Course Title: Is a Career in Real Estate for You?

Instructor: Jim Ryan

Course web page: [http://www.collin.edu/ce/courses/realtor.html](http://www.collin.edu/ce/courses/realtor.html)

Course Description: Learn all the nuts and bolts regarding the training and financial requirements to get into the real estate business. Also includes topics on professionalism, communication skills, ethics and working with clients from varied backgrounds and cultures.

Suggested Course Prerequisite(s): None

Materials Needed: None

Course Objectives:
1. Learn about costs and training required to become a licensed real estate agent.
2. Identify the important aspects of selecting the right broker for you.
3. Describe how professionalism as an agent impacts success.
4. Discuss ethics and confidentiality in the real estate business.
5. Learn how different cultures view buying decisions in real estate.

Textbook(s): None needed

Lesson Plan – by session

**Session 1**
- Introductions
- Purpose of the Class
- Education Requirements
- Costs of Certification
- Other Income
- Budgeting
- Part Time verses Full Time
- Personality Profile

**Session 2**
- Review results of Personality Profile
- What Makes a Good Real Estate Agent
- Guest Speaker – Real Estate Company Broker Presentation
Session 3
Real Estate Marketing
Investment Property verses Personal Property
Guest Speaker – Real Estate Company Broker Presentation

Session 4
Getting Started Plan
Continuing Education
Cost of doing business (licensing, office fees, materials, etc.)
Guest Speaker – Real Estate Company broker Presentation

Course Sessions: listed are guidelines to indicate all topics that will be covered during your course. Do not plan your personal calendar based on these sessions. Your instructor will give you a calendar for your class that will indicate specific topics, assignments, and days.

Method of Evaluation: Unless otherwise stated, course completion is evaluated on the basis of attendance. Students must be in attendance 90% of the class time in order to be considered a successful completer of the course.

Students must be in attendance 90% of each course in a certificate series for successful completion and to earn a certificate as specified.

Students must complete all courses (core and no. of elective courses needed) to complete a certificate series within two years from start date of the first course taken.

Americans with Disabilities Act: Collin College will adhere to all applicable federal, state and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal opportunity. It is the student’s responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current Collin Student Handbook for additional information.
http://www.collin.edu/studentresources/personal/studenthandbook.aspx