



New Principal Broker License

REAL ESTATE

Oregon



CAREER INFORMATION

Unlimited income potential! Power to set your own work schedule! Confidence to be your own boss and supervise the work of others! The life of a principal broker in Oregon is truly exciting!

An Oregon principal broker is licensed to engage in paid real estate activities including: selling, auctioning, exchanging, listing, purchasing, renting, and leasing real estate. The next step up from a broker, a principal broker manages the work of other real estate professionals.

Characteristics of Successful Principal Brokers

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

A principal broker is typically responsible for hiring, training, and managing the work of other real estate brokers. In a management role, you will supervise the marketing and advertising of the company, as well as its listed properties. Depending on how much time you have, you may also sell and list real estate yourself.

Starting Out

After getting your Oregon principal broker license, you can launch your own brokerage, which may be independent or part of a national or local franchise (i.e. Coldwell Banker, Century 21, Prudential, and RE/MAX). Some principal brokers choose to be managers for national or local real estate companies, instead of owning their own firm.

Unlimited Earning Potential

Just as when you started out, the sky's the limit when it comes to your earning potential. As a principal broker, however, you get the added bonus of earning commission on other agent's sales.

“Great program, love the flexibility to take the class and continue on my job. This program is far superior to taking a class in person!”



OREGON PRINCIPAL BROKER LICENSE REQUIREMENTS

To obtain a principal broker license in Oregon you need to:

1. Complete a state-approved 40-hour Brokerage Administration and Sales Supervision (B.A.S.S.) course.
2. Pass a state license exam. If licensed prior to July 1, 2002, you will need to pass a 200-question multiple-choice exam with a score of 75% or better. The state exam is exactly the same as the Oregon prelicense broker exam. ProSchools' exam prep program will prepare you to pass the state exam. Surprisingly, the topics covered in the BASS course are not covered on the principal broker exam. *If licensed after July 1, 2002, you will not need to take the licensing exam.*
3. Acquire three years of sales experience prior to applying for your principal broker license.
 - ◆ If the three years were acquired in Oregon, you don't need to submit proof because the state already has a record of your active license.
 - ◆ If acquired in another state, you need to have that state's regulatory agency send a license history/verification to the Oregon Real Estate Agency. This document must be dated within a year prior to applying, and show the actual period the out-of-state license was active.
 - ◆ Some experience may be waived for a real estate degree from an accredited college or university. A two-year associate's degree from a community college may replace one year of experience. A four-year bachelor's degree in real estate may replace two years' experience.
4. Submit a completed license application form and appropriate fee.
5. Supervise at least one real estate broker.

Learning Options to Fit Your Lifestyle

With the Oregon principal broker course, *Brokerage Administration and Sales Supervision (B.A.S.S.)*, you'll learn how to effectively manage people, organize a productive office, hire and train staff, develop strategies and tactics, advertise, increase revenue and control expenses.

Learn at your own pace, anywhere and anytime you want. It's totally flexible. Our Customer Support team and your instructor are always here to help you along.

ProSchools Guides You Along

Upon enrolling in the B.A.S.S. course, you'll receive a table of contents to serve as your roadmap for completing the coursework. Short, multimedia reviews highlight the information most critical for acing the final exam. Quizzes and practice exams help to reinforce vital information. Plus, our Customer Support team and your instructor are always there to help you along.

COURSE INFORMATION AND PRICING

ONLINE OPTIONS

| Title / Description | Hrs | Price |
|--|-----|-------|
| Brokerage Administration and Sales Supervision (B.A.S.S.) | 40 | \$299 |
| Brokerage Administration and Sales Supervision (B.A.S.S.) + Oregon Exam Prep | 40 | \$399 |
| Brokerage Administration and Sales Supervision (B.A.S.S.) Textbook | n/a | \$39 |

PROSCHOOLS GUIDES YOU ALONG

Online quizzes help to reinforce vital information. Chapter summary reviews provide useful insights as to which information is the most critical for you to know to ace the course final exam.

ProSchools' exam prep program, designed to prepare for the state licensing exam, includes a databank of online questions designed to simulate the state exam.

The cost of ProSchools' program starts at \$299. Your satisfaction is guaranteed!

