

MIKE RUSS

FINANCIAL TRAINING CENTERS, INC.

Real Estate Salesperson Package \$399

The Real Estate Salesperson Package Includes the Following:

- 3 Correspondence (Printed Book) Courses
- 3 Weekend Exam Prep Classes (Crash Course)

Directions to Complete the Licensing Process:

To get licensed as a Real Estate Salesperson, the Department of Real Estate (DRE) requires that you complete 3 required courses: **Real Estate Principles, Real Estate Practice, 1 Elective Course**. Mike Russ Schools offers these courses in a **Correspondence (Printed Book)** format. To complete a course, the DRE requires you study each book course, and then **take a final exam for each course and pass with a 60% or better**. The DRE requires that you study each course for a minimum of **18 days** before you take the final exam, meaning the date on each certificate of completion must be a minimum of 18 days apart from each other, otherwise the DRE will not accept them. **The 18 days begins with your date of purchase.**

All final exams for the courses are done ONLINE. Each exam is multiple choice, open-book, 100 questions. You are given a 3 hour time limit for each exam. If you do not pass the exam on your **FIRST ATTEMPT**, you will be allowed to retake the exam **immediately**. If you do not pass the exam on your **SECOND ATTEMPT**, you will be required to wait a **minimum of 18 calendar days** before you can take the exam again. Once you have completed all 3 required courses, you will mail in your certificates of completion along with your application to the DRE (License/Exam application must be downloaded from DRE website) to get set up for your state exam. The Real Estate Salesperson Package also includes **3 Weekend Exam Prep Classes (Crash Course)**, that are designed to help you prepare for your state exam. Mike Russ recommends that you come to 1 Crash Course while you are studying your first book course, or after you finish your first book course to get an idea of the best way to study the material (each book is a couple hundred pages), and then save your other 2 Crash Courses for closer to when you are taking your state exam. You have 1 year from your purchase date to complete the courses in the package you purchase.

Mandatory Text Books

Please click on course title to view course details

You **MUST complete Real Estate PRINCIPLES AND PRACTICE** to get a Real Estate Salesperson License

Real Estate Principles	Real Estate Practice
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Elective Text Book Choices (Choose 1)

Please click on course title to view course details

You **MUST complete ONE** of these courses to get a Real Estate Salesperson License

Real Estate Finance	Real Estate Appraisal	Property Management	Real Estate Economics
Legal Aspects of Real Estate (Law)	Mortgage Loan Brokering	Escrows	

DRE Sponsor #S0156

Mike Russ Financial Training Centers, Inc.

8322 Clairemont Mesa Blvd #103

San Diego, CA 92111

1-800-724-5661 www.mikeruss.org

