



GETTING YOUR REAL ESTATE LICENSE




PREPARED BY

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Real Estate Agent



WHY SHOULD YOU GET YOUR REAL ESTATE LICENSE?

REASON #1: YOUR TIME, YOUR SCHEDULE

You get to work when you want and however long you want. You dictate what you want to do with your time. Maybe you want to go on a week-long vacation or take a day or two off, or maybe you want to work 10 hour days to get ahead. It's your choice!

REASON #2: REMOTE WORK FROM ANYWHERE

Oftentimes you will find a lot of your work can be done from home or in an environment that is ideal for you. Having the option of working remotely may also help free up more time to spend with friends and family.

REASON #3: YOUR BUSINESS IS SCALABLE

While you can't hire other agents until you get a broker's license, you can hire an assistant to help as your business grows.


REAL ESTATE AGENT 101

Agents are more than just real estate professionals. We're trusted advisors, problem solvers and people advocates. As real estate agents, we hold a lot of responsibility and power in our hands. It is our job to help people realize their dreams. Whether it is helping someone find a house that they can call home, or helping a seller get the most money for their house, we are a part of one of the biggest decisions people will make in their life.

The real estate agent is the center point of the real estate industry. They are the salesperson one moment a buyer's advocate the next; they are analysts, auctioneers, consultants, negotiators, marketers, etc. They are familiar with appraiser duties, clerk duties, and loan officer tasks. A real estate agent does a little of everything.

SEEK OUT GREAT MENTORS

If you are a beginner real estate agent, you should think about finding a mentor early on in your career. A mentor can be a valuable resource for you, especially if you're just starting out in real estate. They can teach you the ropes and help you avoid some of the common pitfalls that beginners often face. In addition, if you have a mentor, you will look more professional to your clients. If you are interested in learning more about how to become a real estate agent, feel free to contact us anytime. We are always happy to help!



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Learning by watching is one of the best ways to learn about real estate. Many agents begin their career and don't know where to start. They are given a large amount of information and it's difficult to know which topics are really important. A good mentor will help you understand the importance of a topic and how to use it to your advantage. They will also help you learn about the terminology used in the real estate industry. Watching your mentor work will give you a really good idea of how the process works, and most important, network with your mentor.

KNOWLEDGE IS POWER

The industry you are attempting to break into is the foundation of any successful business. The knowledge and understanding you will end up with for this industry will make or break your success in this niche and help propel it forward through time.

Almost every investment deal will have some contact with a real estate agent - knowing how the side works can give insights into structuring contracts and even into what's needed in order to get your deal closed. Even if you've closed several deals, chances are that there are things still unclear which an experience of being a real estate agent can make clear- e.g., addenda or legally binding clauses inside contracts; these things save time and money later on down the line when they're understood by someone who knows all aspects of them beforehand!



WHY SHOULD YOU GET YOUR REAL ESTATE LICENSE?

REASON #4: NO COLLEGE DEGREE REQUIRED

Real estate agents do not need to have a college degree. You need to be at least 18 years old, have a social security number, and meet a few other basic requirements.

REASON #6: QUICK PROCESS IN COMPARISON

If you're looking to switch careers, becoming a real estate agent is a less time-consuming process than, for example, becoming a surgeon.

REASON #7: YOUR BUSINESS IS SCALABLE

As an agent, there is no limit to how much you earn because agents work for commission. Depending on the local housing market prices, the commission can be substantial. For example, in areas where the average home price is \$1,000,000, the agent walks away with \$25,000 - \$30,000 for a single sale.

RELATIONSHIPS ARE GOLD

It is crucial to know and be known by as many people in your town or city. There are many people out there who want to do business with agents that they know, like, and trust. It's important for your reputation to speak well of you in the community. You want to have clients who will be able to vouch for you!

To maximize relationships between real estate agents, ask yourself "Who do I know?" and "Who knows me?". The answers will reveal the extent of your circle of influence - which can help you find prospects. A larger circle means increased opportunity! Get out there and participate in all aspects of life - coach little league teams, attend government meetings, etc. This way when people see you, they'll recognize you and want to work with you as someone who has personal ties to their community and their business.

Trust is important to building your business. Introducing yourself and getting known by as many people as possible is crucial. Of course, don't forget quality. Quantity isn't the only thing that matters! Your reputation in your community greatly influences how well you do for work because people want to be around agents they can trust, so make sure you treat everyone with the same courtesy and attention no matter who they are or what's in it for them--you never know when someone might become a client one day!



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REAL
ESTATE
AGENT

REAL ESTATE AGENT

+ STEP 1: DETERMINE ELIGIBILITY

To become a licensed real estate salesperson, you must be at least 18 years old, have a Social Security number or an individual taxpayer identification number (ITIN), and have proof that you completed at least three college-level courses in the specific subject matter.*

*Except for members of the California State Bar

+ STEP 2: APPLY ONLINE (EXAM ONLY)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 400A (<https://dre.ca.gov/files/pdf/forms/re400a.pdf>)

+ STEP 3: SUBMIT APPLICATION AND FEES

Completed applications must include the appropriate fee (\$60) and evidence you meet the education requirement

+ STEP 4: SCHEDULE AN EXAM

After DRE approves your exam application (approx. 2-4 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam is available (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

REAL ESTATE AGENT

+ STEP 5: APPLY FOR LICENSE

After passing the exam, you'll be eligible to download your license application from eLicensing on DRE's website. Submit the completed application required fees (\$245) and Live Scan fingerprints

+ STEP 6: GET YOUR LICENSE

After DRE approves your license application, you can print your license certificate from DRE's website. You will receive a license pocket card in the mail within a few weeks.



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+ STEP 2: APPLY ONLINE (EXAM AND LICENSE)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 435 (<https://dre.ca.gov/files/pdf/forms/re435.pdf>)

+ STEP 3: SUBMIT APPLICATION AND FEES

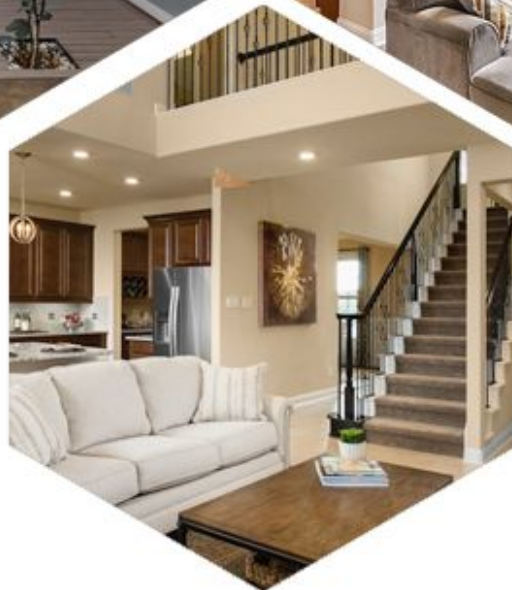
Completed applications must include the appropriate fee (\$305), evidence you meet the education requirements, and Live Scan fingerprints

+ STEP 4: SCHEDULE AN EXAM

After DRE approves your application (approx. 4-8 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam is available (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

+ STEP 5: GET YOUR LICENSE

Once your license is issued, you can print your license certificate from DRE's website. You will receive a license pocket card in the mail within a few weeks.



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REAL
ESTATE
BROKER

REAL ESTATE BROKER

+ STEP 1: DETERMINE ELIGIBILITY

To become a licensed real estate broker you must be at least 18 years old, have a Social Security number or an individual taxpayer identification number (ITIN), have proof that you completed at least eight college-level courses in specific subject matter,* and 1) have two years of full-time licensed salesperson experience within the last five years or two years of full-time equivalent non-licensed experience, or 2) have a degree from a four-year university with a major or minor in real estate.

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+ STEP 2: APPLY ONLINE (EXAM ONLY)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 400B (<https://dre.ca.gov/files/pdf/forms/re400b.pdf>)

+ STEP 3: SUBMIT APPLICATION AND FEES

Completed applications must include the appropriate fee (\$95) and evidence you meet the education requirement.

+ STEP 4: SCHEDULE AN EXAM

After DRE approves your exam application (approx. 2-4 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam are available. (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

REAL ESTATE BROKER

+ STEP 5: APPLY FOR LICENSE

After passing the exam, you'll be eligible to download your license application from eLicensing on DRE's website. Submit the completed application, required fees (\$300), and Live Scan fingerprints.

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+ STEP 2: APPLY ONLINE (EXAM AND LICENSE)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 436(<https://dre.ca.gov/files/pdf/forms/re436.pdf>)

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Completed applications must include the appropriate fee (\$395), evidence you meet the education requirements, and Live Scan fingerprints.

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After DRE approves your application (approx. 4-8 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam is available (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

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