



## I. SALES ASSOCIATE

1. Sales Associate Pre-License Course and End of Course Exam



2. Sales Associate Pre-License State Exam PREP Course  
Sales Associate Pre-License State Exam Math PREP Course  
Launch Your Career Workshop (optional)



State Exam



3. Sales Associate 45 Hour Post License Course  
(Initial License Renewal)



4. Sales Associate 14 Hour Continuing Education Course  
(2<sup>nd</sup> renewal and thereafter)



5. Specialty / Designation Courses

ABR – Accredited Buyer Representative  
(Qualifies for 11 hours of continuing education credit)

ASR – Accredited Seller Representative  
(Qualifies for 11 hours of continuing education credit)

ALHS – Accredited Luxury Home Specialist  
(Qualifies for 11 hours of continuing education credit)



## II. REAL ESTATE BROKER

1. Broker Pre-License Course and End of Course Exam  
(Must have Sales Associate License for 1 year in Florida or any other state, or a Mutual Recognition Broker candidate)



2. Broker State Exam PREP Course  
Broker State Exam Math PREP Course



State Exam



3. Broker 60 Hour Post License Education (2 – 30 Hour Courses)  
(Initial License Renewal)



4. Broker 14 Hour Continuing Education Course  
(2<sup>nd</sup> renewal and thereafter)



5. Specialty / Designation Courses

ABR – Accredited Buyer Representative  
(Qualifies for 11 hours of continuing education credit)

ASR – Accredited Seller Representative  
(Qualifies for 11 hours of continuing education credit)

ALHS – Accredited Luxury Home Specialist  
(Qualifies for 11 hours of continuing education credit)

MOTIVATE • EDUCATE • GRADUATE!



### **III. ADDITIONAL CAREER OPTIONS**

- A. Mortgage Broker – Real Estate Financing  
(Kambuck Resources Mortgage Broker School)
  
- B. Nuts & Bolts of Processing • Origination • Marketing  
(Kambuck Resources Mortgage Broker School)
  
- C. Home Inspection  
(IFREC Home Inspection Careers)
  
- D. Real Estate Appraiser
  
- E. REPA (Real Estate Professional Assistant)
  
- F. Specialty / Designation Courses
  - ABR – Accredited Buyer Representative  
(Qualifies for 11 hours of continuing education credit)
  - ASR – Accredited Seller Representative  
(Qualifies for 11 hours of continuing education credit)
  - ALHS – Accredited Luxury Home Specialist  
(Qualifies for 11 hours of continuing education credit)