



New Real Estate License

REAL ESTATE

Tennessee



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 professional'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 an affiliate 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 affiliate brokers operate independently, under the supervision of a broker. After getting your Tennessee real estate license, you'll essentially launch and develop your own business, spending considerable time prospecting for buyers and sellers. 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 broker who then splits it with you. If another affiliate broker lists the property and you sell it, the total commission is first split between the two brokers (listing and selling), who then distribute the appropriate percentages to you and the other affiliate 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!”



PROSCHOOLS

www.proschools.com

Accelerate your career ◆ in person ◆ online ◆ in print

(800) 452-4879 ext 105

301TN009 (108)



TENNESSEE REAL ESTATE LICENSE REQUIREMENTS

To obtain a new affiliate broker license in Tennessee, you need to:

1. Complete the 60-hour "Principles/Fundamentals Course," preparing you to pass the license exam. ProSchools' course is designed to help you pass the national and state portion of the exam. With ProSchools program you will have over 95% chance of passing the first time!
2. Pass a license exam with a score of 70% or better. The exam consists of 80 national and 40 state-specific questions.
3. Be at least 18 years old.
4. Complete the 30-hour "Course for New Affiliates," preparing you to work for a broker.
5. Complete a Tennessee real estate affiliate broker application

If you are licensed in another state or previously held a real estate license:

1. Determine if Tennessee has a reciprocal relationship with the state you are or were licensed in by visiting the Tennessee Real Estate commission website at www.state.tn.us/commerce.
2. Request a license history/verification be sent from the regulatory agency of the state in which you are or were licensed in the past five years to TREC.
3. Complete a worksheet available on TREC's website to determine your education and examination requirements. TREC will notify you of your education and examination requirements.
4. Complete the educational requirements (if required.)
5. If you are required to take the state portion of the real estate examination, ProSchools' course, Tennessee Real Estate Laws and Rules, is an excellent exam prep!

COURSE INFORMATION AND PRICING

Learning Options to Fit Your Lifestyle

You're in complete control of your education at ProSchools. Flexible courses make getting your real estate license easier than ever! Decide what's best for your schedule and learning style.

Learn at your own pace, anywhere and anytime. It's totally flexible.

In only a month or two, an exciting new career will be well within your reach! And it will cost next to nothing compared to an associate's or bachelor's degree.

PRELICENSURE COURSE OPTIONS

| Title / Description | Hrs. | Price |
|--|------|-------|
| Tennessee Real Estate Principles & Fundamentals | 60 | \$299 |
| Tennessee Real Estate Workbook Course for New Affiliates | 30 | \$179 |
| Tennessee Real Estate Exam Prep: Laws and Rules | n/a | \$99 |

Save \$50 when you buy the Principles & Fundamentals course PLUS the Course for New Affiliate!

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 Tennessee real estate exam. Reviews, quizzes, and practice exams will help reinforce vital information. Plus, our Customer Care team and your instructor are always there to help you along.

ALL THE CAREER LAUNCHING TOOLS YOU'LL NEED

| | |
|---|-------|
| 60-Hour Principles and Fundamentals course | \$299 |
| 30-Hour Course for New Affiliates | \$179 |
| Quizzes and Practice Exams | FREE |
| No-risk Guarantee | FREE |
| Unlimited Instructor Support | FREE |
| Real Estate Flash Card | \$29 |
| Real Estate Handbook | \$20 |
| Qualifier Plus Illfx Real Estate Calculator | \$79 |
| Bestselling Book "Your Successful Real Estate Career" | \$19 |

