

SOUND OFF *Patty McManus*

Would now be a good time to pursue a job in real estate?



This is a complicated question with an answer only obtainable by the individual considering the vocation.

In the residential real estate realm, there are two licenses issued by the Department of Consumer Protection of the State of Connecticut, a real estate salesperson and a real estate broker. Both licenses are obtained in somewhat the same way, with classroom time and state testing.

Currently, to obtain salesperson's license, the applicant needs to complete and pass a 60-hour course and then pass the state exam. After the salesperson ob-

tains their license, he or she will undergo many hours of training by the company they decide to work with. This training encompasses more on the day-to-day workings of the industry and how to use forms and comply with the state laws and Code of Ethics.

To obtain a broker's license, you must be a salesperson for two or more years, complete 30 additional classroom hours and then pass the state exam. Real estate salespeople and real estate brokers are both considered independent contractors.

There are positions that are related to the real estate profes-

sion that would receive payment for their services on a more consistent basis. Some of the related positions one may consider would be assistant to real estate agents, stagers, photographers, appraisers, just to name a few. If someone is searching for a weekly paycheck, one of the related fields might be the better way to go.

Real estate can be a very rewarding experience. There is a great feeling of accomplishment when you find the right home for someone. The emotions can run high sometimes, but that is because people are passionate about

their homes and their lifestyle and it is so important to them. The home is where we feel the safest, where we raise our families and make our memories. We pour our hearts and souls into our homes and there is a huge sense of pride that comes along with homeownership.

If you have a passion for helping people on their path to homeownership, now is a great time to explore the possibility of real estate as a career.

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