

HOW DO I KNOW IF REAL ESTATE IS RIGHT FOR ME?

Take Control of Your Future by
Working as a Real Estate Agent

AN EBOOK FROM



A woman with curly grey hair is smiling and talking on a black smartphone. She is wearing a grey blazer over a white shirt and a gold necklace. The background is a blurred outdoor setting with warm bokeh lights.

REAL ESTATE AND **YOUR FUTURE**

Making the leap into real estate can feel like a daunting challenge. But when you consider the many benefits of the career, the task at hand could be the perfect opportunity for achieving the success and flexibility you need.

If you're undecided about taking the plunge, join us as we delve into what it takes to become an agent and the advantages of working for yourself.

How Do I Become a Real Estate Agent?

The hardest step to becoming an agent is the first step: Making the decision to change careers. Flip to the next page to learn all the steps involved with becoming a licensed agent.



How Do I Become a Real Estate Agent? (cont.)

1

Complete Your Pre-Licensing Education

Completing your Pre-Licensing education is a state-by-state issue. You will have to enroll with an education provider, like [The CE Shop](#), and finish all Pre-Licensing courses and hours necessary to sit for your exam.

SELECT MY STATE AND GET STARTED

2

Pass the Course Final Exam

After you finish your courses, you'll be required to take a final course exam. This exam will be administered by your education provider. Please see your state's real estate commission website, or visit our Pre-Licensing page to learn more details.



How Do I Become a Real Estate Agent? (cont.)

3

Schedule and Pass the State and National Exam

There are three national providers ([PSI](#), [AMP](#), [Pearson VUE](#)) along with other state-specific providers that will administer the state licensing exam. Once signed up with a third-party provider, you'll be able to schedule your exam date. This step will require you to visit a designated testing site to complete your exam.

Just to note, sometimes states combine the National and State portions into one examination. Please see your state's real estate commission website for all the necessary information regarding how your exam is structured.

4

Complete Your Application

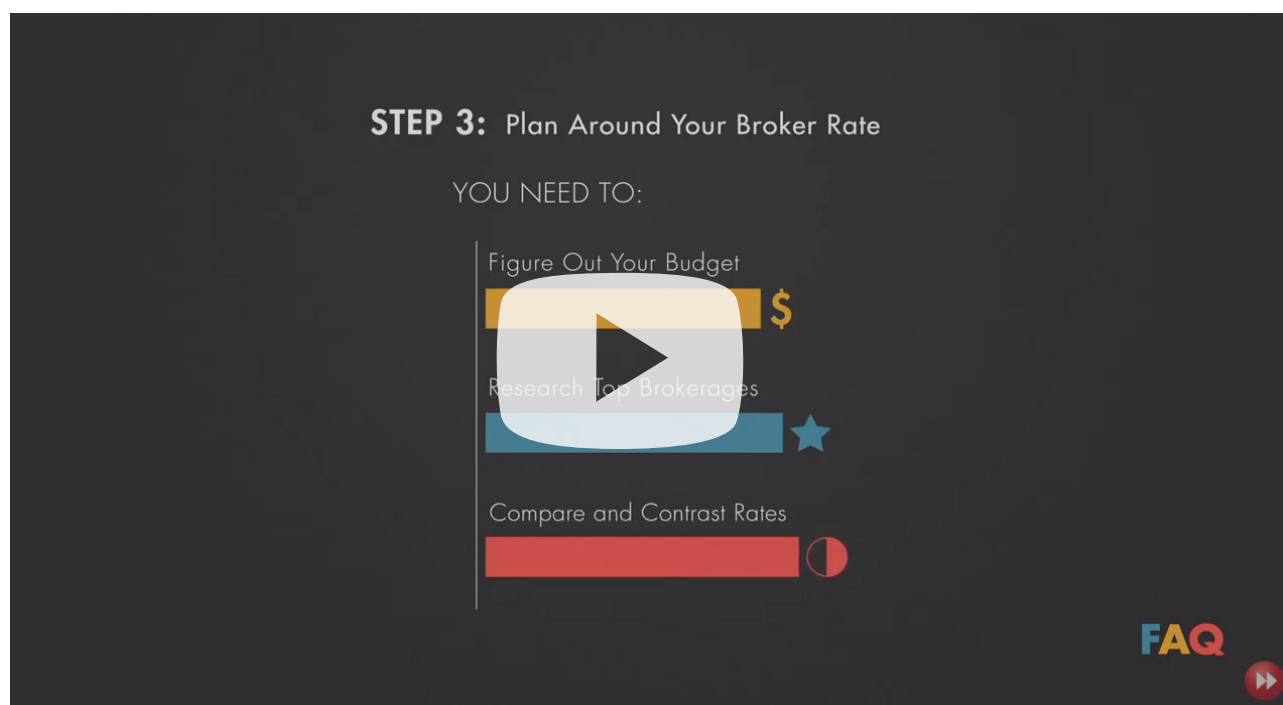
Once you pass your exam, you will have to submit your information to your state commission. In some states, this information will be required before your exam date.

How Do I Become a Real Estate Agent? (cont.)

5

Choose Your Brokerage

Deciding whether you want to work with a national or boutique brokerage can make or break your career growth. Watch this video to learn how you can make the right decision when choosing.



Want to know more about choosing a brokerage? Check out our [Agent Essentials](#) blog. We further explain everything you need to know about picking a brokerage in your city as well as other key insider knowledge for starting your career and managing your real estate business.

ADDITIONAL STEPS -

Check with Your State's Real Estate Commission

Due to licensing requirements differing state by state, we strongly advise contacting your state's commission. They will be able to properly tell you everything else you may need to complete in order to get properly licensed.

You can find your state commission and other necessary information at the bottom of your state's Pre-Licensing page.

[GO TO PRE-LICENSING PAGE](#)

Is There Anything Else I Will Need to Do?



Earning your real estate license is a state-by-state issue.

Here are some actions you may need to take for your state:

- Apply for Errors and Omission (E&O) Insurance.
- If you fail one portion of the exam and pass the other, some states will only require you to retake the failed portion. However, other states may require you to retake both portions.
- Some states require “seat time” for your courses. This means you may have to spend a minimum amount of hours in each course and could be restricted from completing all your courses until a specified time limit has been surpassed.
- Most states require a background check either before or after the National and State portions of your exam.

If you have any questions, please call your state’s real estate commission. We also have all the answers on your state’s [Pre-Licensing](#) page and have Customer Service Representatives standing by at 888.827.0777.

A modern living room with a light gray sectional sofa, a large potted plant, and a concrete wall. A teal banner is at the top, and a white text box is in the center.

The Benefits of the Agent Life

There are many reasons why people get their real estate license. Some people are sick of the 9-5 schedule. Others can't stand working for demanding bosses while doing unfulfilling work. Whatever the case, there are numerous benefits to working as an agent.

BENEFIT 1: You're the Boss

Real estate agents work for themselves. They're the ones who choose the clients they want, the leads they generate, how they market themselves, and pretty much anything that has to do with their business. If you want to be the one in charge and are sick of the rat race of working a corporate job, real estate could be perfect for you.





BENEFIT 2:

Take Ownership of Your Own Business

Your real estate career is your business. They are synonymous. How well you do directly correlates to your business's success. Now, some parts of the business, like accounting and marketing, make some agents feel queasy due to lack of experience or necessary skills. That's okay. Here are two options that many agents have found success with.



Getting Support for Your Business

Option 1: HIRE OUTSIDE HELP

Whether you need help with managing the accounting books or the services of a 20-something-year-old social media guru for managing your marketing, hiring outside help could be a valuable asset for your business. A simple Google search with terms like “real estate accountant” and “marketing consulting near me” should yield potential partners. Certain brokerages will provide the help you need, but this requires paying high fees for less personalized work. Your best option is to weigh the cost-benefits of available services and choose the one that works best for you.

Option 2: DIY (DO IT YOURSELF)

Not every agent will have the necessary capital to invest in outside services, and that’s okay. The internet is a limitless library of knowledge, filled with YouTube instructional videos, “how-to” blogs, and easy-to-use software for getting the most out of your accounting and marketing. To get started, check out our [Agent Essentials](#) page to get everything you need for upstarting and continuing your real estate career.

BENEFIT 3:

Unlimited Income Potential

For most full-time employees, your yearly salary is fixed. Any extra time spent working on time-sensitive projects for your boss yields zero extra dollars for you. Meanwhile, working extra time as a real estate agent can directly lead to more money. It's you and you alone who controls the money that comes in. And that power may be what's most enticing about joining the real estate industry.

Did You Know:

According to Indeed.com, the average real estate agent in a major city makes 35-40% more than the average American job.





BENEFIT 4:

You'll Actually Help People

The responsibilities of a real estate agent are many, but the most important might just be what you give back to your community. Will you be in it for the money or to help your local town?

Working as a real estate agent makes you a local expert “matchmaker” who helps people find their perfect home in an area that has exactly what they need. These needs could be things like living in an A+ School District or having a large amount of green space for outdoor activities. Helping people and their families find their next perfect home can be the most gratifying part of the job.

BENEFIT 5: *Career Mobility*

Stuck at a strictly vertical hierarchy at work that requires having the same last name or incriminating photos of the CEO to climb the corporate ladder? As an agent you don't have to worry about promotions because you're already at the top. You alone determine how successful you're going to be, and will not have to depend on an antiquated structure that limits your growth.



Ready to Make the Switch into Real Estate?

We've got you covered! At The CE Shop, our 100% online, award-winning education is effectively designed for your busy schedule and is proven to increase engagement and retention for success on your licensing exam.

With a 90% national pass rate and over 35,000 real estate agents choosing us monthly, there's a reason why people consider The CE Shop to be the best real estate education in the industry.

JOIN THE ELITE RANKS OF REAL ESTATE AGENTS TODAY!

Visit TheCEShop.com/pre-licensing to get started.

About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education through an encyclopedic knowledge of the real estate industry.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, Post-Licensing, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With courses available in all 50 states and D.C., we're driven by a desire to be the best education in the industry.

