

# Plan2Pass Real Estate School LLC introduces our instructor

## SUSAN PARKS

REAL ESTATE EDUCATOR, TRAINING MANAGER, MRP, PSA



Plan2Pass  
Real Estate School LLC



Susan Parks has been a licensed Realtor since 1996 and a real estate educator since 2006. Susan contributes to the education calendar for Southern Maryland Association of REALTORS (SMAR) along with being a professor of the Principles & Practices of Real Estate course at the College of Southern Maryland (CSM). She is also entrusted with the role of Training Manager for her brokerage, overseeing sales meetings and mentoring of all licensees. Plan2Pass often relies on Susan for more than just instruction such as being a second set of eyes to review content, helping to locate great guest speakers/sponsors and assistance with monitoring of important classes.

Expect a friendly and fine-tuned delivery of content, strict adherence to the regulations, and a willingness to revisit and review as needed when attending her classes:

### **Pre-licensing Courses**

Principles & Practices for Salespersons (60 hours)  
MD Broker Course contributor (135 hours)  
MD Law, Math and Exam Prep classes

### **Mandatory CE Classes**

Brokerage Relationships - BRAD (3 hrs)  
Fair Housing Principles & Practices (1.5 hr)  
Fair Housing and Diversity (3 hrs)  
MD Ethics with Predatory Lending (3 hrs)  
MD Legal Update (3 hrs)  
MREC Supervision (3 hrs)

### **Elective CE Classes**

\*Advertising, Anti-trust & Arbitration (3 hrs)  
Contract Addendum (3 hrs)  
Local Disclosures and Addenda (1.5 hr)  
MD REALTORS Contract Review (3 hrs)  
Residential Contract Update (1.5 hrs)

\*Can count toward category (A) Legislative Update