

# Building a **Successful** Career in Real Estate

**A strong foundation is crucial to a successful career.  
Embark on your real estate pathway at South Florida State College.**



## Sales Associate

### Successfully Complete 63-Hours of Pre-license Education

To begin, you'll need to complete 63-clock-hours of pre-license sales associate education. After completing your course, you'll need to pass the real estate pre-license course final exam. SFSC offers in-person or online 24/7 at [southflorida.edu/realestate](http://southflorida.edu/realestate).

### Submit fingerprints

Next, you'll need to submit a background check and fingerprints to the Department of Business & Professional Regulation.

### Complete the application

Apply for a Florida real estate salesperson license with the Florida Department of Business and Professional Regulation.

### Pass the state exam

Finally, you'll need to pass the Florida Real Estate Sales Associate Exam with a passing score.

### Get Hired!

### Continuing Education

Florida requires licensed real estate sales associates to complete a 45-hour post-license education course within 24-months of receiving their license. The course is good for two years from the date of completion. SFSC offers this course online 24/7 at [southflorida.edu/realestate](http://southflorida.edu/realestate).



## Is Real Estate Right for You?

Real estate offers a rewarding career path for motivated individuals. While sales skills are indeed essential, being a natural salesperson isn't a strict requirement. Crucial skills include being an attentive listener, an effective communicator, and having a passion for the industry. Concerned about lacking expertise? Our pre-licensing courses ensure you're well-prepared to excel.

### Here's why real estate might be your ideal career:

- ✓ **High Demand:** Job opportunities are on the rise.
- ✓ **Quick Entry:** Become a licensed agent in just 63 hours.
- ✓ **Affordability:** Training costs are reasonable.
- ✓ **Autonomy:** Control your growth and schedule.
- ✓ **Entrepreneurial Freedom:** Run your own business with broker support.
- ✓ **Unlimited Earnings:** Commission-based income offers great potential.
- ✓ **Dynamic Environment:** Enjoy daily variety and interactions.
- ✓ **Fulfilling Role:** Assist clients in significant decisions.
- ✓ **Flexible Schedule:** Manage your time effectively.
- ✓ **Networking Opportunities:** Connect with diverse individuals regularly.



### Why select SFSC for Real Estate?

- ✓ **Simple registration**
- ✓ **In class or online courses**
- ✓ **Our face-to-face courses are taught by local real estate brokers who are actively engaged and highly experienced in our target market.**



## Broker

### Gain experience as an active Real Estate Sales Associate

Hold an active sales associate license for at least 24-months out of the past five years.

### Successfully Complete 72-Hours of Pre-license Education

Complete 72-clock-hours of broker education. After completing your course, you'll need to pass the real estate pre-license course final exam. SFSC offers this course in-person or online 24/7 at [southflorida.edu/realestate](http://southflorida.edu/realestate).

### Submit fingerprints

Next, you'll need to submit a background check and fingerprints to the Department of Business & Professional Regulation.

### Complete the application

Apply for a Florida real estate salesperson license with the Florida Department of Business and Professional Regulation.

### Pass the state exam

Finally, you'll need to pass the Florida Real Estate Broker Exam with a passing score.

### Continuing Education

The Florida broker post license courses are split into two 30-hour courses. All brokers must complete 60-hours in total of Florida real estate license renewal courses. The broker license renewal for Florida is normally within 18-24 months, from the date your real estate broker's license was issued. SFSC offers this course online 24/7 at [southflorida.edu/realestate](http://southflorida.edu/realestate).

### All requirements met

*Contact us today!*

**Tina Gottus**

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📍 600 W. College Dr., Avon Park, FL 33825

👍 Like us on facebook at SFSCCCE

🌐 Visit [southflorida.edu/corporatetraining](http://southflorida.edu/corporatetraining)

**NO APPLICATION OR FAFSA REQUIRED.  
ASK US HOW TO GET STARTED  
AS SOON AS TODAY!**

**INVEST IN YOUR FUTURE!**



**FOR COURSE DATES!**

# Real Estate Sales Associate

Online Real Estate Courses at [southflorida.edu/realestate](https://southflorida.edu/realestate)

- PRE-LICENSING
- POST-LICENSING
- EXAM PREP
- CONTINUING EDUCATION



## Real Estate Sales Associate Courses

To begin your journey as a real estate agent, the first step is to register for the Sales Associate course. The Florida Real Estate Principles, Practices, and Law course is a comprehensive pre-licensing program that remains current with the latest legislative changes in Florida. Its curriculum aligns with the course outline established by the Florida Division of Real Estate. A high school diploma or equivalent is required.

### SALESPERSON PRE-LICENSING - 63 Hours

- Florida Real Estate Sales Associate Career Accelerator Package **\$429**
  - Package includes Florida Real Estate Principles, Practices and Law, Florida Real Estate Sales Associate Drill and Practices QBank, and Real Estate Accelerator Live Online
- Florida Principles, Practices, and Law + QBank for Sales Assoc. Package **\$349**
- Florida Real Estate Principles, Practices, and Law Online Course **\$299**

### SALESPERSON POST-LICENSING - 45 Hours

- Post-Licensing Education for Florida Real Estate Sales Associates **\$149**

### CONTINUING EDUCATION

- Continuing Education for Florida Real Estate Professionals v20.0 (14 credit hours) **\$39**
- Ethics for Florida Real Estate Professionals v3.0 (3 credit hours) **\$19**
- Florida Real Estate Core Law (3 credit hours) **\$19**

### EXAM PREP

- Florida Real Estate Sales Associate Drill and Practice QBank **\$79**
- Florida Sales Associate Pre-licensing Key Point Review Audio MP3 **\$39**

Visit [southflorida.edu/realestate](https://southflorida.edu/realestate) to register.

Online Course Disclaimer: The fees for online courses may vary. The tuition stated reflects the cost at the time the catalog was created.

In-Person Course Disclaimer: Students that are registered and paid will receive first priority for enrollment in the course. Enrollment numbers must be achieved in order for course to be offered. All classes are subject to change. No refunds after class begins or for unsatisfactory grades.

# Real Estate Broker

Visit [southflorida.edu/realestate](https://southflorida.edu/realestate) to register

## Broker Information

If you are interested in becoming a real estate broker in Florida, South Florida State College offers the pre-license broker course. To qualify for the State of Florida Real Estate Broker License, you must meet specific requirements set by FREC:

- Complete an approved 72-hour broker pre-license course with a minimum grade of 70%
- Pass the end-of-course Florida Real Estate Broker Exam with a minimum grade of 75%
- Hold an active sales associate license for at least 24 months within the past 5 years
- Be at least 18 years old
- Have a high school diploma or GED
- Obtain approval for your state application, including fingerprinting and a background check
- Pass the Florida state examination

After enrolling in the Florida real estate broker course, you are required to submit your real estate license application to the Department of Business and Professional Regulation. The application process includes submitting fingerprints, completing the necessary paperwork, and paying the relevant license fee.

## Real Estate Broker Courses

### BROKER PRE-LICENSING - 72 Hours

- Florida Real Estate Broker's Guide Online Course + Real Estate QBank for Brokers Package **\$499**
- Florida Real Estate Broker's Guide Online Course **\$349**

### BROKER POST-LICENSING - 30 Hours

- Florida 60-Hour Broker Post-Licensing Package **\$299**
- Florida Essentials of Real Estate Investment v7.0 **\$169**
- Florida Real Estate Brokerage: A Management Guide. 30-Hour Broker Post-Licensing v8.0 **\$169**

### BROKER EXAM PREP

- Florida Real Estate Broker Drill and Practice QBank **\$79**



**ONLINE  
COURSES**

# Real Estate Continuing Education

Online Real Estate Courses at [southflorida.edu/realestate](https://southflorida.edu/realestate)

## Real Estate Exam Procedures



**BEFORE MAKING A RESERVATION:** Candidates are encouraged to read the candidate information booklet, found at [www.myflorida.com/dbpr](http://www.myflorida.com/dbpr), before making an examination reservation. Candidates must apply to the Florida Division of Real Estate (DRE) for authorization before they may make an examination reservation. The fingerprinting ORI number is FL920010Z. Once the candidate's application has been approved by the DRE, Pearson VUE will send the candidate an official authorization letter. The candidate is then eligible to make an examination reservation.



**MAKING AN EXAM RESERVATION:** Candidates may call Pearson VUE Customer Care at 888-204-6289 to make an examination reservation. Customer Care is available Monday through Friday, 8 a.m.-11 p.m.; Saturday 8 a.m.-5 p.m.; and Sunday from 10 a.m.-4 p.m. (Eastern Standard Time). Phone reservations can be made up to and including the day you wish to sit for the exam, based on availability. Online reservations can be made at [pearsonvue.com](https://pearsonvue.com). No walk-in testing is permitted. After visiting the site, select Florida Real Estate and Appraiser, sign in, and choose South Florida State College as the testing site.



**CHANGE/CANCEL POLICY:** Candidates who wish to cancel or change an examination reservation may do so without penalty up to two calendar days before the examination. Candidates who are absent from or late for an examination, or who change or cancel their reservations without proper notice, will owe Pearson VUE the full examination fee. Absences may be excused due to illness, death in the family, etc. When registering for an exam on Pearson VUE and SFSC is not an option, that means the testing site is full. SFSC's Testing Center phone number is 863-784-7214.



### EXAM CODES AND FEES:

Candidates must pay the examination fee at the time of reservation by credit card or electronic check. Candidates who cannot use these payment options should contact Pearson VUE to arrange to pre-pay the examination fee. Payment will not be accepted at the Testing Center. Examination fees are non-refundable and non-transferable.

Exam Name	Fee	Time Allotted
Real Estate Salesperson	\$36.75	3.5 hours
Real Estate Broker	\$36.75	3.5 hours
Real Estate Law	\$15.75	1.5 hours



### WHAT TO BRING:

- Two forms of signature identification, one of which bears your picture, address that must match the name as provided to the Department of Business and Professional Regulation on the application for licensure, signature, and is government issued; this includes a driver's license, state identification card, passport, or military identification card. **YOU MUST BE PREPARED TO SHOW PROPER I.D. TO GAIN ADMISSION TO THE TEST SITE.** Student, employment I.D. cards, and photo-bearing credit cards are not acceptable as a picture-bearing identification.
- Certification of Pre-licensing Education Completion (sales and broker candidates only): If the original was mailed to the DRE with the authorization application, a photocopy should be brought to the Testing Center.
- Official authorization notice (not mandatory)



**SCORE REPORTING:** Candidates will receive an official, photo-bearing score report immediately upon completion of the examination.



**RETAKING AN EXAM:** Candidates who fail an examination must wait 24 hours to schedule another examination. Reservations may not be made at the Testing Center.



**CONTACT INFORMATION:** Candidates may contact Pearson VUE by:

Visiting the Pearson VUE website: [pearsonvue.com](https://pearsonvue.com) or Calling Customer Care at (888) 204-6289

**IMPORTANT**



Once you have completed and passed your course exam, you will need to *submit fingerprints to the DBPR 5 days before submitting your license application.*

- **Link to IdentGo:**

Schedule your fingerprints <https://www.identgo.com/>

- **Link to DBPR:**

<https://www.myfloridalicense.com/intentions2.asp?chBoard=true&SID=&boardid=25&professionid=25A>

Your application will be considered incomplete if your fingerprints haven't been received by FREC by the time they start reviewing your application, so be sure to follow the timeline correctly!



# Real Estate Continuing Education

Online Real Estate Courses at [southflorida.edu/realestate](https://southflorida.edu/realestate)

## Professional Development Courses



### **RRP Recruitment, Retention, and Profitability for Managers OnDemand Package \$69**

Looking to build unquestionable real estate success you can see and measure? Full Throttle Coaching will maximize your potential by guiding you through the difficult first stages of business development. These programs are applicable for coaches, brokers, teams, agents, and trainers. In this course, you will develop the skills necessary to attract and retain the best talent, leading to a successful real estate business. To grow your business, you need to learn how to increase the productivity and profitability of your entire group. You'll be enrolled in KnowledgeDNA™—an easy activity planning and tracking system to keep yourself accountable and on track to reach your goals. Develop your business plan, marketing plan, and income plan.

### **Full Throttle Coaching—Buyers: Be Successful, Fast OnDemand Course v1.0 \$69**

In Buyers: Be Successful, Fast you will develop the lifelong skills real estate agents need to succeed in their careers. You will develop lead-generation skills, create personal lead maps and script action plans, and generate income from your leads. You will utilize Knowledge DNA's easy activity planning and tracking system that will keep you accountable for your actions and on track to reach your goals.

### **Full Throttle Coaching - How to Coach, Not Just Teach: Coaches Question—Teachers Tell OnDemand Course v1.0 \$69**

In How to Coach, Not Just Teach: Coaches Question—Teachers Tell, you will develop the lifelong skills real estate agents need to succeed in their careers. You will learn how to coach team members to be effective, how keeping team members accountable leads to results, and how to individualize your coaching to benefit you and your team members. You'll be enrolled in KnowledgeDNA™—an easy activity planning and tracking system to keep yourself accountable and on track to reach your goals.

### **Real Estate Accelerator Live Online \$299**

A common misconception is that a new agent only needs licensing education in order to be successful. The truth is, there are strict limitations on what can and cannot be taught in a licensing course. What nearly all licensing courses lack is what Real Estate Accelerator provides. You've built a solid foundation for your new career by successfully completing your comprehensive licensing education. Now, you're ready to move to the next phase of your professional development. How do you build on what you've achieved? How do you start earning commissions as quickly as possible? Real Estate Accelerator has the answers. This live online course includes eight hours of intensive training followed by eight weeks of coaching and is designed to teach you the specific activities an agent needs to perform on a daily, weekly, and monthly basis in order to be successful in real estate. This program will arm you with business-building skills and critical operating activities utilized by the nation's most successful real estate agents. You will leave the program prepared to implement your plans and tools immediately in your real estate practice.

### **Full Throttle Coaching— Listings: Where the Real Money is OnDemand Course v1.0 \$69**

In Listings: Where the Real Money Is, you will develop the lifelong skills real estate agents need to succeed in their careers. You will develop lead-generation skills, create personal lead maps and script action plans, and generate income from your leads. You'll be enrolled in KnowledgeDNA™—an easy activity planning and tracking system to keep yourself accountable and on track to reach your goals.

### **Full Throttle Coaching - Ready, Set, Go! The Four Skills You Need to Launch Your Real Estate Career OnDemand Course v1.0 \$69**

In Ready, Set, Go!™, you will learn to concentrate on income-producing lead generation activities from the word go, including lead mapping, effective script writing, and how to professionally ask for business. You will develop lifelong skills for success, including lead-generation skills, create personal lead maps and script action plans, and generate income from your leads. You'll be enrolled in KnowledgeDNA™—an easy activity planning and tracking system to keep yourself accountable and on track to reach your goals.

### **Full Throttle Coaching - Team Supreme: 4 Team Models to Grow and Manage a Successful Business OnDemand Course v1.0 \$69**

In Team Supreme: 4 Models to Grow and Manage a Successful Business, you will develop the lifelong skills real estate agents need to succeed in their careers. You will learn how to develop effective real estate teams, including assessing strengths of team members and assigning them appropriate roles. You'll be enrolled in KnowledgeDNA™—an easy activity planning and tracking system to keep yourself accountable and on track to reach your goals.

### **Full Throttle Coaching - The Great Eight: 8 Things You Must Do to Survive and Thrive in Real Estate OnDemand Course v1.0 \$69**

The Great Eight™ introduces eight of the most critical income-producing activities for real estate professionals. After tracking tens of thousands of agents over five years, these eight activities were identified as the constant all successful agents share. In The Great Eight™, you will develop the lifelong skills real estate agents need to succeed in their careers. Learn to set and hold goals, manage your time, prospects, and convert leads into sales. You'll be enrolled in KnowledgeDNA™—an easy activity planning and tracking system to keep yourself accountable and on track to reach your goals.

- **Students are not required to apply to the college to take these courses.**
- **Visit [southflorida.edu/realestate](https://southflorida.edu/realestate) to register.**
- **Select the course, register, pay and begin from the comfort of your home.**



# SFSC Corporate & Community Education

Serving Highlands, Hardee and DeSoto counties for almost 60 years!

## Career Path Planning

01

### Self-Assessment

- Resume Building.
- Dress for Success.
- Practice Interview Skills.
- Know your strengths and weaknesses.

02

### Research Career Options

- Explore the right career path for you!
- Take a free assessment at [sfsc.kuder.com](http://sfsc.kuder.com).  
Activation Code: J6568273NVJ

03

### Build Skills to Succeed

- Identify short-term training and long-term goals, including soft skills and technical skills.
- No college application or FAFSA required for these short-term programs.

04

### Network Building

- Explore Job Opportunities: Develop and maintain industry connections through networking events, career fairs, professional organizations, and a strong LinkedIn presence.
- Keep up with continuing education and professional development.



## SFSC Campus and Center Locations

### Highlands Campus

600 West College Drive  
Avon Park, FL 33825

### Hardee Campus

2968 U.S. 17 North  
Bowling Green, FL 33834

### DeSoto Campus

2251 N.E. Turner Avenue  
Arcadia, FL 34266

### Lake Placid Center

500 East Interlake Boulevard  
Lake Placid, FL 33852



### Crews Center

Truck Driving Academy  
Construction Academy

200 U.S. Highway 27 South  
Avon Park, FL 33825

 [southflorida.edu/corporate training](http://southflorida.edu/corporate%20training)

South Florida State College is an equal access/equal opportunity institution. South Florida State College is accredited by the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) to award the associate and baccalaureate degree. Contact SACSCOC at 1866 Southern Lane, Decatur, Georgia 30033-4097 or call 404-679-4500 for questions about the accreditation of South Florida State College.