

Real Estate Resources

Buyers and sellers of real property are more sophisticated than ever when it comes to buying a home and they have certain expectations for the professionalism and service from their broker. Whether you join a national franchise, independent company or decide to begin your own business, you'll have the opportunity as a real estate professional to get the training you need to exceed their expectations and make your business a success.

For more information on the REALTOR® organization or licensing exams contact:

- Illinois Association of REALTORS®
www.illinoisrealtor.org
- Illinois Department of Financial and Professional Regulation
www.idfpr.com/DPR/RE/realmain.asp
- AMP Testing Center
www.goamp.com

Real estate pre-license courses are available from a variety of sources. Contact your local REALTOR® association or visit www.illinoisrealtor.org/education for options including home study, online and classroom courses. The real estate exam is given at various locations throughout the state.



As a real estate licensee, you can elect to join the National Association of REALTORS®, one of the largest trade associations in the country. By joining a local association of REALTORS® you also become a member of the Illinois Association of REALTORS®, with over 46,000 members, and the National Association of REALTORS® and its over one million members. It is within this three-way membership that you'll receive opportunities for training, networking, publications and the most current legal updates, standardized forms, and access to the REALTOR® association staff and resources.

Besides keeping you current on issues relating to real estate professionals, you'll also earn the opportunity to call yourself a REALTOR® and use the trademark REALTOR® "R" logo, which the public recognizes as the standard for ethics and professionalism in real estate.



Real Estate Scholarships

The Illinois Real Estate Educational Foundation (REEF), a not-for-profit, tax exempt organization established to aid and promote real estate education throughout Illinois, is supported by voluntary contributions from organizations and individuals who recognize the importance of furthering academic experience and training in the real estate industry in Illinois. To learn more about scholarships available through REEF call 866-854-7333 or download an application at www.ilreef.org.



REALTOR® is a registered trademark of the National Association of REALTORS®. This mark represents a high standard of professional conduct in serving the interests of clients and customers.

How About a Career in Real Estate?

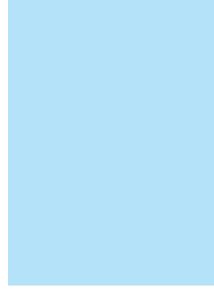
Take control of your future with an exciting career that provides flexible hours with unlimited earning potential.



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It's more than selling homes.

The real estate industry has evolved into a highly specialized discipline and integrates other specialties such as **marketing, geography, economics, finance, sociology, political science, art and law**. You can decide to help people buy and sell property, relocate, sell or develop land. In addition, real estate professionals are typically involved members of their communities helping to promote the overall well-being of the community.

As a real estate "selling" broker you are affiliated with a sponsoring broker. With more courses and upon passing an additional exam, you can become a real estate managing broker. As a managing broker you could manage the company that engages in property sales or rentals and have the opportunity to employ other brokers. Brokers may make sales presentations, identify suitable properties, conduct open house tours, identify sources of financing and coordinate the sales or rental transaction. However, brokers affiliated with a sponsoring broker may do so only on behalf of that one sponsoring broker.

Your opportunities are endless with a career in real estate. Choose a specialty that suits your style.

Residential Brokerage

This part of the industry helps people buy, sell or rent residential real property. Agents try to sell or rent property within a reasonable time period and at a fair price. They search for property desired by a client, also at a fair price. Buyers and sellers use agents because they are experts in the process of buying, selling and renting property, including financing and negotiating, and they save the clients time and money by facilitating the transaction. They also have access to a wider selection of properties and can expose a home to more buyers or renters.

It's more than paperwork.

Commercial Brokerage

Individuals who work in commercial real estate specialize in income-producing properties such as apartments and office buildings, retail stores, shopping centers and industrial parks. Commercial brokers can assist you in determining if a property is a good investment or in the leasing and managing of commercial properties.

Appraiser

Appraisers provide expert opinions as to the value of properties. Real estate is appraised to determine many types of values, be it assessed value for tax purposes, insured value, book value for accounting purposes, present value for potential investors or rental value for income projections. They evaluate all factors that affect the potential use of the property at present and in the future. A separate license is needed here.

Farm and Land Brokerage

Land brokers not only deal with land for farming and recreation, they also deal with land for residential, commercial, and industrial expansion. Land brokers analyze the income potential for properties and determine a farm's capacity to produce based on their knowledge of agriculture and the market.

Land Developer

Land developers attempt to put land to its most profitable use through the construction of improvements. They organize and supervise the project from the acquisition of land all the way through construction and final sale, including site selection, planning and layout, and financing.

Urban Planner

Urban planners work with local governments and other civic groups to develop productive and convenient ways to use land and water resources for urban renewal projects. They influence many aspects of community life as they try to accommodate the city's future growth.

It's your future in real estate.

International Real Estate

Global transactions are becoming increasingly common to all kinds of business. Each of these real estate specialties can be pursued in a global arena. Real estate professionals can be a resource to consumers through assisting foreign investors or helping local buyers invest abroad.

Professional Real Estate Assistant

Many real estate brokers choose to hire a personal assistant to help them become more organized and efficient. Real estate assistants provide support including client follow-ups, preparing for listing presentations, coordinating schedules, marketing, performing clerical duties and more. Assistants can be licensed or unlicensed, but are limited in the services they can provide if not licensed.

Licensing Requirements

As with many other professions, education and licensing are required. In order to obtain your real estate license in Illinois you must:

- be at least 21 years old and a high school graduate or equivalent;
- have successfully completed the pre-licensing education requirements;
- be sponsored by a sponsoring broker; and
- have passed the state exam authorized by the Illinois Department of Financial and Professional Regulation.

Illinois is one state that mandates continuing education (CE) for its licensees. Licensees must complete and pass CE courses at the rate of six hours per year every two years in order to maintain their licenses. These courses keep real estate professionals current on topics such as ethics, agency, legal issues, license law, antitrust and finance. The Illinois Association of REALTORS® and many local REALTOR® associations, offer a variety of pre-license and continuing education courses, www.illinoisrealtor.org.