

Real Estate



South Florida State College offers you an opportunity to enter the real estate field while you direct your own business, choose your own schedule and have unlimited earning potential. To become a professional real estate agent, call **863-784-7466** or visit southflorida.edu/corporatetraining for the most current schedule.



Courses are offered in-person or online



Florida Real Estate Principles, Practices and Law Pre-license Sales Associate (63-hours) - \$325

Campus	Building	Room	CRN	Dates	Days & Time
Highlands	H	0110	23915	April 10—May 31, 2023	Mon. & Wed., 8:30 a.m.—12:30 p.m. College is closed on Memorial day, as a result class will not meet Monday, May 29 and will meet Tuesday, May 30 instead.

The first step towards launching your real estate career as an agent is to take the Sales Associate course. The Florida Real Estate Principles, Practices, and Law is the most comprehensive pre-licensing course that keeps up with the most recent legislative changes in Florida. The content aligns with the Florida Division of Real Estate's course syllabus. This 63-hour course is offered two days per week from 8:30 a.m.—12:30 p.m. and some Saturdays from 8 a.m. -5 p.m. (Nov. 12 and Dec. 3, 2022). You are required to purchase the textbook: Florida Real Estate Principles, Practices and Law, 45th Edition, ISBN: 978-1-0788-1828-5. Books are in stock at SFSC's Bookstore. The books are in new condition at \$67.50. Must have a high school diploma or equivalency. (State of Florida Course Approval Number 16869). To register, call **863-784-7405**.

Corporate and Community Education Department • 863-784-7466 • corporatetraining@southflorida.edu • southflorida.edu/corporatetraining
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.

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Florida Real Estate Broker Pre-License (72-hours) - \$450

Campus	Building	Room	CRN	Dates	Days & Time
Highlands	H	110	24251	March 30 - May 30, 2022 Not meeting week of spring break.	Mondays and Wednesdays; 8:30 a.m.-12:30 p.m.

If you are looking at becoming a real estate broker in Florida, South Florida State College is now offering the pre-license broker course. You must meet the State of Florida Real Estate Broker License requirements. FREC requires all applicants to complete an approved 72-hour broker pre-license course with a minimum grade of a 70% and pass the end-of-course Florida Real Estate Broker Exam with a minimum grade of 75%. This course is designed to teach you what you need to know to be successful on your exam. You are permitted to take the Florida Real Estate Broker Exam twice, however if you fail the exam after two attempts, you will be required to take the 72-hour Florida Real Estate Broker Course again. Further Florida Real Estate Broker License requirements are as follows:

- Hold an active sales associate license for at least 24 months out of the past 5 years
- Be at least 18 years of age
- Complete and pass a state-approved, 72-Hour broker pre-license course
- Have a high school diploma or GED
- Receive approval for your state application (including fingerprinting and background check)
- Pass the Florida state examination

Once you have started your Florida real estate broker course, you must also complete and submit your real estate license application to the Department of Business and Professional Regulation. Applications for the Florida Real Estate Broker License must be submitted, along with fingerprints and the appropriate license fee. You are required to purchase the textbook: Florida Real Estate Broker's Guide, 7th Edition (ISBN 978-1-4754-8496-0), published in December 2019. (State of Florida Course Approval Number 0023695). Books are in stock at SFSC's Bookstore. The books are in new condition at \$126.75. To register, call **863-784-7405**.



Online courses at southflorida.edu/realestate



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 v11.0 **\$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**



Online courses at southflorida.edu/realestate



BROKER PRELICESNING - 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**

EXAM PREP

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



Online 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.

Visit southflorida.edu/realestate to register.



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.

Visit southflorida.edu/realestate to register.



EXAMS

Florida Department of Business and Professional Regulation, Division of Real Estate

BEFORE MAKING A RESERVATION Candidates are encouraged to read the candidate information booklet, found at 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. Finger printing 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. **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

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

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.

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



English for the Profession

Learn and Improve English Skills for the Real Estate Industry

SFSC offers an ESOL course at no cost. This course will help you learn and improve your English skills and vocabulary which will allow you to enter the real estate career field and advance in this occupation. Location, days, and times vary; visit our website for the schedule southflorida.edu/esol. Select the time and location in Highlands or Hardee County that best fit your schedule and attend the first class. During this introductory class, the instructor will assist you with the registration process for the ESOL program.

Aprenda y Mejore sus Conocimientos de Inglés Relacionados a la Industria de Bienes Raíces

SFSC ofrece clases de ESOL (Inglés como segundo lenguaje) sin ningún costo. Este curso le ayudará a aprender, mejorar, y expandir su vocabulario en esta área, permitiéndole entrar en esta profesión o avanzar en esta carrera. Hay diferentes ubicaciones, días, y horas. Por favor visite nuestra página web para ver los diferentes horarios: southflorida.edu/esol. Seleccione los días y ubicación que mejor se adapten a su horario y asista a su primera clase. Durante la primera clase el instructor lo asistirá con el proceso de matrícula para las clases del programa ESOL.

Photography Courses Online



Photography - Classes start at \$99

SFSC offers an array of photography courses online. Explore digital photography, the secrets of better photography, and mastering your digital camera. A new session of each course opens each month, allowing you to enroll whenever your busy schedule permits! How does it work? Once a session starts, two lessons will be released each week, for the six-week duration of your course. You will have access to all previously released lessons until the course ends. Keep in mind that the interactive discussion area for each lesson automatically closes two weeks after each lesson is released, so you're encouraged to complete each lesson within two weeks of its release. To register, visit ed2go.com/sfsc. **Classes begin mid-month.**

Business Courses Online



Introduction to QuickBooks, many versions to choose from – Classes starting at \$99

Gain control of the financial accounting of your business using this powerful software program, including how to create statements and invoices, and track payables and receivables. To register, visit ed2go.com/sfsc.



Intermediate QuickBooks, Many versions to choose from – Classes starting at \$99

Go beyond the basic introductory concepts and learn how to gain more control and improve productivity while using QuickBooks. To register, visit ed2go.com/sfsc.



Performing Payroll in QuickBooks, Many versions to choose from – Classes starting at \$115

Master more advanced techniques for this powerful database program, including importing Excel spreadsheets as tables, creating query calculations to crunch numbers, and using Visual Basic to automate common tasks. To register, visit ed2go.com/sfsc.

SFSC Corporate and Community Education

Serving Highlands, Hardee, and DeSoto counties for over 50 years!



Highlands Campus

600 West College Drive
Avon Park, FL 33825
863-453-6661

Hardee Campus

2968 U.S. 17 North
Bowling Green, FL 33834
863-773-3081

DeSoto Campus

2251 N.E. Turner Avenue
Arcadia, FL 34266
863-993-1757

Lake Placid Center

500 East Interlake Boulevard
Lake Placid, FL 33852
863-465-3003

The Crews Center is located at 200 U.S. Highway 27 South, Avon Park, FL 33825

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 associate and baccalaureate degrees. 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.