

# July 2017

## Live In Person Salesperson Course Schedule

| Sunday   | Monday   | Tuesday   | Wednesday | Thursday   | Friday  | Saturday  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
|--|--|---|-----------|--|---|---|--|--|---|---|---|---|---|---|---|--|--|--|---|---|---|--|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|--|--|----------|--|--|--|--|--|--|---|---|---|---|---|---|---|--|--|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|--|--|--|--|--|---|
|  | <table border="1" style="margin: auto;"> <tr><th colspan="7">Jun 2017</th></tr> <tr><th>S</th><th>M</th><th>T</th><th>W</th><th>T</th><th>F</th><th>S</th></tr> <tr><td></td><td></td><td></td><td>1</td><td>2</td><td>3</td><td></td></tr> <tr><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td></tr> <tr><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td></tr> <tr><td>18</td><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td><td>24</td></tr> <tr><td>25</td><td>26</td><td>27</td><td>28</td><td>29</td><td>30</td><td></td></tr> </table> | Jun 2017  |           |  |   |   |  |  | S | M | T | W | T | F | S |  |  |  | 1 | 2 | 3 |  | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 |  | <table border="1" style="margin: auto;"> <tr><th colspan="7">Aug 2017</th></tr> <tr><th>S</th><th>M</th><th>T</th><th>W</th><th>T</th><th>F</th><th>S</th></tr> <tr><td></td><td></td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td></tr> <tr><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td></tr> <tr><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td><td>18</td><td>19</td></tr> <tr><td>20</td><td>21</td><td>22</td><td>23</td><td>24</td><td>25</td><td>26</td></tr> <tr><td>27</td><td>28</td><td>29</td><td>30</td><td>31</td><td></td><td></td></tr> </table> | Aug 2017 |  |  |  |  |  |  | S | M | T | W | T | F | S |  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 |  |  |  |  |  | <b>1</b><br><div style="border: 1px solid black; background-color: cyan; padding: 5px; text-align: center;"> <b>No Live Salesperson Course</b> </div> |
| Jun 2017   |  |   |           |  |   |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| S  | M  | T   | W         | T  | F   | S   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
|  |  |   | 1         | 2  | 3   |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 4  | 5  | 6   | 7         | 8  | 9   | 10  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 11   | 12   | 13  | 14        | 15   | 16  | 17  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 18   | 19   | 20  | 21        | 22   | 23  | 24  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 25   | 26   | 27  | 28        | 29   | 30  |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| Aug 2017   |  |   |           |  |   |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| S  | M  | T   | W         | T  | F   | S   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
|  |  | 1   | 2         | 3  | 4   | 5   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 6  | 7  | 8   | 9         | 10   | 11  | 12  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 13   | 14   | 15  | 16        | 17   | 18  | 19  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 20   | 21   | 22  | 23        | 24   | 25  | 26  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| 27   | 28   | 29  | 30        | 31   |   |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <b>2</b>   | <b>3</b>   | <b>4</b>  | <b>5</b>  | <b>6</b>   | <b>7</b>  | <b>8</b>  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <b>NO SALESPERSON CLASSES. CLASSES RESUME 7/8</b>  |  |   |           |  |   |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <b>9</b>   | <b>10</b>  | <b>11</b>   | <b>12</b> | <b>13</b>  | <b>14</b>   | <b>15</b>   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <div style="border: 1px solid black; background-color: yellow; padding: 2px; margin-bottom: 2px;">9a - 2p<br/>Ownership</div> <div style="border: 1px solid black; background-color: yellow; padding: 2px;">2p-7p Appraising</div>                               | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p<br/>MA License<br/>Law</div>   | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p<br/>MA Principles &amp;<br/>Practices</div> |           | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p<br/>Ownership</div>      | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p Appraising</div>                            | <div style="border: 1px solid black; background-color: yellow; padding: 2px; margin-bottom: 2px;">9a-2p Brokerage</div> <div style="border: 1px solid black; background-color: yellow; padding: 2px;">2p - 7p Agency</div>          |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <b>16</b>  | <b>17</b>  | <b>18</b>   | <b>19</b> | <b>20</b>  | <b>21</b>   | <b>22</b>   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <div style="border: 1px solid black; background-color: yellow; padding: 2px; margin-bottom: 2px;">9a - 2p Contracts</div> <div style="border: 1px solid black; background-color: yellow; padding: 2px;">2p - 7p Financing</div>                                  | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a-2p Brokerage</div>  | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9am - 2pm Agency</div>                              |           | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p Contracts</div>          | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p Financing</div>                             | <div style="border: 1px solid black; background-color: yellow; padding: 2px; margin-bottom: 2px;">9a - 2p<br/>Ownership</div> <div style="border: 1px solid black; background-color: yellow; padding: 2px;">2p-7p Appraising</div>  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <b>23</b>  | <b>24</b>  | <b>25</b>   | <b>26</b> | <b>27</b>  | <b>28</b>   | <b>29</b>   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <div style="border: 1px solid black; background-color: yellow; padding: 2px; margin-bottom: 2px;">9a - 2p<br/>MA License Law</div> <div style="border: 1px solid black; background-color: yellow; padding: 2px;">2p - 7p<br/>MA Principles &amp; Practices</div> | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p<br/>Ownership</div>  | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p Appraising</div>                            |           | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p<br/>MA License Law</div> | <div style="border: 1px solid black; background-color: yellow; padding: 2px;">9a - 2p<br/>MA Principles &amp;<br/>Practices</div> | <div style="border: 1px solid black; background-color: yellow; padding: 2px; margin-bottom: 2px;">9a - 2p Contracts</div> <div style="border: 1px solid black; background-color: yellow; padding: 2px;">2p - 7p<br/>Financing</div> |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <b>30</b>  | <b>31</b>  |   |           |  |   |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |
| <div style="border: 1px solid black; background-color: yellow; padding: 2px; margin-bottom: 2px;">9a-2p Brokerage</div> <div style="border: 1px solid black; background-color: yellow; padding: 2px;">2p - 7p Agency</div>                                       | <div style="border: 1px solid black; background-color: cyan; padding: 5px; text-align: center;"> <b>No Live Salesperson Course</b> </div>  |   |           |  |   |   |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |  |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |   |