



New Real Estate License

REAL ESTATE

Oregon



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 a principal broker. After getting your Oregon real estate license, you'll essentially launch and develop your own business, spending considerable time prospecting for buyers and sellers. Principal brokers and real estate agencies typically help new brokers 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 principal 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 principal 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 a broker'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!”





OREGON REAL ESTATE LICENSE REQUIREMENTS

To obtain a real estate broker license in Oregon, you need to:

1. Complete the educational requirements. You must complete a state-approved pre-license program like ProSchools'. Our interactive online program includes easy-to-read lessons, flash reviews, PROactive games, and quizzes to help cement the information in each lesson. Live classes in East and West Portland, are available to supplement your online studies.
2. Complete a background check. Submit to the State of Oregon Real Estate Agency a completed background check form with one set of fingerprints and a processing fee. All ProSchools locations have the required state forms, offer help with completing them, and can provide fingerprinting services. We encourage you to submit your documentation promptly because processing can take several weeks.
3. Pass the Oregon real estate license exam. You will need to pass a 200-question multiple-choice exam with a score of 75% or better. When you complete ProSchools' online program, you will have over a 95% chance of passing.

5. Pass the Oregon real estate license exam. In most cases, you will need to pass a 200-question multiple-choice exam with a score of 75% or better. Individuals who hold an active principal broker license from another state, may be eligible to waive the National portion of the exam, and just take the 50-question State portion of the exam. When you complete ProSchools' online program, you will have over a 95% chance of passing.
6. Submit a completed license application form and appropriate fee.

COURSE INFORMATION AND PRICING

Learning Options to Fit Your Lifestyle

You're in complete control of your real estate education at ProSchools. You can complete all your training online or you can supplement your study at home with optional live lectures. It is totally up to you.

Our interactive online program includes easy-to-read lessons, flash reviews, PROactive games, and quizzes to help cement the information in each lesson. Learn at your own pace, anywhere and anytime. It's totally flexible.

FEATURES	Gold	Silver	Bronze
Online lessons & Interactive Exercises	✓	✓	✓
Dozens of Quizzes & Practice Exams	✓	✓	✓
Unsurpassed Guarantee <i>No-risk guarantee—best in the industry</i>	✓	✓	✓
Personalized Instructor Support	✓	✓	✓
Complete Tech Support & Customer Assistance	✓	✓	✓
Broker Fairs <i>Priceless job referrals</i>	✓	✓	✓
Career Events & Seminars <i>Priceless Practical Advice</i>	✓	✓	✓
Fast Automated Certification	✓	✓	✓
Informative Textbooks (\$75 Value)	✓	✓	
Live Exam Review Seminar (\$99 Value)	✓	✓	
Supplemental Weekly Classes (\$250 Value)	✓	✓	
Flash Cards (\$29 Value)	✓	✓	
30-Hrs Advanced Real Estate Practices Course (\$299 Value) <i>Course required for first Oregon license renewal</i>	✓		
	\$799	\$699	\$599

If you are an agent licensed in another state, you need to:

1. Contact the State of Oregon Real Estate Agency to determine if Oregon has a reciprocal licensing agreement with the state in which you are actively licensed.
2. Request a license history/verification be sent from the regulatory agency of the State in which you are actively licensed to the Oregon Real Estate Agency.
3. Complete a background check. Submit to the State of Oregon Real Estate Agency a completed background check form with one set of fingerprints and a processing fee.
4. Complete the educational requirements. Most individuals licensed in another state must complete a state-approved prelicense program like ProSchools'. Our interactive online program includes easy-to-read lessons, flash reviews, PROactive games, and quizzes to help cement the information in each lesson.

ONLINE OPTIONS

Real Estate Packages	Hrs	Price
Bronze Package	150	\$599
Silver Package	150	\$699
Gold Package	150	\$799

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 Oregon real estate exam. Flash reviews, PROactive games, and quizzes will help reinforce vital information. Plus, our Customer Care team and your instructor are always there to help you along.