



New York State Association of REALTORS®, Inc.



What's your next move?

Looking for a career where you control your own business – where your entrepreneurial spirit can take you to the top?

Consider an exciting career in real estate. The sky's the limit!



Benefits of a real estate career

- Be your own boss and enjoy unlimited earning potential.
- Be creative and have fun.
- Help buyers and sellers realize their dreams.
- Make a meaningful difference in people's lives.
- Get started quickly without loans.
- Enjoy a healthy work/play balance.



What does it take to achieve success?

Success in real estate requires energy, enthusiasm, a positive attitude and hard work. If you're self-motivated, disciplined, determined and passionate about helping others, you'll love each day in real estate!



Visit [NYSAR.com/careers-in-real-estate](https://www.nysar.com/careers-in-real-estate) for more information.



How to Get Started

- 1 Shadow a successful real estate professional.
- 2 Take the 75-hour salesperson's qualifying course.
- 3 Take the state licensing exam. Visit www.dos.ny.gov for details.
- 4 Choose a company that's a good fit for you.
- 5 Apply for your salesperson's license.

Be a REALTOR®

Once licensed, join your local REALTOR® association for access to tools to help your business thrive.



There's more...

A variety of other options exist including real estate appraisal, commercial and investment property brokerage, property management and home inspection.



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