



Career in Real Estate

A career in real estate provides flexibility and freedom to set your own pace. Income directly reflects your efforts, with no limit with what you can earn. The rewards of a career in a real estate career are potential for high earnings, status in the community, autonomy, time freedom, helping people, and the satisfaction of those accomplishments.

Entry into the real estate profession takes preparation. Licensing is required. The *Center for Business* is an approved provider for the 60-hour salesperson pre-license requirement to obtain your license in Iowa. Upon successful completion you can schedule your state examination.

For information on the next offering contact Russ Glasgow by email at rglasgow@scciowa.edu or call 319-208-5382.

License

Salespersons 3 YEARS = \$125

- Must be 18 years of age - no residency or citizenship requirement
- Must be sponsored by broker **after** they pass the exam; cannot apply for an inactive license
- Complete the 60-hour pre-license course from an approved provider
- In addition to the 60-hour pre-licensing salesperson course, all persons applying for a salesperson license beginning January 1, 2009 must show evidence that the following three courses have been completed:
 - a. 12-hours Buying Practices
 - b. 12-hours Listing Practices
 - c. 12-hours Developing Professionalism and Ethical Practices
- Successfully pass the state and national portions of the examination
- Undergo a criminal history and background investigation
- Obtain errors and omissions insurance

Exams

The exams are given by appointment only. To schedule, contact Psychological Services, Inc. (PSI) by calling 1-800-733-9267. Exam fees for all exams are \$90.00.

Exam Locations

West Des Moines 1001 Office Park Road Suite 315	Cedar Rapids Erbs Business Center 4935 Bowling St SW Suite 400	Council Bluffs 1705 McPherson Suite 300
--	--	--