

THE Career Switcher's

GUIDE TO
REAL ESTATE

A REAL ESTATE
EBOOK FROM



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GUIDE TO REAL ESTATE

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Are you hoping to switch careers? You're not alone. Less than half of Americans say they're very satisfied with their current job, according to "The State of American Jobs," a 2016 Pew Research Center report. But that doesn't have to be the case! You deserve to have a fulfilling, enjoyable career — a career that's possible with real estate.

Many people spend a decade or two in a particular field before realizing that they would like to try something new. Although switching careers can feel intimidating, prioritizing your job satisfaction is a brave step toward building the kind of life you want.

When it comes to making the change, The CE Shop can help. With our convenient online courses, you can make a seamless transition to a thriving career in real estate.



WHY DO PEOPLE **Change Careers?**

Some of the main reasons people change careers are:

- Wanting a new challenge
- Needing a bigger paycheck
- Wanting recognition
- Looking for advancement opportunities
- Desiring less stress
- Wanting flexibility
- Experiencing burnout

Source: [Indeed](#)



DOES THAT SOUND LIKE YOU? When you become a real estate agent, you can customize your career and embrace a flexible schedule. Say goodbye to boring 9-to-5 jobs and cramped cubicles, and say hello to becoming your own boss.

Did You Know?

As of 10/7/21,
THE AVERAGE REAL ESTATE
AGENT'S SALARY WAS

\$93,600

Source: [Indeed](#)

But when you launch a career in real estate, you have the ability to choose when you work, where you work, and how you work — so when it comes to salary, the sky's the limit.

IMPORTANT Real Estate Terms

As you consider your new career, there are many different [jobs and niches](#) in the real estate industry that you can explore, but first, [let's define a few terms you're likely to come across](#): **real estate agent**, **Broker**, and **REALTOR®**. Many people outside of the real estate industry use the terms interchangeably, but it's important for you to know the difference.

License types vary by state, but in general:

REAL ESTATE AGENT: A catch-all term for real estate professionals involved in the purchase or sale of property. Most agents start their careers as Sales Agents, and all must work under a Broker.

BROKER: Someone who has been in the real estate industry for years, has completed additional education, and thus has the ability to start their own brokerage. There are several types of Brokers, including Associate and Designated Brokers.

REALTOR®: An agent or a Broker who is a member of the National Association of REALTORS®.

Did You Know?

according to the [2021 National Association of REALTORS® Member Profile](#)

68% of REALTORS® are Sales Agents

20% are Brokers

13% are Broker Associates



ENTERING THE WORLD OF Real Estate

The requirements to apply for a real estate license vary widely by state, but in general, [you must](#):

Be a legal resident of the United States

Be 18 years of age

Hold a high school diploma or its equivalent

Each state will also require a set number of Pre-Licensing education hours before you can take the state licensing exam. To take any confusion out of the process, our website clearly lays out each state's requirements for becoming a real estate agent. Simply visit TheCEShop.com/Pre-Licensing and select your state.



Award-Winning

PRE-LICENSING EDUCATION

At The CE Shop, we offer Pre-Licensing courses in 42 U.S. states and the District of Columbia.

Nationally, students who take our courses have a

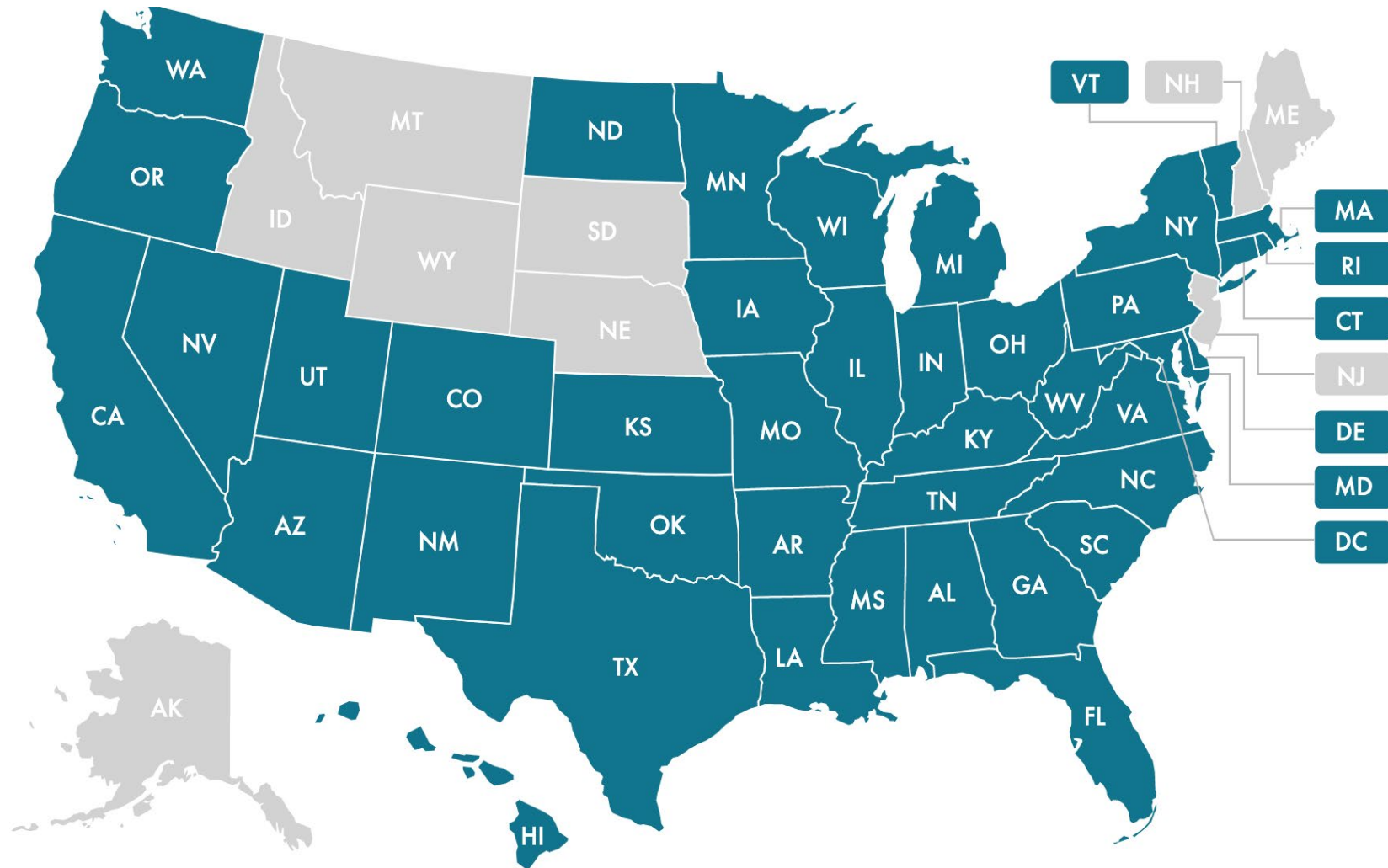
90% pass
rate*

If it's been a while since you've taken a course or studied for an exam, don't worry — we're here to help! Our interactive online courses will set you up for success, and we also offer [Exam Prep Edge](#), a study tool to help prepare you for the state exam, in all 50 states and D.C.

*Results as of June 30, 2021 from 3,324 student surveys.



THE CE SHOP'S PRE-LICENSING Education Offerings



THE STATE Licensing Exam

Once you've completed your Pre-Licensing coursework, it's time to take the state licensing exam.

When you're studying, consider these tips:

- Write new information down
- Read your state's candidate handbook
- Remember acres and miles in feet (trust us on this one)
- Practice, practice, practice
- Exercise on your study breaks
- Don't pull an all-nighter

After you've passed the state exam, you can apply for your real estate license. The application might include a background check, fingerprints, and fees, though these requirements will vary by state. But once your application is accepted, it's time to celebrate — you're a licensed real estate agent! [Find a brokerage](#) that feels like the right fit for you and your goals, and you can get started.



The Perks OF CHANGING CAREERS

Joining the real estate industry from a different field is far from a disadvantage. In fact, there are many skills and experiences that will carry over from your previous career to help you become a top-tier real estate agent.

Don't let what you learned in your previous career go to waste! To better understand the unique advantage that your prior experience can provide, check out our ebook, [What Real Estate Professionals Can Adopt From Other Industries.](#)



INVEST IN **Your Future**

Are you feeling ready to launch a career in real estate? Switching careers can be an intimidating process, but there's no need to be nervous. In real estate, your potential is limitless, from how much you can earn to what you can accomplish.

If the idea of a flexible career that allows you to help people sounds like a dream come true, you're in the right place.

Welcome to real estate!



About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education. With industry-leading pass rates and support from Pre-Licensing through CE, our students are better prepared to set themselves up for success.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, Post-Licensing, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With products available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

