



# ACCELERATED SALESPERSON PRE-LICENSE

## Course Syllabus

### Course #

### Course Description

This course will assist the student in understanding the complexity and simplicity of various components of real estate law, both common and statutory. Through the use of live lecture, references to information in the textbook plus application to real life circumstances, the student shall gain an understanding of the impact the law has to the consumer and practitioner.

**INSTRUCTOR:** Dave McGowan  
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### Course Materials

**Text & Study Materials:** *Mandatory* Modern Real Estate Practice in Illinois, 6th Edition Update. Galaty, Alloway, & Kyle  
*Optional* Guide to Passing the AMP Real Estate Exam, 3rd Edition;

**Supplies:** *Handheld calculator, pencil, paper and highlighter.*

### Grading Criteria

**Exams:** *Two (2) 50-question multiple choice practice exams, plus one (1) 150-question in-class practice final exam*  
*150 question multiple choice comprehensive final exam. Under Illinois Law you must pass this exam with a minimum score of 75% to be eligible to sit for the State Examination.*

**Homework:** *Read the assigned chapters prior to coming to class. Study and answer the questions at the end of each chapter before and after class.*

**Class Participation:** Attendance is mandatory for 45 classroom hours pursuant to Illinois Real Estate License Law.  
Questions and discussion are both encouraged during class.

### Course Policies

**Attendance:** *Attendance at all classes is mandatory. All cell phones must be turned off.*

**Withdrawals:** Pursuant to Inland Real Estate School Policy.

**Late Work:** The comprehensive final must be taken as scheduled.

**Academic Integrity:** Students are required to take their own final exam, anyone caught cheating will be subject to a immediate dismissal. Remember that a photo ID will be required for the State licensing exam and that every Illinois license exam taker is also monitored by video camera!

**Expectation of Students:** Attend every class, read and study the assigned material. It is strongly suggested that in order to prepare for each class lecture, the student read all of the assigned materials for that class, answer all of the practice questions at the end of the assigned chapter(s) and go back and look over the questions missed or not completely understood. **This should all be done prior to coming to each class.**

**GENERAL INFORMATION**

Typically, you must be at least 21 years of age to take the Illinois Salesperson Licensing Examination.

**STUDENTS SEEKING LICENSING MUST COMPLY WITH THE REQUIRED ATTENDANCE OBLIGATIONS AND MUST ACHIEVE A MINIMUM SCORE OF 75% ON THE FINAL EXAMINATION TO RECEIVE CREDIT.** Students who plan to take the State License Exam will need a Uniform Real Estate Transcript of successful course completion.

The state examination is administered by Applied Measurement Professionals, Inc. (www.goamp.com or 1-800-345-6559). The student must pass both the national and Illinois portions of the exam independently with a score of 75% or better in order to become licensed.

The Illinois Dept. of Professional Regulation, Division of Banks and Real Estate website is <http://www.obre.state.il.us/default2.htm>

**The instructor reserves the right to adjust this course syllabus as needed.**

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday		
8:30 AM	Introduction Chapters. 1, 2 & 3 License ACT	Chapters 21 & 6	Chapters 8 & 7	Chapters 9, 20 & 22	Chapter 15	150 Question Final Examination		
8:45 AM				Chapters 11, 17 & 18			Chapters 7 & 10	Chapters 12 & 13
9:00 AM								
9:15 AM		Lunch	Lunch	Lunch	Lunch			
9:30 AM								
9:45 AM								
10:00 AM								
10:15 AM								
10:30 AM								
10:45 AM								
11:00 AM								
11:15 AM								
11:30 AM		Chapters 5 & 4	50 Question Exam and Review	50 Question Exam and Review	Chapter 16			
11:45 AM	Chapters 8 & 7					Chapters 9, 20 & 22	Chapter 23	
12:00 PM								
12:15 PM	Chapters 21 & 6	Chapters 8 & 7	Chapters 9, 20 & 22	Chapter 15	Chapter 19			
12:30 PM						50 Question Exam and Review	Chapters 9, 20 & 22	Chapter 15
12:45 PM								
1:00 PM		Chapters 5 & 4	50 Question Exam and Review	Chapters 7 & 10		50 Question Exam and Review		
1:15 PM								
1:30 PM								
1:45 PM								
2:00 PM								
2:15 PM								
2:30 PM								
2:45 PM								
3:00 PM								
3:15 PM		Chapters 8 & 7	Chapters 9, 20 & 22	Chapters 9, 20 & 22		Chapter 19		
3:30 PM	Chapters 8 & 7				Chapters 9, 20 & 22		Chapter 19	
3:45 PM								
4:00 PM	Chapters 21 & 6	Chapters 8 & 7	Chapters 9, 20 & 22	Chapter 15				
4:15 PM								
4:30 PM								
4:45 PM								
4:45 PM								