

## Registration Form

### **Registrations are not accepted without payment.**

Registration is limited. No phone registrations will be accepted. All tuition and fees must be paid in full with this application. If a request for a refund is received in writing **72 hours prior** to the course, a full refund will be granted. If a written request is received **less than 72 hours**, a refund less a \$25 processing fee will be granted. No refunds will be granted after the start of the course. **NO EXCEPTIONS.** **Cancellations MUST be sent to [MacBlane@cnyrealtor.com](mailto:MacBlane@cnyrealtor.com).**

Name: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: NY Zip: \_\_\_\_\_

**Please register me in the: Salesperson's Qualifying Course** to start on January 10, 2012

|  |                 |
|--|-----------------|
| Salesperson's Course - including textbook                    | <b>\$495.00</b> |
| <i>Total Recall</i> multimedia study guide - <i>optional</i> | \$29.99         |
| Total including <i>Total Recall</i> with tax                 | <b>\$527.39</b> |

**Amount enclosed or authorized:** \_\_\_\_\_

*(Make check payable to GSAR)*

Charge my: ( ) VISA ( ) MC ( ) Disc ( ) Amex

Account #: \_\_\_\_\_

Expiration date: \_\_\_ / \_\_\_ / \_\_\_

Signature: \_\_\_\_\_

Do you have any disabilities which require special accommodations, including auxiliary aids/services? If so, please list your needs below:

*(Please let GSAR know of any special needs at least 2 weeks prior to the start of the class.)*

Questions? Phone: **315.457.5979 ext. 24**

Mail or deliver form to:  
Education Department  
GSAR  
5958 E. Taft Rd.  
N. Syracuse, NY 13212

-OR-

Fax form to: 315.457.5884 Attn: Education Department

Greater Syracuse Association of REALTORS®  
5958 E. Taft Rd.  
North Syracuse, NY 13212  
Phone: (315) 457-5979 Fax: (315) 457-5884

# January-February 2012

## Real Estate Salesperson

### Qualifying Course Schedule



## Greater Syracuse Association of REALTORS®

## A Career in Real Estate

### How do you get a real estate license?

#### Salesperson's License (See Increased Requirements)

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 course exam;
- get a sponsoring broker; and
- pass the NYS exam.

#### Broker's License (See Increased Requirements)

Broker: 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;
- have 120 hours of approved instruction and pass the course exam (see above)
- pass the NYS exam;
- and have either a minimum of two years experience as a licensed salesperson or three years experience in a related field.

Please check with the NYS Department of State as to what constitutes experience and/or a related field: NYS Department of State: 518-474-4429

[www.dos.state.ny.us/lcns/licensing.html](http://www.dos.state.ny.us/lcns/licensing.html)

#### 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?

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 one to apply for your license.

## A Career in Real Estate (cont.)

### 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. Remember the NYS exam results are good for two years.

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

If you took the 45 hour licensing course before July 1, 2008, this certificate is still valid.

If your license expired more than two years ago, you will have to take the NYS exam again before you can renew your license.

If your license expired less than two years ago, you only need to complete the 22 1/2 hours of continuing education before you renew your license. In either case, your broker must sign the renewal form.

### 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.

### I have the option to purchase Total Recall..what is it?

Total Recall is a study aid that has been developed (and proven) to increase your retention of information. When using this product correctly, you will not only pass your NYS Exam - GUARANTEED, but you will truly remember the knowledge you have acquired to ensure your career success.



## NYS DOS Increased Educational Requirements Effective July 1, 2008:

The bill creates a statutory definition of office manager. This will be a licensed associate real estate broker who elects to work as an office manager under the name and supervision of another individual broker or one who is licensed under a partnership, trade name, limited liability company or corporation. It provides that a branch office may be under the supervision of a duly appointed office manager or (as before) the direct supervision of the broker.

The bill increases educational requirements by requiring an applicant for a real estate broker's license to furnish proof of attending at least 120 hours, formerly 90 hours, of approved real estate courses and that the applicant has actively participated in the general real estate brokers business as a licensed real estate salesman under the supervision of a licensed real estate broker for a period of not less than two years, formerly one year, or has had equivalent experience in general real estate business for a period of at least three years, formerly two years.

The bill also gives the Department of State greater latitude to approve new technologies for the delivery of real estate qualifying education courses, principally through computer based distance learning,

and provides that such courses may be approved by the DOS as satisfying part of the educational requirements. At the same time it increases the salesperson qualifying course from 45 hours to 75 hours.

The bill will eliminate the current exemption from continuing education requirements for those brokers licensed after the effective date (July of 2008) who do not have fifteen years of experience by that time.

Real estate license identification cards shall now need to contain a photograph of the licensee, and the minimum age for a broker has been raised to twenty years.

NYS Department of State:

518-474-4429 or [www.dos.state.ny.us/lcns/licensing.html](http://www.dos.state.ny.us/lcns/licensing.html)

## 30 hour Remedial Course

### Take the 30 Hour Remedial Course Online.

Review package options and register

for the course at [cnyREALTOR.com](http://cnyREALTOR.com)

For information, contact our education department at

315-457-5979 or [education@cnyrealtor.com](mailto:education@cnyrealtor.com)

## Salesperson's Qualifying Course

### EVENINGS & SATURDAYS

Registration deadline: **December 31, 2011**

January 10, 11, 12, 17, 19:

5:30pm - 9:30pm

January 21 :

9:00am - 4:30pm\*

January 24, 26:

5:30pm - 9:30pm

January 28:

9:00am - 4:30pm\*

January 31; February 2, 7, 8, 9:

5:30pm - 9:30pm

February 11:

9:00am - 4:30pm\*

February 16:

5:30pm - 9:30pm

February 18:

9:00am - 4:30pm\*

February 21: **EXAM** 6pm - 9pm

\*Lunch break 1/2 hour on Saturdays