



Florida Real Estate Career Starter Guide

Your Step-by-Step Path to Becoming a Licensed Real Estate Professional in Florida

Welcome to Elevate Real Estate Academy

At **Elevate Real Estate Academy**, our mission is simple: to equip future real estate professionals with the knowledge, confidence, and real-world skills needed to succeed in today's market. Whether you're starting fresh or making a career change, we're here to guide you every step of the way.

Step 1: Understand the Role of a Real Estate Agent

A real estate agent helps clients buy, sell, and rent properties. Your responsibilities include:

- Advising clients on pricing and market trends
- Marketing and showcasing properties
- Negotiating contracts
- Managing transactions from contract to closing
- Building long-term client relationships

At Elevate: We go beyond the basics by teaching real-world strategies you'll actually use in your business.

Step 2: Meet Florida Licensing Requirements

To become a licensed real estate sales associate in Florida, you must:

- Be at least 18 years old
- Have a high school diploma or equivalent
- Have a Social Security number
- Demonstrate good moral character

Step 3: Complete Your 63-Hour Pre-Licensing Course

You must complete a **state-approved 63-hour course** before applying for your license.

Elevate Real Estate Academy Offers:

- Self-paced online courses

- Livestream classes
- In-person training

What You'll Learn:

- Florida real estate laws (Chapter 475)
- Contracts and financing
- Property ownership and rights
- Real estate math
- Exam preparation strategies

Step 4: Pass Your Course Final Exam

Students must pass the final exam with a **70% or higher** to successfully complete the course.

Step 5: Apply with the State (DBPR)

Submit your application to the Florida Department of Business and Professional Regulation (DBPR).

Requirements:

- Application fee
- Fingerprints/background check
- Course completion certificate

Step 6: Pass the Florida State Exam

Schedule your exam with Pearson VUE after approval.

Exam Overview:

- 100 multiple-choice questions
- Passing score: 75%
- Covers law, math, and practical scenarios

Elevate Advantage: Our exam-focused training helps you feel confident and prepared on test day.

Step 7: Choose the Right Brokerage

To activate your license, you must work under a licensed broker.

What to Look For:

- Training and mentorship programs
- Commission structure
- Lead generation support
- Company culture and growth opportunities

Step 8: Activate Your License

Your broker will activate your license, allowing you to begin practicing real estate legally in Florida.

Step 9: Build Your Real Estate Business

Success in real estate comes from consistency and effort.

Daily Success Habits:

- Prospect and generate leads
- Follow up with contacts
- Build your personal brand on social media
- Attend networking events
- Continue learning and improving

Elevate Insight: We teach you how to build a business—not just pass a test.

Step 10: Complete Post-Licensing Education

Within your first **18–24 months**, you must complete a **45-hour post-licensing course** to keep your license active.

What Does It Cost to Get Started?

Expect initial expenses such as:

- Pre-licensing course tuition
- State exam fee
- Application and fingerprinting fees
- MLS and association dues
- Marketing and business tools

Income Potential

Real estate is commission-based, meaning your income is directly tied to your effort and performance.

Many new agents close their first deal within **3–6 months** with proper training and consistency.

Tips for Success

- Treat your career like a business from day one
- Stay consistent with lead generation
- Invest in education and mentorship
- Build relationships, not just transactions
- Be patient and persistent

Common Mistakes to Avoid

- Waiting for leads instead of creating them
- Not following up consistently
- Choosing a brokerage based only on commission
- Underestimating startup costs
- Giving up too early

Why Choose Elevate Real Estate Academy?

- Flexible learning options (online, livestream, in-person)
- Practical, real-world instruction
- Exam-focused preparation
- Ongoing support beyond the classroom
- Designed for long-term career success

Ready to Start Your Real Estate Career?

Take the first step toward your new future today.

Enroll Now

Visit: www.theerea.com

Email: admissions@theerea.com

Let's Elevate Your Future

Your real estate journey starts here. At **Elevate Real Estate Academy**, we don't just help you get licensed—we help you build a career.