 3 or<br>August 12                  |
|                                       |            | CONTINUE TO NEXT PAGE  | No day class<br>July 23, July 24, July 29 |   |

|                         |             |  |   |   |
|-------------------------|-------------|--|---|---|
|                         |             |  | <b>Day Session<br/>10:00 a.m. – 2:00 p.m.</b> | <b>Night Session<br/>6:00 p.m. - 10:00 p.m.</b> |
| New Student Entry Point | National 7  | Chapters 13 and 15<br><i>General Brokerage Practices /<br/>Real Estate Market Economics</i>          | June 18 or<br>July 30                         | July 8 or<br>August 13                          |
|                         | National 8  | Chapters 16 and 18<br><i>Appraising And Estimating<br/>Market Value /<br/>Real Estate Investment</i> | June 19 or<br>July 31                         | July 9 or<br>August 14                          |
|                         | National 9  | Chapters 17 and 19<br><i>Real Estate Finance /<br/>Real Estate Taxation</i>                          | June 24 or<br>August 5                        | July 10 or<br>August 19                         |
|                         | National 10 | Chapters 20 & 21<br><i>Professional Practices /<br/>Closings</i>                                     | June 25 or<br>August 6                        | July 15 or<br>August 20                         |
|                         | National 11 | Chapters 22 and 23<br><i>Risk Management /<br/>Property Management</i>                               | June 26 or<br>August 7                        | July 16 or<br>August 21                         |
|                         |             |  |   |   |
| New Student Entry Point | Va. Law 1   | Chapter 25<br><i>Virginia Licensing Regulation</i>   | July 1 or<br>August 12                        | June 12 or<br>July 17 or<br>August 26           |
|                         | Va. Law 2   | Chapters 26 & 28<br><i>Va. Brokerage Regulation &amp;<br/>Disclosures \ Va. Sales<br/>Contracts</i>  | July 2 or<br>August 13                        | June 17 or<br>July 22 or<br>August 27           |
|                         | Va. Law 3   | Chapters 27<br><i>Virginia Agency and Agency<br/>Disclosure</i>                                      | July 3 or<br>August 14                        | June 18 or<br>July 23 or<br>August 28           |
|                         | Va. Law 4   | Chapter 29<br><i>Va. Fair Housing and Other<br/>Va. Laws</i>   | July 8 or<br>August 19                        | June 19 or<br>or July 24 or<br>Sept. 2          |
|                         |             |  |   | No night class July 29                          |