



Real Estate School, LLC

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What is the Role of a Licensed Real Estate Agent?

A licensed Real Estate Agent represents consumers to help them buy, sell, lease and rent property to include residential and/or commercial property. Duties include conducting consultations and needs analysis; providing expert advice and consultation to clients; finding and showing suitable properties to buyers and tenants; listing and marketing properties for sellers and landlords; preparing, presenting and negotiating offers and contracts; managing transactional details and ensuring successful closed transactions for their clients.

Why Real Estate? (Benefits of a Career in Real Estate):

- Be the CEO of your own business and life!
- Unlimited income potential!
- Multiple streams of income!
- Flexibility on how, when and where you work!
- There's always a need for property!
- Help others achieve the dream of homeownership!
- Build your legacy and help others do the same!

Profile of a Successful Real Estate Agent:

- Entrepreneurial!
- Self-directed!
- Persistent!
- Relatable!
- Critical Thinking!
- Conceptual Thinking!
- Creative Thinking!
- Communicative!
- Consistent!

Requirements and How to Get Your Real Estate License:

- Must be 18 years or older.
 - Must have a high school diploma or equivalent.
 - High school students can register and complete our Virginia Real Estate Pre-licensing Course before turning 18. **We recommend that they register when they are 17 or older and in their senior year.**
1. Register for the Virginia Real Estate Pre-licensing Course.
 2. Pass the Pre-licensing course final exam.
 3. Register with PSI to take the National and State exams.
 4. Pass the National and State exams.
 5. Get Fingerprinted. Fingerprinting is mandatory for all Virginia real estate applicants.
 6. Join a real estate brokerage that will hold your license and fill out the DPOR Real Estate Board Salesperson License Application.

Watch our Real Estate Career Videos: HoustonConsultingGroup.com/real-estate-career-videos