

Salesperson's Course Topics:

- License Law & Regulations
- The Law of Agency
- Legal Issues
- The Contract of Sales and Leases
- Real Estate Finance
- Land Use Regulations
- Construction and Environmental Issues
- Mortgage Brokerage
- Valuation Process and Pricing Properties
- Property Management
- Human Rights and Fair Housing
- Real Estate Mathematics
- Municipal Agencies
- Property Insurance
- Taxes and Assessments
- Condominiums and Cooperatives
- Commercial and Investment Properties
- Income Tax Issues in Real Estate Transactions

Registration Information

Download a registration form from the GSAR website: www.cnyrealtor.com/real-estate-education/licensing-/salesperson.

If you are unable to download the registration form, please contact the education department at (315) 457-5979 x 224 or education@cnyrealtor.com and we will send a form to you.

Mail, fax or drop off the registration form and payment to GSAR. Payment in full is due at time of registration.

You can also register in person at the GSAR office at 5958 E. Taft Rd., N. Syracuse, Monday thru Friday between 9:00am and 4:00pm.

Cancellations and refunds: If a request for a refund is received in writing **72 hours prior** to the course start date, a full refund will be granted. If a written request is received **less than 72 hours prior to the course start date**, a refund less a \$25 processing fee will be granted.

No refunds will be granted after the start of the course. NO EXCEPTIONS.

Cancellation/refund requests MUST be sent to MacBlane@cnyrealtor.com.

FALL 2015

Real Estate Salesperson

Qualifying Course Schedule



**Greater Syracuse
Association of
REALTORS®**

A Career in Real Estate

Frequently Asked Questions

How do I get a real estate license?

- Salesperson's License

On July 1, 2008, the Salesperson: Course increased from 45 hours to 75 hours. A salesperson applicant will be required to show proof of completing 75 hours of approved education. Those salesperson applicants who completed the 45 hour salesperson course prior to July 1, 2008 may complete the additional 30 hour qualifying course (Remedial Course) to satisfy the 75 hour requirement.

Applicants for the salesperson's license must:

- be at least 18 years of age;
- complete a NYS-approved 75-hour course and pass the final exam;
- have a sponsoring broker;
- pass the NYS exam.

- Broker's License

A broker applicant will be required to show proof of completing 120 hours of approved education. Broker applicants will be required to show proof of completing the 45 hour salesperson course, the 30 hour remedial course and the 45 hour broker course **OR** the 75 salesperson course and the 45 hour broker course.

Broker applicants must:

- be at least 20 years of age;
- complete 120 hours of approved instruction and pass the final exam;
- pass the NYS exam;
- have either a minimum of two years experience as a licensed salesperson or three years experience in a related field.

A Career in Real Estate (cont.)

Who needs a license?

According to Article 12-A of the Real Property Law, "anyone who negotiates any form of real estate transaction for another and for compensation of any kind in the State of New York" needs a license.

What is the difference between a broker and a salesperson?

A broker is the owner or corporate officer of the firm. The broker sponsors, trains, and supervises all the real estate activities of the agents for which he/she is responsible. A salesperson works for and under the direction of the sponsoring broker.

Do I need a sponsoring broker to take the course or the licensing exam?

No, many people take the course for personal reasons and have no intention of getting a license. You also do not need a sponsoring broker to take the NYS exam, however you do need a broker to apply for your license.

What happens if I take the course but am not ready to apply for my license?

Your 75 hour course completion certificate is good for eight years. If you are not ready to apply for your license at the end of the course, you must hold on to your certificates until you are ready. The NYS licensing exam results are good for two years.

If I miss a portion of the Qualifying Course, what happens?

According to the New York Department of State, you must complete 90% of the class time in order to pass the course. In other words, if you miss more than 7.5 hours of the entire class, you will automatically fail.

Career in Real Estate (cont.)

I had a license many years ago but let it lapse. Do I have to go through the licensing procedure again?

If your license expired more than two years ago, you must take the NYS exam again before you can renew your license. You must also provide proof of previous licensure to the DOS.

If your license expired less than two years ago, you only need to complete 22 1/2 hours of continuing education before you renew your license.

Salesperson 75 Hour Qualifying Course Fall 2015

October 1 - November 14
Evenings and Saturdays
Evening hours: 5:30 pm - 9:30pm
Saturday hours: 9:00am - 4:30pm

Registration deadline: Sept. 24, 2015

October 1	5:30pm - 9:30pm
October 3	9:00am - 4:30pm
October 7 & 8	5:30pm - 9:30pm
October 10	9:00am - 4:30pm
October 14 & 15	5:30pm - 9:30pm
October 17	9:00am - 4:30pm
October 20 & 21	5:30pm - 9:30pm
October 24	9:00am - 4:30pm
October 27	5:30pm - 9:30pm
October 31	9:00am - 4:30pm
Nov. 2, 3 & 4	5:30pm - 9:30pm
Nov. 7	9:00am - 4:30pm
Nov. 10	5:30pm - 9:30pm

Final Exam: November 14 10:00am