

- 3- Legal terms and documents.  
Options, Promissory note, Deeds, Negotiation.  
Offers to purchase.
- 4 Common and statutory Law applicable  
to Real Estate.

- (a) Land lease, property lease - sub lease -  
Re-sub. lease, replevants.
- (b) ~~Servitudes~~ <sup>Servitudes</sup> - Light, water, passage

#### 4- Suburban Department.

#### 5- City Property Department.

- (a) Business properties.
- (b) Residential.

#### 6- Subdivision and Form Department.

#### 7 Management.

- (a) Atmosphere office should have.
- (b) How a salesman can create it.
- (c) The training of Real Estate and Insurance  
salesmen.

(This would round out # 2, a, b, c, & d.)

#### 8 Auction Department

- (a) Private auction sales
- (b) Liquidation sales by order of Court.