

Careers in Real Estate Campaign

2017 -18



New York State Association of REALTORS®, Inc.













Rack Card


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 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.

 Visit NYSAR.com/careers-in-real-estate for more information.



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Careers in Real Estate

Explore an Exciting Career in Real Estate

The real estate profession can be both exciting and rewarding, especially if you are looking for a career where you control your own business – where your entrepreneurial spirit can take you to the top. The sky's the limit!



Benefits of a Real Estate Career

Become a licensed salesperson and you can:

- Be your own boss and enjoy unlimited earning potential.
- Be creative and have fun.
- Help buyers and sellers realize their dreams.
- Enjoy variety, networking and growth.
- Make a meaningful difference in people's lives.
- Get started quickly and inexpensively.
- Create a healthy balance of work and play.

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, and determined, then you'll find a career in real estate a great choice. If you're a good listener and communicator, and are passionate about helping others achieve their homeownership goals, you'll love each day in real estate.

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Featured Content

Why should you work with a REALTOR?

Buying a home is probably the biggest single investment you'll ever make. It's important to surround yourself with knowledgeable people within the real estate industry. [Click here](#) for a list of benefits of working with a local REALTOR in your home search.



BECOME A REAL ESTATE AGENT TODAY

We offer:
Commercial & residential courses

Customer support 7 days a week

Custom packages &



Meet the REALTORS featured in Real Estate Careers

Learn more about the young REALTORS who were featured in the Real Estate Careers videos, and see their tips for building a career.

Julian Diaz



Julian is a full-service REALTOR focused on the leasing and selling of new construction buildings. A lifelong resident of Westchester County, he is deeply involved and dedicated to the growth of his local communities. Julian also had the pleasure of working with the Property Brothers and assisting Drew in choosing local homes for the show!
[REALTOR Success Tip 3](#)
[REALTOR Success Tip 6](#)
[REALTOR Success Tip 11](#)

Mark Donnelly



With the motto "Real Estate is My Passion," Mark dedicates himself to his clients - past and present. He is recognized as a top producing, service-oriented, knowledgeable and honest sales professional by his real estate peers and customers alike.

[REALTOR Success Tip 9](#)
[REALTOR Success Tip 12](#)
[REALTOR Success Tip 13](#)

Judi Gabler



Since joining the industry in 2011, Judi's creativity, enthusiasm and tech savvy marketing strategies have helped her build a leading real estate team in the Capital District. She was honored in 2016 as a National Association of REALTORS "30 Under 30" award recipient. Judi devotes time and passion to her community through her involvement with local chapters of the Ronald McDonald House Charities and Make-A-Wish Foundation.
[REALTOR Success Tip 1](#)
[REALTOR Success Tip 5](#)
[REALTOR Success Tip 14](#)

Molly Jensen



Since joining her mother's brokerage in 2016, Molly has been instrumental in the expansion of the company's social presence. She focuses on residential and foreclosed properties. With her childhood rooted in Westchester County, she is well versed in all that the community offers as well as being committed to adding value to her clients' real estate experience.

[REALTOR Success Tip 8](#)
[REALTOR Success Tip 15](#)

Amanda Reinfelds



Having an interest in real estate for as long as she can remember, Amanda has been applying her love of architecture, photography, and interior design/staging to her day-to-day ventures as a real estate agent since 2009. She views her career as an avenue to show her immense pride in her local community. She especially enjoys working with first time buyers. She is also active in her local REALTOR association and her community.

[REALTOR Success Tip 2](#)
[REALTOR Success Tip 7](#)

Tremaine Selby



Following college and working at West Point, Tremaine switched career paths after meeting some successful young REALTORS. Since becoming a REALTOR, Tremaine has been recognized as the New York Region Rookie of the Year by his company. He serves the Hudson Valley where he specializes in helping buyers find the perfect home and investors achieve their goals.

[REALTOR Success Tip 4](#)
[REALTOR Success Tip 10](#)

For Consumers

[Regional Information](#)

[Housing Statistics](#)

[Housing Foundation](#)

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Become a REALTOR

The REALTOR organization is a three-tiered, membership-based structure to educate real estate professionals and represent its members' best interests through local, statewide and national government representation.

By joining one of the [local boards](#) in New York State, you automatically join the more than 55,000 members of the New York State Association (NYSAR) as well as the over 1.2 million members of the [National Association of REALTORS \(NAR\)](#).

The term REALTOR is a registered collective membership mark that identifies a real estate professional who is a member of NAR and agrees to subscribe to its strict [Code of Ethics](#).

Learn about NYSAR's [Member Perks](#).



Contact Us

For more information contact your [local board/association](#) or the NYSAR Member Services Department at 518.463.0300 or email member@nysar.com.

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Featured Content

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Become a Real Estate Salesperson



To become a licensed real estate salesperson in New York State, complete the 75-hour Salesperson's Qualifying Course covering real estate law, regulations and procedures. The course is offered by [local REALTOR boards](#) and is [available online](#).

Once you've completed and passed the qualifying course, you are eligible to take

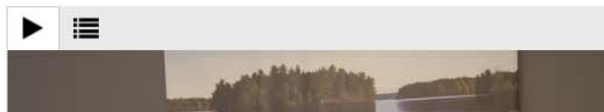
the New York State salesperson's licensing exam. Licensing is done through the NYS Department of State, Division of Licensing.

- Visit <https://www.dos.ny.gov/licensing/eaccessny.html> and create an account.
- Sign up on the site to take the salespersons licensing exam at a location near you.
- When you receive notice that you've passed, interview with companies in your area to find one that's a good fit.
- Submit your application and \$55 fee to the NYS Department of State.

Applicants must:

- Be 18 years of age.
- Not be more than four months in arrears on child support payments.
- Provide information about conviction for any crimes.
- Name a sponsoring broker on the application.

Here are some tips for getting started from our young professionals.



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Thank you!



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