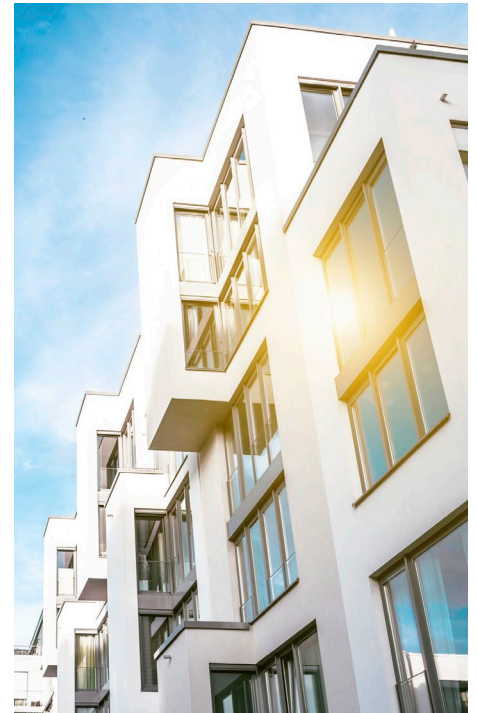




Vested in You
Together We're Better.



GETTING STARTED IN REAL ESTATE



How to get your
VIRGINIA REAL ESTATE LICENSE



Becoming licensed may seem like a daunting undertaking at first,
but we've demystified the process for you.

Follow these simple steps to get started today!

1 Successfully complete the 60-hour Principles and Practices of Real Estate for Salespersons Course with a Virginia approved education provider.

Why choose The CE Shop for Pre-Licensing? LEAP combines the best of a classroom environment with the convenience of online delivery. We offer an engaging learning experience with the freedom and flexibility of online learning.

2 Successfully pass the course final exam with an approved proctor.

After you complete all the course materials, meet the minimum time requirement, and pass the practice exam, you are prepared to take the 120-question course final exam. The minimum passing score is 75%.

You must take each final in the presence of a proctor. You'll need to schedule an appointment with a proctor in advance. Find out more about our online proctoring <https://www.theceshop.com/proctoring-instructions-online> and the tech requirements you'll need <https://www.theceshop.com/proctoring-tech-requirements>.

3 Schedule the Virginia state real estate salesperson licensing exam via PSI Exams Online: https://candidate.psiexams.com/bulletin/display_bulletin.jsp?ro=yes&action-name=83&bulletinid=769&bulletinurl=.pdf.

Upon successful course completion, candidates are eligible to take the PSI Exam.

Note: A digital photo of the candidate is required to take the PSI exam. Details and instructions for completing this requirement are available <https://www.theceshop.com/PhotoInstructionsVA>.

————— *How to get your* —————
VIRGINIA REAL ESTATE LICENSE *Cont.*

4 Choose a sponsoring broker to support you through the process.

To start a career in real estate in Virginia you must have a broker who will sponsor you through the licensing process and provide you with a launch pad for your new career. This broker will be a career and education mentor providing you with an inside view into the day-to-day operations of a realtor.

How do you choose the right Broker? Brokers are not one size fits all. Do your research and find a brokerage that reflects you values, interests, and market niche. Remember that you'll represent the broker you choose, and they will represent you. To find the right fit, start by asking the following questions as you do your research:

- What is their reputation - locally and nationally?
- What kind of agents are they looking for?
- Are they up-to-date technologically?
- How do they support their agents with the education and training?
- What kind of commission and benefits do they offer?
- Do they provide agents with leads and marketing materials?

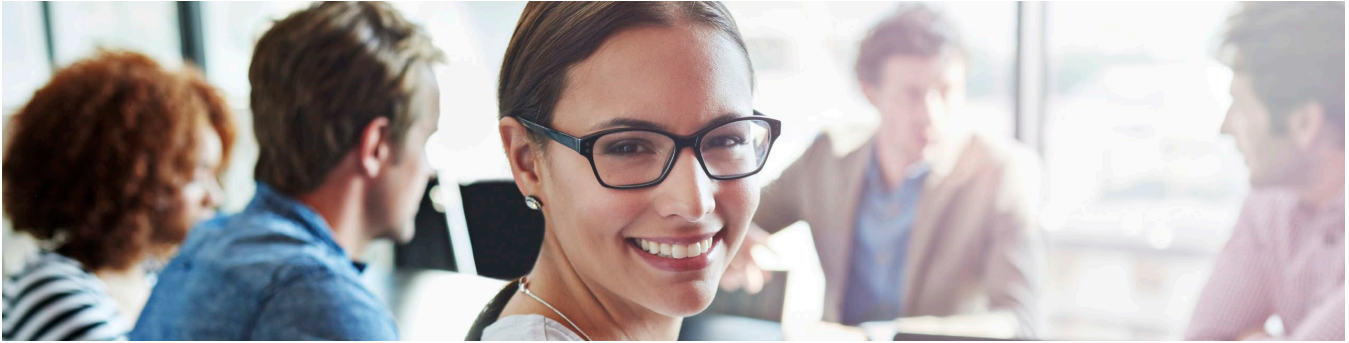
5 Fill out the application for salesperson license.

Once you have passed the state licensing exam, download, complete, and mail the Application for Salesperson License. The application is available through Virginia's DPOR website
<http://www.dpor.virginia.gov/Boards/Real-Estate/#sales-apply>.

6 Receive your license.

Once the application is approved, your Virginia real estate salesperson license will be issued to you. With your new license, a great mentor, and the Virginia real estate knowledge gained from The CE Shop, you are ready for a new career as a realtor.

To keep your license active and be eligible for renewal, take advantage of The CE Shop to complete your required real estate Continuing Education courses, too.



CENTURY 21 New Millennium and The CE Shop have partnered to offer you the best in education.

The CE Shop is the only real estate education provider singularly focused on you. Our courses help you pass the real estate exam, build your business, become an industry leader, and live on the cutting-edge of the real estate industry.

Enjoy these **benefits** from The CE Shop:

- ✓ Industry Leading **Pass Rates**
- ✓ **Tablet friendly** course delivery, available anytime, anywhere
- ✓ Customer **support 7 days a week** via phone, chat, and email
- ✓ **100% satisfaction guarantee**

How to **Enroll**:



Visit the following website to **start your career**:
c21nm.theceshop.com



Select your courses and proceed to checkout



Use the **Get Your License** dropdown & choose your state



Enter code **VAPRE20** to save 20%

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