

# Steps to Obtaining a Real Estate Salesperson's License

- Successfully complete the 75-Hour New York State Department of State approved Salesperson's Licensing Course and pass the required course exam with a minimum of 70%. There is a requirement of a minimum of 90% course hour attendance, which means you may only miss 7.5 hours of class. You will be responsible for learning the material covered during your absence. **YOU DO NOT NEED A SPONSORING BROKER TO TAKE THE 75-HOUR COURSE.**
- Successfully complete the New York State Department of State's Licensing exam with a minimum of 70%. This exam is currently administered every other Tuesday (except holidays) at the Finger Lakes DDSO, located at 620 Westfall Road. You must register in advance for this exam.
- Apply for a Salesperson's License
  - Must have taken the 75-Hour class and passed course exam
  - Must have passed NY state exam
  - Be sponsored by a NYS Licensed Real Estate Broker

Learn more at

<https://www.dos.ny.gov/licensing>

## TRANSFERS

Tuition transfers ARE allowed, however tuition may be transferred only once within a six (6) month period. Students agree that any refund requested on transferred tuition is subject to a 20% service charge.

## REFUNDS

For students who do not wish to transfer into another course, we will issue a full refund if cancellation is received at least seven (7) days before the course start date.

- If the cancellation is not received within seven (7) days of the course start date, a tuition refund will be issued, less a 20% service charge.
- Students agree that any refund requested on transferred tuition is subject to a 20% service charge.

GRAR will NOT refund tuition in the event of:

- A student's failure to cancel before course start date; or
- A student's actions resulting in permanent dismissal from the course.

# 2018 Salesperson Licensing Course Guide

## NEW Blended Option!

Take the 75-Hour course for one week at GRAR and one week online.



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## Sales Licensing Weekday Format at GRAR

January 15	7:30-5:30 pm
January 16-24	8:00-5:30 pm
January 25	8:00-3:00 pm
January 26	Exam 9-12 pm
March 12	7:30-5:30 pm
March 13-21	8:00-5:30 pm
March 22	8:00-3:00 pm
March 23	Exam 9-12 pm
May 14	7:30-5:30 pm
May 15-23	8:00-5:30 pm
May 24	8:00-3:00 pm
May 25	Exam 9-12 pm
July 16	7:30-5:30 pm
July 17-25	8:00-5:30 pm
July 26	8:00-3:00 pm
July 27	Exam 9-12 pm
September 10	7:30-5:30 pm
September 11-19	8:00-5:30 pm
September 20	8:00-3:00 pm
September 21	Exam 9-12 pm
November 5	7:30-5:30 pm
November 6-14	8:00-5:30 pm
November 15	8:00-3:00 pm
November 16	Exam 9-12 pm

### NEW BLENDED OPTION

Attend the first week of the 'two-week format' course here at GRAR and complete the rest of the hours online.

## Sales Licensing Nights & Saturdays Format at GRAR

This 6-week session runs on Tuesday and Thursday evenings plus all day Saturday each week. The 2018 course schedule is as follows:

September 25	5:30-9:00 pm
September 27	5:30-9:00 pm
September 29	9:00-5:00 pm
October 2	5:30-9:00 pm
October 4	5:30-9:00 pm
October 6	9:00-5:00 pm
October 9	5:30-9:00 pm
October 11	5:30-9:00 pm
October 13	9:00-5:00 pm
October 16	5:30-9:00 pm
October 18	5:30-9:00 pm
October 20	9:00-5:00 pm
October 23	5:30-9:00 pm
October 25	5:30-9:00 pm
October 27	9:00-5:00 pm
October 30	5:30-9:00 pm
November 1	6:00-9:00 pm EXAM

Visit [www.GRAR.org/Education](http://www.GRAR.org/Education) to learn more about a Career in Real Estate and also our online licensing course options.

## Tuition and Books

**Cost \$450** for on-site and blended options. Go to [GRAR.org](http://GRAR.org), then Education and Online Schools for current pricing for the online option.

**To register for the on-site and blended options, call GRAR Member Services at  
585.292.5000**

### Required Textbook

The book is \$43.20 for the on-site and blended options. Purchase the book at GRAR (Suite 104). The first four chapters are to be read prior to the start of the class.

### GRAR Real Estate School

3445 Winton Place  
Rochester, NY 14623

*Classroom is on the 2nd floor*