

SCHOLARSHIP* APPLICATION FORM

Deadline for application is December 19, 2011.

Name _____

Street Address _____

City, State, Zip _____

E-mail _____

Phone _____ Are you over 18? _____

Schools attended _____

Please attach:

- a resume
- two letters of recommendation
- a personal letter describing how you will promote diversity within our membership (i.e., languages spoken, experience abroad, community involvement, etc.)

***This scholarship covers the 75 hour Salesperson Licensing course held at GSAR, first year's GSAR dues and MLS startup fees. Scholarship must be redeemed in 2012.**

To apply for this scholarship, return completed application form and attachments to:

GSAR, Education Dept., 5958 E. Taff Rd., North Syracuse, NY 13212.

Applications will be reviewed by our scholarship committee and a decision will be made by December 31st, 2011. You will be contacted by one of our Equal Opportunity Committee members.

Thank you for your interest!

For more information on our Salesperson's Course, visit www.cnyrealtor.com



GSAR Greater Syracuse Association of REALTORS®
www.cnyrealtor.com

2012

JOHN M. GALLINGER SCHOLARSHIP

for

**The New York
State
Real Estate
Salesperson
Qualifying
Course**



John Gallinger founded Gallinger Real Estate in 1959 in Camillus, NY. He was committed to building his business based on a high degree of professionalism, outstanding service and education.



John M. Gallinger

Mr. Gallinger is credited with creating the area's first in-depth training and continuing education program for real estate salespeople. His revolutionary education and training systems took Gallinger Real Estate to the Number 1 real estate company in Central New York within 15 years of its inception.

It is because of John's commitment to and promotion of high quality education within the real estate industry that we are pleased to offer the *John M. Gallinger Scholarship* to a student planning a career in real estate

Some Frequently Asked Questions

What are the License Requirements for NYS Real Estate Salespersons?

You must: be 18 years of age, complete NYS approved 75 hour qualifying course and pass the NYS licensing exam

For how long is the license valid? Licenses are valid for two years. To maintain your license, completion of 22.5 hours of continuing education is required during each two year licensing period.

How Do I Get Paid? Real estate sales is a 100% commission profession. Your broker will pay you a percentage of the commission for each of your transactions.

Independent Contractor Status: What Does It Mean? Real estate agents usually work as independent contractors under the supervision of a sponsoring broker. Essentially, you are your own small business and, as such, you are responsible for the majority of the costs associated with conducting your business. Estimated first year expenses are listed on the following page. Health insurance, for which you will be responsible, are not included.

Getting Started

Estimated First Year Expenses

NYS LICENSE QUALIFICATION COURSE: \$425 - \$499
N.Y.S. Law requires completion of this approved course before an applicant can become licensed to sell properties.

NYS LICENSE EXAM FEE: \$15.00

NYS LICENSE APPLICATION/ANNUAL FEE: \$50
Payable to the Department of State. Licenses are valid for two years

ASSOCIATION MEMBERSHIP:

ONE-TIME APPLICATION FEE	\$100
LOCAL (GSAR)	\$290
STATE (NYSAR)	\$ 90
NATIONAL (NAR)	\$155

MULTIPLE LISTING SERVICE FEE (Quarterly): \$132

ERRORS & OMISSIONS INSURANCE: \$250 - \$450
You will be billed annually for E&O Insurance.
This amount is approximate and is Broker dependent

KEY BOX ACCESS (Semi-annually): \$108
ONE TIME DEPOSIT \$ 50

INCIDENTAL EXPENSES: \$150
You will need to purchase sign riders, business cards, and have a professional photo taken. These expenses vary.

TOTAL ESTIMATED FIRST YEAR INVESTMENT FOR REAL ESTATE SALESPERSON **\$1,984.00**