45-HOUR SALESPERSON POST-LICENSING EDUCATION

COURSE DESCRIPTION: This 45-hour course is mandatory for all licensed Real Estate Salespersons in the State of Florida. This course is divided into 15 sessions of 3 hours each, including the end-of-course exam. Florida Statute 475.17(3)(c) states that the license of any salesperson that does not complete the post-licensure requirement prior to the first renewal period following initial licensure shall be considered null and void. When a license becomes void, the salesperson must requalify by satisfactorily completing the salesperson pre-licensing course and passing the state examination for licensure as a salesperson.

TOPICS COVERED: Professionalism, Ethics, Law, Valuation, Appraisals, Listing, Selling, Financing, Managing Real Property, and closing the transactions.

COURSE HOURS: 45

REQUIREMENTS: Licensees must pass the end-of-course exam to qualify for license renewal. NOTE: There are no requirements for students who take this course for personal interest or career enhancement.

ATTENDANCE: The Florida Real Estate License Law states that a certificate of completion is not to be issued if a student is absent more than 10% of the required classroom hours.

FINAL EXAMINATION: A three-hour final exam is given on the last day of the course. Students must satisfactorily complete this course by scoring 75% or higher on the end-of-course exam in order to renew their license.

If students intend to become a broker prior to the first renewal of their salesperson’s license, they must submit an original 45-hour post licensing passing grade report with their broker application.

FOR FURTHER INFORMATION REGARDING STATE REQUIREMENTS, PLEASE CONTACT THE EDUCATION SECTION OF THE FLORIDA REAL ESTATE COMMISSION, AT (407) 245-0830. AT MENU SELECTION, PRESS 5.