

# A Successful Career in Real Estate



*For more information on a Career at Guarantee Real Estate  
Contact: Sandy Ekizian Vice President, Manager, South County  
Phone: (559) 638-4664 Fax: (559) 643-8445  
E-Mail: [sandygekizian@guarantee.com](mailto:sandygekizian@guarantee.com)  
Personal Website: [www.SLGE.biz](http://www.SLGE.biz)*

## Why consider a career in Real Estate Sales?

### A Career in Real Estate offers:

- **Freedom to be your own boss**
- **Flexible work schedule**
- **An unlimited earning potential**
- **A wide variety in job activities**
- **Ability to meet interesting people**
- **A professional working environment**
- **Potential for advancement or entry into related fields such as Loan Officer, Appraiser, Sales Management or Property Management.**

## New Agent Training

Sales Associates who begin their career with Guarantee Real Estate will be enrolled in a New Agent Training Class. This FREE course gives step by step instruction in every facet of work required of a successful real estate agent.

Students become immediately involved in selling property. Classes allow for personalized attention and hands on training.

## Minimum Licensing Requirements

In order to sell real estate in the state of California, you must be licensed by the Department of Real Estate.

To become a licensed agent, you must:

- Pass a written exam
  - Be 18 years of age or older
  - Provide proof of U. S. residency
- A 3-unit Real Estate Principles course must be completed prior to taking the real estate exam.
  - An application to complete the real estate exam must be sent to the Department of Real Estate. Test dates can usually be scheduled within 2 to 6 weeks after the application is submitted.
  - Exams are offered on a regular basis in Fresno. The exam usually takes 2 hours to complete.

## Pre-License Training Course

- Most people consider the real estate exam to be difficult. Its questions are specific to the real estate industry.
- Many people who take the exam prepare by enrolling in a Pre-License Training Course.
- Guarantee Real Estate offers a Pre-license Home Study Course at a cost of \$215. The required 3-unit Real Estate Principles course is included, along with the preparation for the state exam. The course fee is Fully Reimbursed if the student passes the exam and is selected to work for Guarantee Real Estate. The fee is reimbursed at the close of escrow of the new licensee's first escrow.

## Personal Qualifications

People from all walks of life have become highly successful in the field of real estate sales.

Some have outgoing personalities, some are somewhat soft-spoken. While some have experience in sales, Realtors® have started with a variety of backgrounds ranging from teacher to truck driver, homemaker to business manager.

Although there is not a “cookie-cutter” image of a top real estate agent, there are some qualities which are often recognized in these professionals .

### Most successful agents are:

**Goal Oriented.** Real estate agents must stay committed to their own success. They must be able to establish realistic goals and plan how they will accomplish them. They must be willing to stick to their plan. They usually put business before pleasure.

**Self Starters.** Real estate agents are primarily their own boss. They establish their own work schedules and determine what they will do when they are at work. Real estate sales is not an 8 to 5 job. Successful agents are self-motivated, plan their time, are well organized, and are hard workers.

**Good Communicators.** Real estate agents must be able to make themselves understood. They must encourage people to make decisions. They enjoy talking to people one-on-one and must be great listeners. They write contracts, letters and marketing ads.

**Highly Ethical.** Buyers and sellers of real estate rely on their agent to advise them about numerous aspects of their real estate transactions. A Realtors® advice could lead to a significant financial gain or loss for their clients. Real estate agents must be diligent in staying up-to-date on the most recent changes in real estate law, financing options and practices. An agent must always keep the best interests of their clients in mind when making recommendations.

**Self Confident:** Real estate agents must believe in themselves. They enjoy getting to know other people. They are comfortable introducing themselves to strangers and asking for business. They must be strong in their convictions and must negotiate on their clients behalf.

## The Support You Need for a Successful Career in Real Estate

### Guarantee Real Estate

- Well respected as the leader in the Central Valley for residential Real Estate
- New agent and ongoing training
- State-of-the-art Computer Hardware and real estate related software.
- Support from knowledgeable Sales Managers
- Experienced, “Team Oriented” Sales Associates
- Convenient, professional office facilities
- The advantages of a large company plus the personal attention and friendly atmosphere of a small office
- Worldwide Relocation Network
- Winner Central California Excellence in Business award and People’s Choice Award in the field of Real Estate.