



New Real Estate License

REAL ESTATE

Colorado



CAREER INFORMATION

What a challenging and rewarding career path to take! As a real estate professional, you'll contribute to building communities and fulfilling people's dreams of homeownership. Almost daily, you'll guide people through the largest single purchase of their lifetimes. How exciting!

A real estate career offers the opportunity to be your own boss, enjoy considerable personal freedom, and have unlimited earning potential.

Characteristics of Successful Real Estate Pros

Those who excel in real estate tend to be:

- ◆ Independent and self-motivated
- ◆ Content to work flexible hours
- ◆ Most comfortable with daily variety
- ◆ Detail-oriented
- ◆ Computer-savvy
- ◆ At ease with many types of people
- ◆ Strongly connected in their communities
- ◆ Driven by high personal goals
- ◆ Professional and dedicated to customer service

A Day in the Life

Because every transaction is unique, there is no "typical day" in a real estate broker's life. You'll spend a good portion of every day prospecting and getting listings—two of the most vital functions, especially in the beginning. Initially, many listings will come from friends and relatives, or through targeting a particular neighborhood intensively.

As a broker, you'll spend a lot of time arranging to view properties to determine which ones match your prospective buyers' needs and wants. Then, you'll actually show the properties. Preparing offers is another important and detailed process, involving great care and legal accuracy.

Starting Out

Most brokers operate independently, under the supervision of an employing broker. After getting your Colorado real estate license, you'll essentially launch and develop your own business, spending considerable time prospecting for buyers and sellers. Employing brokers and real estate agencies typically help new agents launch their careers with good training and mentoring programs.

You may want to run your own brokerage in the future or elect to focus on sales, while working under a larger organization's umbrella. You can also choose to specialize in a particular area, such as:

- ◆ Commercial
- ◆ Residential
- ◆ New homes
- ◆ Rural property
- ◆ Condominiums
- ◆ Relocations
- ◆ Property management

Unlimited Earning Potential

Though compensation plans can vary, in general, you'll be paid a commission on the purchase price of property you sell or lease. For example, if you list and sell a property, the commission is paid to your employing broker who then splits it with you. If another broker lists the property and you sell it, the total commission is first split between the two employing brokers (listing and selling), who then distribute the appropriate percentages to you and the other broker.

Earnings vary according to geographic area, specialization, and market conditions, as well as an agent's experience, training, skills, and contacts. Most importantly, the effort you put in—day in and day out—determines how much you bring home. It's simple: The harder you work, the more you make. The sky's the limit!

"Your materials gave me great confidence. I passed my test with ease. Thanks!"



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COLORADO REAL ESTATE LICENSE REQUIREMENTS

To obtain a new real estate license in Colorado as an associate broker, you need to:

1. Complete a 168-hour real estate prelicense course. ProSchools' Colorado real estate prelicense course, offered online for your convenience, includes interesting reading assignments and frequent practice quizzes to measure your mastery of the material, while preparing you to pass the state license exam.
2. Complete a background check. Submit to the Colorado Bureau of Investigation (CBI) a set of fingerprints and a processing fee to conduct a criminal background check.
3. Pass a broker license exam with a score of 75% or better. The exam consists of national and state-specific questions. When you complete ProSchools' program, you'll have a 95% chance of passing.
4. Be at least 18 years old.
5. Be a U.S. citizen/national or alien authorized to work in the United States.
6. Complete a license application and pay the corresponding fee. The broker license application will be provided to you at the test site upon successfully passing the Colorado real estate exam.

If you hold a current license from another state you need to:

Effective January 1, 2009, Colorado implemented a new "Limited" recognition agreement across all 50 states. What this effectively means is that if a candidate holds a current (either active or inactive) real estate license in any other state within the U.S., they will be required to take and pass the state portion of the Colorado broker's exam to qualify for a license in Colorado. In order to qualify for this program, the licensee must provide a certified license history with their application for Colorado real estate broker's license. There is no change to the fingerprint, E&O or application requirements.

COURSE INFORMATION AND PRICING

Learning Options to Fit Your Lifestyle

You're in complete control of your real estate education at ProSchools. Log on and complete your lessons online in the comfort of your own home.

It's totally up to you. Simply decide what's best for your schedule and learning style. Learn at your own pace, anywhere and anytime. Plus, practice exams covering the National and Colorado state specific exam sections are included FREE to help you better prepare for the state exam once you complete your prelicense program!

ONLINE OPTIONS

Title / Description	Hrs	Price
Colorado Real Estate Prelicense - Bronze Package	168	\$699
Colorado Real Estate Prelicense - Gold Package	168	\$829

PROSCHOOLS GUIDES YOU ALONG

Upon enrolling, you'll receive instructions that act as your roadmap for completing the coursework, and highlight the information most critical for acing the Colorado real estate exam. Interactive lesson and quizzes will help reinforce vital information. Plus, our Customer Care team and your Instructor are always there to help you along.

FEATURES	Gold	Bronze
Printable Lessons	✓	✓
Online Quizzes and Practice Exams	✓	✓
Unlimited Instructor Support	✓	✓
No-risk Guarantee <i>(Best in the industry!)</i>	✓	✓
Complete Tech and Customer Support		
Fast Automated Certification		
Exam Prep <i>(\$99 Value)</i>	✓	✓
Informative Textbooks <i>(\$99 purchased separately)</i>	✓	
16 hours of required Continuing Education <i>(\$99 purchased separately)</i>	✓	
Real Estate Flash Cards <i>(\$29 purchased separately)</i>	✓	
	\$829	\$699

