

Time of Day	Duration	Topic	Teaching Method	Learning Objective	Activity	REC Outline Section	Aware Chapter
8:30	0:15:00	Introductions	Teacher Led Instruction	By the end of this segment, students will be familiar with the instructor and other students in the classroom.	Class discussion		
8:45	0:15:00	Icebreakers	Teacher Guided	By the end of this segment, students will be familiar with other students within the classroom.	Student Bingo: Each student is given a bingo card with descriptions in each square. Students must find a classmate matching a description and write their name. First to have bingo wins.		
9:00	0:10:00	Review	Teacher Guided	By the end of this segment, students will be able to recited what they remember/know from Pre-licensing course Agency and Property Disclosure, create questions to explore/answer during this module, and (at the end of the module list what they learned).	KWL Poster: Students will use sticky notes to write what they KNOW about Agency and Property Disclosure and place it under the "K" on the flip chart paper. Students will create questions for WHAT the want to know to stick under the "W". Later, place the sticky notes of what they LEARNED during the module.		
9:10	0:10:00	BREAK					
9:20	0:15:00	Define Persons Involved In Brokerage Relationships: Part 1	Lecture	By the end of this segment, students will be able to define who each person is within a brokerage relationship, and how they relate to one another. (Terms 1-6; see list in comment.)	Fill-in-the-blank notes	6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate; Pages 1-3
9:35	0:15:00	Define Persons Involved In Brokerage Relationships: Part 2	Lecture	By the end of this segment, students will be able to define who each person is within a brokerage relationship, and how they relate to one another. (Terms 6-12; see list in comment.)	Fill-in-the-blank notes	6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate; Pages 3-4
9:50	0:20:00	General Observations About The Agency Relationship	Lecture	By the end of this segment students will be able to explain important aspects of the Agency Relationship.	Graphic organizer	6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate; page 4
10:10	0:10:00	BREAK					
10:20	0:10:00	Types of Agencies: Single Agency	Lecture	By the end of this segment, students will be able to define and explain the types of single agencies.		6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate; page 25.
10:30	0:15:00	Types of Agencies: Dual Agency	Lecture	By the end of this segment, students will be able to define and explain the different types of dual agencies	Graphic organizer	6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate pages 6-7
10:45	0:10:00	Types of Agencies: Express vs. Implied Agency	Compare/Contrast	By the end of this segment, student will be able to differentiate between Express and Implied Agency	T-chart	6. Agency and other Brokerage Relationships	Chapter1: Brokerage Relationships in Real Estate; pages 8-9
10:55	0:10:00	Types of Agents	Lecture	By the end of this segment, students will be able to differentiate between the different types of agents.	complete data retrieval chart	6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate; pages 7-8
11:05	0:10:00	BREAK					
11:15	0:15:00	Application of Agency Law to Real Estate	Lecture	By the end of this segment, students will be able understand the law governing the agency relationship as it relates directly to the licensee, and identify and explain the precise relationship with all parties involved in a real estate transaction.		6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate; pages 4-7
11:30	0:10:00	Fiduciary Duties of Agent to Principal: Full Disclosure	Lecture	By the end of this segment, students will be able to explain key points of full disclosure by agent to client as required by Federal Law.		6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate; page 11.

11:40	0:15:00	Agency in SC	Lecture	By the end of this segment, students will be able to explain agency according to SC Law. (see comment)		6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate Agency and Transaction Brokerage (Common Law Agency & SC Practice Act) p.17-19
11:55	0:10:00	Transaction Brokerage	Lecture	By the end of this segment, students will be able to explain what Transaction Brokerage is and how it applies to SC Law {40-57-350 (L) and 40-57-370 (C) }	63	6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate Agency and Transaction Brokerage (Common Law Agency & SC Practice Act) p.23-25
12:05	1:00:00	Lunch					
13:05	0:15:00	Transaction Brokerage Form	Demonstration	By the end of this segment, students will be able to complete a Transaction Brokerage Form	Complete Transaction Brokerage Form	6. Agency and other Brokerage Relationships	Chapter 1: Brokerage Relationships in Real Estate Agency and Transaction Brokerage (Common Law Agency & SC Practice Act) p.23-25
13:20	0:15:00	Listing Form	Demonstration	By the end of this segment, students will be able to complete a Listing Form	Complete Listing Form		
13:35	0:10:00	Disclosures	Discussion	By the end of this segment, students will be able to explain the different aspects of disclosures: (see list in comment.)		2. Governmental Controls and Laws Affecting Real Estate	Chapter 2: SC Real Estate License Law pg. 51-52
13:45	0:05:00	Megan's Law	Discussion	By the end of this segment, students will be able to define and explain Megan's Law, list the disclosure do's and don'ts, and describe how it is enforced		2. Governmental Controls and Laws Affecting Real Estate	Chapter 3: Real Estate Business Ethics pg. 71
13:50	0:10:00	BREAK					
14:00	0:10:00	Property Disclosure	Lecture	By the end of this segment, students will be able to explain the different attributes that must be disclosed about a property.		6. Agency and other Brokerage Relationships	Chapter 23: SC Residential Property Condition Disclosure Law pg. 320
14:10	0:15:00	SC Residential Property Condition Disclosure Law	Lecture/scenario	By the end of this segment, students will demonstrate understanding of SC Residential Property Condition Disclosure Law by completing a disclosure form.	Students will complete a disclosure form according to the scenario.	2. Governmental Controls and Laws Affecting Real Estate	Chapter 23: SC Residential Property Condition Disclosure Law pg. 318-320
14:25	0:20:00	"What Would You Do?"	Discussion	By the end of this segment, students will be able to determine and design a disclosure procedure demonstrating appropriate behavior and documentations.	Think, Pair, Share: Instructor will give real world scenarios. Students will THINK about how to design the disclosure procedure and what documentation is needed, they will PAIR with a peer to discuss their course of action, then the partners will SHARE what they decided with the whole class.		
14:45	0:10:00	BREAK					
14:55	0:05:00	Review	Teacher Guided	By the end of this segment, students will be able to recite what they learned in this module	Complete the "L" portion of the KWL chart started at the beginning of the module		
15:00	0:30:00	End of Module Quiz	Summative Evaluation	By the end of this segment, students will demonstrate understanding of Agency and Property Disclosures.	Complete quiz.		
15:30		End of Module A					

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8:30	0:15:00	Introductions	Teacher Led	By the end of this segment, students will be familiar with the instructor and each other	Give name and why you are choosing Real Estate as a career		
8:45	0:15:00	Pretest	Gamification	By the end of this segment, students will demonstrate prior knowledge of Real Estate Contracts.	Play interactive Kahoot game: Contracts Pretest		
9:00	0:10:00	What is a contract and why do we need it?	Lecture	By the end of this segment, students will be able to define what a contract is and explain its importance.		7. Contracts	Chapter 4: Contract Law pg. 72
9:10	0:10:00	Types and Characteristics of Contracts	Lecture	By the end of this segment, students will be able to explain the different types of contracts and their characteristics. (see list in comment)		7. Contracts	Chapter 4: Contract Law pg. 72-74
9:20	0:10:00	BREAK					
9:30	0:10:00	Essential Elements of Valid Contracts: Legal Consideration	Lecture/comparison	By the end of this segment, students will be able to define Legal Consideration as the price paid for a promise, and be able to compare valid consideration to invalid consideration.		7. Contracts	Chapter 4: Contract Law pg. 77
9:40	0:10:00	Essential Elements of Valid Contracts: Competent Parties	Discussion	By the end of this segment, students will be able to distinguish between competent and incompetent parties.		7. Contracts	Chapter 4: Contract Law pg. 78
9:50	0:10:00	Essential Elements of Valid Contracts: Legal Purpose	Discussion	By the end of this segment, students will be able to recognize contracts whose object or the manner in which they are to be performed is contrary to the law (types of illegal contracts).	complete Data retrieval chart	7. Contracts	Chapter 4: Contract Law pg. 74-78
10:00	0:10:00	Essential Elements of Valid Contracts: Reality of Consent	Discussion	By the end of this segment, students will be able to define Reality of Consent.	Define Reality of Consent	7. Contracts	Chapter 4: Contract Law pg. 79
10:10	0:10:00	Statute of Frauds	Lecture	By the end of this segment, students will be able to explain the purpose of the Statute of Frauds, and distinguish what makes a contract enforceable or non-enforceable according to the Statute of Laws.	Complete Graphic Organizer for Statute of Frauds	7. Contracts	Chapter 4: Contract Law pg. 79-80
10:20	0:10:00	BREAK					
10:30	0:10:00	Essential Elements of Valid Contracts: Legal Form	Lecture	By the end of this segment, students will be able to explain the importance of having a contract in writing. (including signed originals, modifications, and addenda).		7. Contracts	Chapter 4: Contract Law pg. 78-79
10:40	0:10:00	Essential Elements of Valid Contracts: Valid vs. Enforceable	Lecture	By the end of this segment, students will be able to differentiate between a valid contract and an enforceable contract.		7. Contracts	Chapter 4: Contract Law pg. 77
10:50	0:10:00	Dissect Contract and Addenda: Offer and Purchase Document	Teacher Guided	By the end of this segment will be able to analyze and explain the key elements in the Offer and Purchase Document of a contract	Dissect Offer and Purchase Documents	7. Contracts	
11:00	0:10:00	Dissect Contract and Addenda: Due Diligence	Teacher Guided	By the end of this segment, students will be able to analyze and explain the key elements of the Due Diligence portion of a contract	Dissect the Due Diligence Portion of the contract	7. Contracts	
11:10	0:10:00	Dissect Contract and Addenda: Contingency	Teacher Guided	By the end of this segment, students will be able to explain what a contingency is and how it is incorporated into a contract.		7. Contracts	
11:20	0:10:00	BREAK					

11:30	0:10:00	Dissect Contract and Addenda: Repair Request Addenda	Teacher Guided	By the end of this segment, students will be able to analyze and explain the key elements of the Repair Request Addenda	Dissect the Repair Request Addenda of a contract	7. Contracts	
11:40	0:10:00	Dissect Contract and Addenda: Counter Offer Form	Teacher Guided	By the end of this segment, students will be able to analyze and explain the key elements of a Counter Offer Form	Dissect the Counter Offer Form for a contract	7. Contracts	
11:50	0:15:00	Contract Analysis and Critique	Group work	By the end of this segment, students will demonstrate ability to properly critique and analyze a contract to determine if it is correct for the given scenario	Instructor gives each group/pair a scenario and a completed contract. The students need to determine if the contract written is appropriate for the given scenario.	7. Contracts	
12:05	0:15:00	Contract Analysis and Critique	Discussion	By the end of this segment, students will demonstrate ability to properly critique and analyze a contract to determine if it is correct for the given scenario	Whole class discussion about each group's analysis of the scenario and contract given.	7. Contracts	
12:20	1:00:00	LUNCH					
13:20	0:10:00	Complete Contract: Part 1	Teacher Guided	By the end of this segment, students will be able to determine the appropriate contract for the scenario given.	Each student will be given a different scenario and must decide the best contract to use and complete for the given scenario.	7. Contracts	
13:30	0:30:00	Complete Contract: Part 2	Student Guided	By the end of this segment, students will demonstrate understanding of contracts by completing the most appropriate contract for the given scenario.	Complete the most appropriate contract for the given scenario.	7. Contracts	
14:00	0:10:00	Complete Contract: Part 3	Discussion	By the end of this segment, students will be able to demonstrate knowledge and understanding of contracts by defending their choice of contract for the given scenario.	Class discussion about the choice of contract each student made based on their given scenario.	7. Contracts	
14:10	0:10:00	BREAK					
14:20	0:20:00	Interactive Review	Gamification	By the end of this segment, students will demonstrate understanding of Module B by playing a review game.	Play Jeopardy style review game	7. Contracts	
14:40	0:20:00	Interactive Review	Gamification	By the end of this segment, students will demonstrate understanding of Module B by playing a review game.	Play Jeopardy style review game	7. Contracts	
15:00	0:30:00	Quiz	Summative Evaluation	By the end of this segment, students will be able to demonstrate knowledge and understanding of Real Estate Contracts by taking this quiz.	Take End of Module Quiz	7. Contracts	
15:30		END OF MODULE B					