

# PDH Academy

888-572-7324 | pdhrealestate.com

## 2022 REAL ESTATE COURSE CATALOG



# WHAT IT'S LIKE BEING A REAL ESTATE AGENT

## **REAL ESTATE IS FUN AN REWARDING**

Real Estate Agents get to help others with one of the largest purchases of their lives. This is an exciting time for both the buyer and seller. If you enjoy working with people and you like houses, it can be a very rewarding career.

## **BE YOUR OWN BOSS**

You are an independent contractor and control your time and clients. You make decisions on how hard and often you want to work. There is no limit to the growth of your business, unlike being an employee. However, you need to be self-motivated to be your own boss.

## **MAKE A GOOD LIVING**

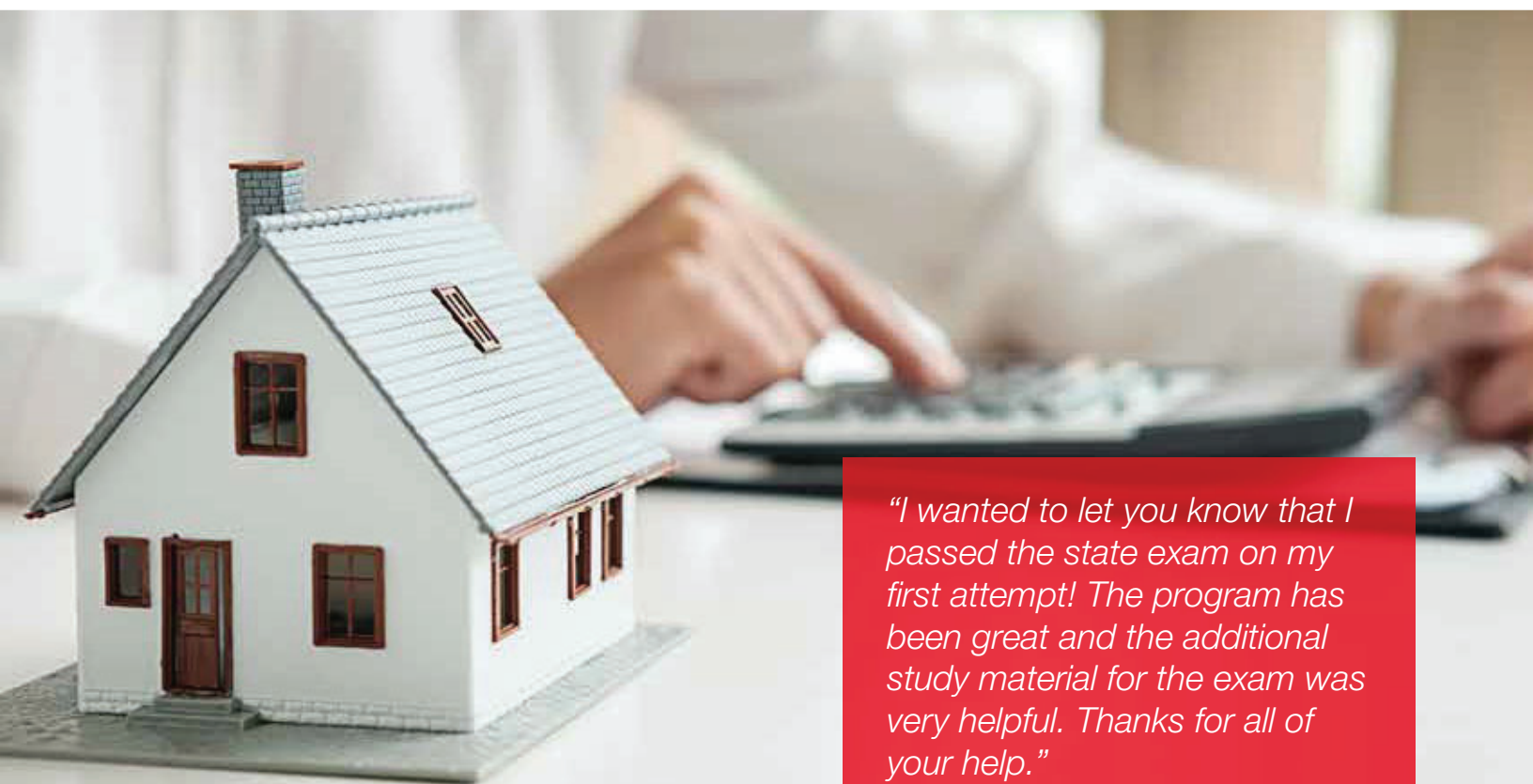
Your income isn't defined by a corporate salary range and small annual increases. There is no limit to the earning potential you can achieve.

## **FLEXIBLE SCHEDULE**

You don't need to work a routine 9 to 5 job. You will set your own schedule that works for you.

## **GETTING STARTED IS EASY!**

In most states you just need to complete the required training and pass a state exam to start your career in just a matter of weeks. There is an investment of time and money, but when you compare it to most lucrative careers, the investment to get started is relatively low.



*"I wanted to let you know that I passed the state exam on my first attempt! The program has been great and the additional study material for the exam was very helpful. Thanks for all of your help."*

**– Mary from Carmel, IN.**

# PDH ACADEMY'S REAL ESTATE COURSE OUTLINE

Our online real estate course will help you lay a solid foundation to start your real estate career. The first step in order to receive your real estate license is to pass an approved course. Our courses are state approved. You can view a list of approved states on our website, [www.pdhrealestate.com](http://www.pdhrealestate.com). Our course will also prepare you to pass the state exam. Here is our course outline:

1. The Real Estate Business
2. Rights in Real Estate
3. Interests & Estates
4. Ownership
5. Encumbrances & Liens
6. Transferring & Recording Title
7. Real Estate Leases
8. Land Use Planning & Control
9. Legal Descriptions
10. Real Estate Contract Law
11. Agency
12. Listing Agreements
13. The Brokerage Business
14. Contractors for Sale of Real Estate
15. Real Estate Market Economics
16. Appraising & Estimating Value
17. Real Estate Finance
18. Real Estate Investment
19. Real Estate Taxation
20. Ethics: Laws & Practices
21. Closings
22. Real Estate Licensing & Regulation
23. Risk Management
24. Property Management
25. State Specific Regulatory Environment & Laws Affecting Practice

## HERE IS WHAT PDH ACADEMY OFFERS:

- State Approved Online Real Estate Course
- Exam Prep Course – includes over 800 practice questions
- Instructor Support – call us at anytime to discuss your course
- Real Estate e-Books – Principles of Real Estate and Real Estate Math Handbook are included in the course
- Pass Guarantee – If you don't pass the state exam on the first try, we will reimburse you for the exam\*
- Lifetime Access to Course – most providers limit your time to complete your course. PDH does not!
- Bonus Courses – we also include mold and radon for real estate agents and introduction to home inspection



# FREQUENTLY ASKED QUESTIONS

## HOW MUCH DOES A REAL ESTATE AGENT MAKE?

According to ZipRecruiter, the average salary for a real estate agent is \$63,000-\$90,000, depending on your state. Here is a sample of states: Arizona - \$76,740, Pennsylvania - \$75,909, Kansas - \$75,337, South Carolina - \$75,225, Tennessee - \$74,959, Oklahoma - \$74,294, Indiana - \$74,124, Alabama - \$72,427, Michigan - \$69,478, and Missouri - \$69,142.

## WHAT DO I NEED TO DO TO BECOME A REAL ESTATE AGENT?

Most states have an easy 2 step process to get your license:

- 1) Complete the required pre-licensing education hours
- 2) Pass the state exam

### Here are the pre-licensing education hours required for certain states:

Alabama – 60 hours  
Arizona – 90 hours  
Indiana – 90 hours  
Kansas – 60 hours (2 separate 30 hours courses are required)  
Michigan – 40 hours  
Missouri – 72 hours (one 48-hour course and one 24-hour course are required)  
Oklahoma – 90 hours  
Pennsylvania – 75 hours (one 30-hour course and one 45-hour course are required)  
South Carolina – 90 hours (one 60-hour course and one 30-hour course)  
Tennessee – 90 hours (one 60-hour course and one 30-hour course)

## ARE THERE ANY OTHER REQUIREMENTS TO BECOME A REAL ESTATE AGENT?

Most states require you to have a high school diploma or its equivalent and be at least 18 years old. Some states also require to have your fingerprints on file. You can check your state's real estate commission's website for the application process.

## DO I NEED TO PURCHASE YOUR EXAM PREP COURSE IN ADDITION TO THE PRE-LICENSING COURSE?

This course is not required. Our pre-licensing course will prepare you for the state exam. However, we recommend that you add this course to your order. Our Exam Prep course has over 800 practice questions, 15 practice quizzes, and a simulated final exam. This is a great way to prepare for your state exam.

## HOW LONG DO I GET ACCESS TO THE ONLINE COURSE?

We do not have a deadline to complete our online course. Most competitors limit your time to 6-12 months. With our online course you get lifetime access to the training.

## WHAT IS YOUR PASS GUARANTEE?

Our pass guarantee is your assurance that if you do not pass your real estate licensing exam on your first attempt after completing our Exam Prep Course, you will be reimbursed for the cost of your exam. See our policies on our website for more information.

**Get Started Today!**  
[www.pdhrealestate.com](http://www.pdhrealestate.com)  
**(888) 572-7324 Ext 107#**

Click here to Learn about the Secrets to Success in Real Estate