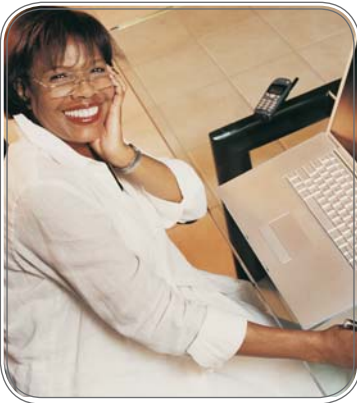




New Real Estate License

REAL ESTATE

Washington



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 agent'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 agent, 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 agents operate independently, under the supervision of a broker. After getting your Washington 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 agent 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 agent.

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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WASHINGTON REAL ESTATE LICENSE REQUIREMENTS

To obtain a new real estate license in Washington as a salesperson, you need to:

1. Complete a 60-hour real estate prelicense course, Real Estate Fundamentals, within the five years prior to applying for the license exam. Upon successful completion, you will be given a signed and stamped Candidate Examination Document. ProSchools' Fundamentals prelicense course, offered online and in a workbook 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. Pass a salesperson license exam with a score of 70% or better. The exam consists of 80 national and 30 state-specific questions. When you complete ProSchools' program, you'll have a 95% chance of passing.
3. Be at least 18 years old.
4. Be a U.S. citizen/national or alien authorized to work in the United States.
5. Complete a license application and pay the corresponding fee.

If you hold a current license from another state:

1. Request a license history/verification be sent from the regulatory agency of the state in which you are actively licensed to the Washington Department of Licensing.
2. Receive stamped approval on the Candidate Examination Document from the Department of Licensing before making an exam reservation.
3. Pass the state portion of the salesperson license exam (50 questions). A passing score is 70% or better.
4. Pass the state portion of the salesperson license exam (30 questions) with a score of 70% or better.

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. Or read your lessons when it's convenient for you. Simply decide what's best for your schedule and learning style. Learn at your own pace, anywhere and anytime.

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

ONLINE OPTIONS

Title / Description	Hrs	Price
Fundamentals Bronze Package	60	\$299
Fundamentals Silver Package <i>Includes Real Estate Practices</i>	60	\$399

ProSchools Guides You Along

Upon enrolling, 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 Washington real estate 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.

All the Career-Launching Tools You'll Need!

- ◆ Comprehensive quizzes and practice exams to help reinforce essential information for passing the state exam the first time. The questions are very similar to those on the state exam.
- ◆ Informative lessons covering all of the information you need to know. Each lesson concludes with a short review, summarizing the chapter for easy recall of important concepts and assurance that you are studying the "right stuff."

