

Maryland-Real-Estate-Salesperson New Braindumps Files, Maryland-Real-Estate-Salesperson Detailed Study Plan

Daily Study Planner



Date: August 6

WAKE UP AT	SLEEP AT	TODAY'S SUBJECTS
6:00 AM	10:00 PM	1. Data Analytics
HOURS TO STUDY		2. Business
PLANNED	8 hours	3. Social Entrepreneurship
ACTUAL	10 hours	4. Operation Optimization
TIMETABLE		DEADLINES
6:00	Preparation	1. Data Findings, August 7
7:00	Breakfast, Shower	2. Business Reports, August 8
8:00	Data Analytics	3. Social Entrepreneurship Output, August 10
9:00	Data Analytics	4. Recommendation Paper, August 10
10:00	Break	5. Proposal for Operation Optimization, August 12
11:00	Data Analytics	GOALS
12:00	Lunch	1. Complete sorting data from last week.
13:00	Complete Business Reports	2. Analyze data
14:00	Complete Business Reports	3. Form conclusions and recommendations
15:00	Complete Business Reports	4. Finish 3 business reports
16:00	Break	5. Complete the social entrepreneurship output
17:00	Study Social Entrepreneurship	6. Make an outline for the operation optimization proposal
18:00	Study Social Entrepreneurship	STUDY PROGRESS
19:00	Dinner	1. Done organizing and analyzing data
20:00	Study Operation Optimization	2. Finished 2 out of 3 business reports
21:00	Study Operation Optimization	3. Half-way through the social entrepreneurship output
22:00	Rest	4. Finished writing outlines for the proposal

P.S. Free & New Maryland-Real-Estate-Salesperson dumps are available on Google Drive shared by VCEPrep:
<https://drive.google.com/open?id=1HstkwWuAUhZnorKgSqJIRGppcq9ZbE9>

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Maryland-Real-Estate-Salesperson Detailed Study Plan - Maryland-Real-Estate-Salesperson Latest Exam Notes

Candidates who don't find actual Maryland-Real-Estate-Salesperson Questions remain unsuccessful in the Maryland Real Estate Salesperson Examination (Maryland-Real-Estate-Salesperson) test and lose their resources. That's why VCEPrep is offering real Real Estate Maryland-Real-Estate-Salesperson Questions that are real and can save you from wasting time and money. Hundreds of applicants have studied successfully from our Maryland-Real-Estate-Salesperson latest questions in one go.

Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q139-Q144):

NEW QUESTION # 139

Complete this formula: Net to seller = _____

- A. Commission rate
- B. Market value
- C. Closing costs
- **D. Sales price**
- E. (100% - commission rate)

Answer: D

Explanation:

The standard net-to-seller calculation is:

Net to seller = Sales price \times (100% # commission rate) # closing costs.

Thus, the missing element is Sales price. (Commission is calculated on the sales price, then other seller-paid closing costs are subtracted to arrive at net.) Reference: Maryland pre-licensing curriculum - Math for Real Estate (seller net sheets; computing commission and net proceeds).

NEW QUESTION # 140

A veteran licensee always has a face-to-face meeting before he works with any buyer. What might be a good reason for this?

- **A. To build trust and rapport**
- B. To get the buyer's FICO score, credit report, and tax receipts
- C. To look the buyer in the eye to see if the buyer is hiding anything
- D. To determine the buyer's ethnicity

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course:

Under Maryland's agency law, a licensee must establish a relationship of trust, confidence, and loyalty with a client.

Meeting face-to-face helps the agent explain agency relationships, present the Understanding Whom Real Estate Agents Represent disclosure, and begin building rapport and confidence, which are critical in fiduciary relationships.

As emphasized in the Brokerage and Agency module, personal contact helps ensure informed consent and professional transparency-never to collect personal demographic or financial data outside proper procedures.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Law of Agency and Broker-Client Relationships section.

- Business Occupations and Professions Article §17-530 through §17-534.

NEW QUESTION # 141

Uh-oh. You failed to present an offer on behalf of your client in a timely manner. As a result, the seller accepted a lower offer from another buyer. For which of the following could your buyer sue you?

- A. Puffing
- B. Fraud
- C. Misrepresentation
- **D. Negligence**

Answer: D

Explanation:

In Maryland, a licensee owes clients fiduciary duties that include reasonable skill and care, loyalty, obedience to lawful instructions, disclosure, confidentiality, accounting, and prompt presentation of all written offers. Failing to present an offer promptly breaches the duty of reasonable care and the professional standard of practice and is treated as negligence (a failure to exercise the care a reasonably prudent licensee would exercise under similar circumstances). This is distinct from:

- * Fraud (intentional deception),
- * Misrepresentation (false statement or omission of material fact),
- * Puffing (non-factual opinion or sales talk).

Because the buyer's financial harm flowed from the licensee's carelessness (delay), the appropriate theory is negligence.

References (Maryland Sources / Pre-Licensing Core Content):

- * Maryland Business Occupations and Professions Article, Title 17 (Real Estate Brokers Act) - duties to clients; grounds for discipline for incompetence or negligence.
- * COMAR 09.11.02 (MREC Code of Ethics) - obligation to promptly present all written offers and perform with reasonable skill and care.
- * Maryland 60-Hour Pre-Licensing Course: "Real Estate Brokerage and the Law of Agency" (fiduciary duties; standards of care; prompt presentation of offers).

NEW QUESTION # 142

How does discrimination still occur, even though it's illegal?

- A. Discrimination is often not visible to the public.
- B. Discrimination makes good business sense.
- C. Not all laws make sense.
- D. Discrimination is human nature.

Answer: A

Explanation:

In the Fair Housing and Ethics module, the course emphasizes that unlawful housing discrimination often occurs in subtle or less visible forms, including steering, disparate impact, selective marketing, inconsistent application of qualifiers, and micro-level decision-making that the public may not observe. The fact that discrimination is illegal does not eliminate hidden practices; therefore, practitioners must know the protected classes, recognize subtle violations, and implement consistent, documented, and neutral business practices.

References: Maryland 60-Hour Principles and Practices of Real Estate - Fair Housing and Ethics: prohibited practices (overt and subtle), disparate impact, steering, and compliance best practices.

NEW QUESTION # 143

What are PCBs?

- A. A substance resulting from the decay of uranium
- B. A substance that grows due to moisture problems
- C. Chemical compounds used in cooling and insulating, mainly in electrical transformers
- D. A chemical compound that occurs naturally in the environment

Answer: C

Explanation:

Comprehensive and Detailed

Polychlorinated biphenyls (PCBs) are synthetic chemical compounds formerly used as coolants and insulators in electrical equipment, hydraulic systems, and fluorescent-light ballasts. They are toxic, persistent in the environment, and regulated by the U.S. EPA under the Toxic Substances Control Act (TSCA). Maryland's course covers PCBs among major environmental hazards requiring disclosure or remediation.

NEW QUESTION # 144

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