

Careers in Real Estate

A real estate license opens up a world of career possibilities offering independence, a flexible work schedule, and unlimited earning potential. But a successful real estate career requires preparation, commitment, and hard work.

Your first year as a real estate agent will require careful planning. You will have to make contacts and attract clients, which may require long work hours. You'll acquire new networking skills and be challenged in many ways to step outside of your comfort zone.

Since most home buyers and sellers have full-time jobs, real estate activity generally takes place during non-business hours. You may have to work evenings, weekends, and holidays in order to make yourself available when buyers and sellers want you.

Here are some activities real estate agents commonly perform on a regular basis:

- identifying prospective buyers and sellers
- making listing presentations to prospective sellers
- performing competitive market analyses
- showing properties to buyers
- conducting open houses
- assisting buyers in obtaining financing
- negotiating and coordinating sales transactions

With a real estate license, you'll be opening the door to careers in residential sales, commercial real estate, property management, appraisal, mortgage financing, land development, urban planning, and real estate investment.

Steps to Becoming a Licensed Real Estate Agent:

1. Complete your three required license courses: Real Estate Principles, Real Estate Practice, and one approved elective
2. Submit proof of course completion to the state and apply for an exam date
3. Take an exam prep course
4. Get fingerprinted and submit form to the CalBRE for a background check (fingerprinting may also be done after passing the exam)
5. Pass the exam and submit your complete license application

For more information or to register, call (800) 954-5150.

Are you interested in a real estate career?
You've come to the right place.



Real estate courses are offered in association with the Rockwell Institute.
The Rockwell Institute is the course sponsor and holds all course approvals.

Learn from one of the most trusted real estate schools in the country.

Our company partners with the Rockwell Institute, a real estate school that has been preparing students for state licensing exams since 1974. Rockwell is known for:

- Convenient training options
- High quality materials
- User-friendly technology
- Excellent state exam preparation

A Successful Career Starts Here

Rockwell courses lay the groundwork for a successful real estate career. Rockwell offers both online and home-study/ correspondence courses, so you can study at your own pace from home, the office, or virtually anywhere!

Textbooks are always included with Rockwell courses. Up-to-date information and clear, concise writing makes complex real estate issues straightforward and simple.



Convenient Licensing Options

California Real Estate Licensing - Online Package

Rockwell's most popular and most comprehensive study package! Get all three required courses in an entertaining, interactive, online format that features full-color graphics and narration. These online courses are easy to use and the best you'll find on the Internet. You won't get bored!

- Three online classes: Real Estate Principles, Real Estate Practice, and an elective
- Salespersons Cram online course: a focused review for the state exam

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California Real Estate Licensing - Correspondence Package

Get all three required courses in textbook-only format. To complete the courses, simply review all three books and take three open-book, online final exams. This package is designed for students who have limited access to a computer, or who simply prefer studying from textbooks.

- Real Estate Principles
- Real Estate Practice, and
- An elective

Additional Study Aids

Many students choose to supplement their license preparation with these additional study aids, designed specifically to help pass the real estate exam:

- Salesperson's Cram online course
- *Insider's Guide to Passing the California Real Estate Exam* ebook
- Real Estate Principles flashcards



The state exam is tough. Fewer than 50% of all real estate students pass it the first time they take it. But Rockwell students report that they pass the first (and only) time they take it, thanks to these excellent courses and study materials.

CalBRE Approvals: Principles 1570-95, 2142-06;
Practice 2033-04, 2176-05;
Appraisal 2074-04, 2174-05;
Finance 2363-05, 2432-06

Students must spend a minimum of 18 days on each course as required by the California Bureau of Real Estate.

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