

A wide-angle photograph of the Dubai skyline, featuring the Burj Khalifa and other skyscrapers. A thick layer of fog or low clouds obscures the lower portions of the buildings, creating a dramatic, ethereal atmosphere. The sky is a pale blue. The text 'MAKE THE SWITCH TO REAL ESTATE' is overlaid on the image. 'MAKE' and 'THE SWITCH' are in a dark red color, while 'TO REAL ESTATE' is in white. The text is in a bold, sans-serif font.

MAKE THE SWITCH TO REAL ESTATE

▼ By Merrick Damon 2021

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Merrick Damon



▼ INDEX

- 3 Why work in Real Estate?
- 4 Careers in Real Estate
- 5 How much do Real Estate agents earn?
- 6 What are the costs to get started?
- 7 Obtaining your Real Estate license
- 8 3 steps to become a Real Estate Agent
- 9 Quiz
- 10 The MerrickDamon Coaching Program
- 11 About us

Do you love Real Estate and are looking to make a career switch to this field?

We can help you get started in a straightforward way, and ensure that you take the right path from the beginning -the path to success. Are you excited about...

- Gaining Financial Freedom?
- Making a living by showing properties to clients?
- Spending your day visiting all kinds of unique and beautiful homes?
- Helping people find the home of their dreams while exploring the city?

As a real estate agent, you'll advise clients on the best property that fits their needs and preferences, developing contacts with experts from a variety of fields such as interior design, mortgage lenders, and more. Alongside being able to turn your passion into an investment opportunity.

Find out more about this profession, whether this is the right choice for you, and how to achieve success as a real estate agent via this document.

WHY WORK IN REAL STATE?

According to the March 31, 2021, membership reports released by the National Association of Realtors (NAR), Florida Realtors moved into the lead for the total number of Realtor members, passing California in size. It's the first time that the Sunshine State finds itself with more members than any other territory in the U.S.

- **Flexible working hours**

Real estate agents enjoy the flexibility of their career, becoming free from the usual 9-5 of other professions.

- **No limit in salary**

Instead of having a cap on how much you can earn per year, real estate agents make money through commissions and as such, can enjoy much higher salaries than usual office jobs.

- **Making of your passion your job**

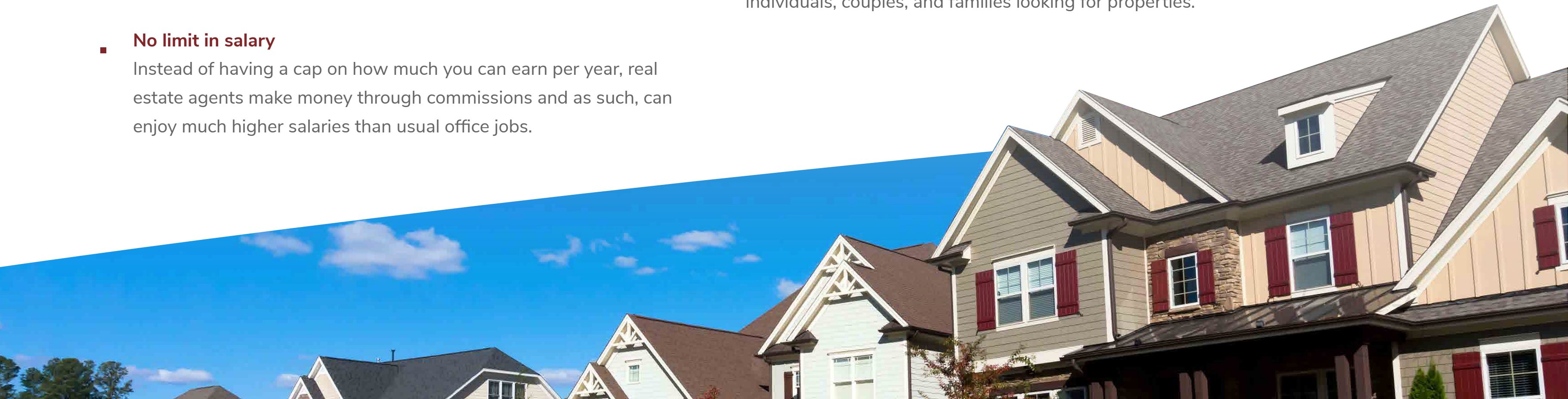
Most estate agents start this career due to their love for architecture, interior design, and layout - all things that real estate combines under one job.

- **Taking control of your career**

As an estate agent, you're the one in charge of your goals and your working hours. You get higher chances to build your own success and achieve objectives while enjoying more freedom.

- **Building a network**

Another perk of the job are the many connections one can build with people - from other professionals in the industry to all kinds of individuals, couples, and families looking for properties.



Regardless of how popular working in residential real estate can be, individuals looking to get started in this field have a variety of professions available for them. Here are some of the most common ones:

Real Estate Agent

A professional who works in residential real estate and represents both buyers and sellers of properties. Must be licensed.

Commercial Real Estate Agent

A similar professional to the real estate agent, only that focuses on dealing with commercial properties. Must be licensed.

Real Estate Investor

A professional whose focus is to either repair properties to later sell or hire a real estate firm to find and manage their property investments. Could be either active or inactive.

Real Estate Managing Broker

A professional who manages real estate offices or agencies, their operations, and their agents. Must be licensed.

Real Estate Attorney

A professional who deals with the legal aspects of real estate transactions and helps find solutions to potential disputes.

Residential Appraiser

A professional who estimates the value of residential properties.

Commercial Appraiser

A professional who estimates the value of commercial properties.

Property Manager

A professional who deals with matters related to tenants or renters of properties.

Leasing Consultant

A professional who acts on behalf of landlords or property management companies to deal with renters and tenants.

Commercial Leasing Manager

A professional who deals with leasing functions related to commercial properties.

Foreclosure Specialist

A professional who helps mortgage lenders re-sell the homes of individuals who have failed to pay mortgage payments.



HOW MUCH DO REAL ESTATE AGENTS EARN?

\$49,700 average gross income for Real Estate Agents according to the NAR Member Profile of 2019.

According to the NAR of 2019, the average income for Real Estate Agents is of \$49,700. Since this is such a flexible job, though, what really makes a difference in income are the hours one dedicates to it. Agents who work part-time for about 20 hours a week tend to make closer to \$21,199, compared to the \$98,716 income of agents working 60 or more hours.

PART-TIME OR FULL-TIME?

Many agents start out by working part-time and even senior professionals might scale back to part-time after years of working 60+ hours every week.

While part-time real estate agents might be rarer than full-time, we know from data that having this as a second career is quite frequent. According to NAR, only 4% of surveyed members said that real estate was their main career, highlighting how accommodating this job can be for people looking for extra income and extra work on the side.

▼ What are the costs to get started?

Anyone can start a career in real estate as it doesn't require you to undertake a specific degree, making it significantly more affordable. However, there are some initial costs that one needs to budget for and that vary based on where you are.

According to the National Association of REALTORS®, the average expenses of new agents in their first year amount to about **\$6,300**.

▼ Specific costs breakdown

Education and license

You should budget between **\$1,400** to **\$2,800** in testing fees, licensing and post-licensing courses, background checks, and any other professional development.

Extra fees

On top of the usual, you should also budget between **\$1,000** to **\$10,000** for things such as errors and omissions insurance, MLS fees, broker costs, and health insurance.

Business & Marketing

Once you are ready to start working, you need to promote your services & present as professional as possible. For that, you should budget between **\$3,800** to **\$4,700** in developing & maintaining your website, office supplies, marketing materials, technology services & products, and anything else needed to get your foot through the door.

TIP ▼

As any self-employed professional would do, make sure to keep 3 to 6 months of cash reserve for emergencies in case work or the market slows down.

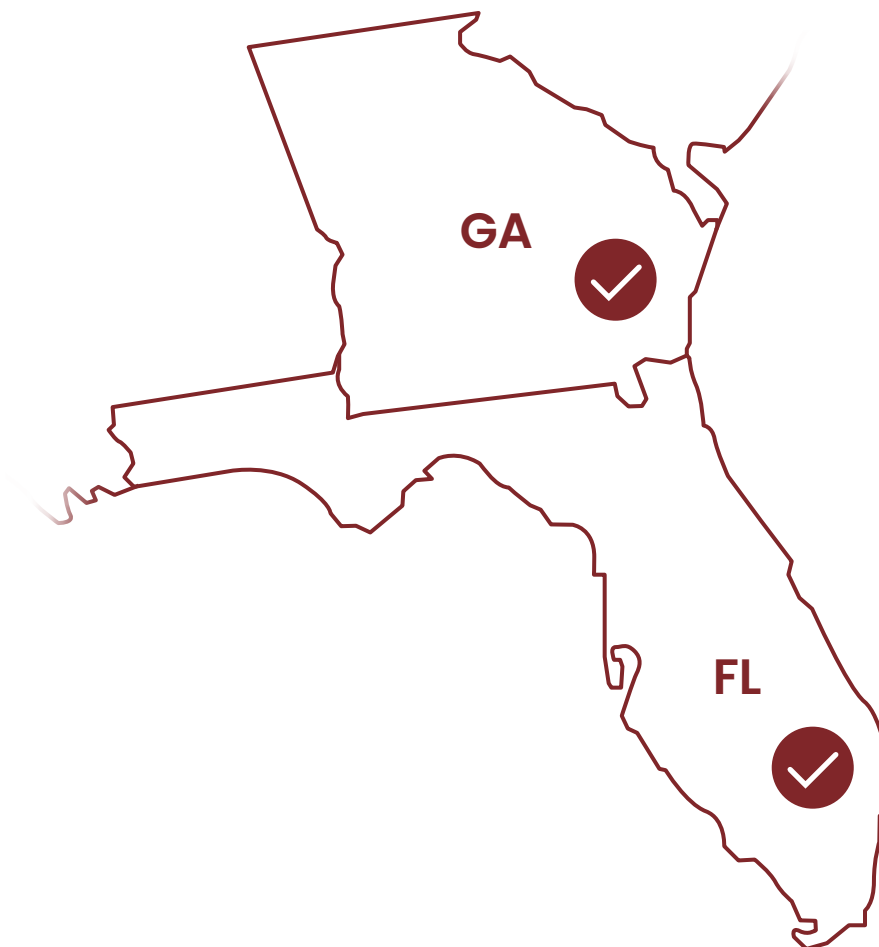


OBTAINING YOUR REAL ESTATE LICENSE

To begin your path to success in real estate, you need to work on your education with pre-licensing courses, and then pass the state real estate licensing exam. Each process varies depending on where you live, and at MerrickDamon Real Estate School, we specifically help agents in Florida and Georgia obtain their licenses.

For example, the State of Florida requires estate agents to complete a Florida Real Estate Commission (FREC)-approved 63-hour pre-licensing classroom course while the State of Georgia asks you to attend a 75-hour Salesperson Pre-license Course at a school approved by the Georgia Real Estate Commission.

No need to worry, we can help advise you and meet all education and license requirements to work as a real estate agent in **Florida or Georgia** at MerrickDamon Real Estate School.



FINALLY, THE 3 STEPS TO BECOME A REAL ESTATE AGENT

1



Take your pre-licensing course

Whether you're based in Florida or Georgia, we can help you achieve the required hours of education to meet your requirements. Helping you learn everything you need to become a successful agent.

2



Pass the Real Estate Exam

Once you have completed your pre-licensing course, you are ready to book your real estate exam. At MerrickDamon, we can help you prepare for that so that you can pass it the first time.

3

Find your success with our help

Once you meet the requirements to work as a real estate agent, we can keep offering you guidance on all the career's tips & tricks you need to learn to achieve your goals.



QUIZ

▼ ARE YOU READY TO SWITCH YOUR CAREER TO REAL ESTATE? ▼





1 Are you self-motivated?

▼ If you answered YES

The most important skill to be successful in Real Estate; People Skill 86%, Self Motivation 84%, Negotiation Skills 73%, Problem Solving Skills 73%

2 Do you enjoy having a flexible work schedule?

▼ If you answered YES

What about being a real estate agent is so attractive? Flexible Hours 67%, Interest in Real Estate 64%, Working with People 54%, Entrepreneurial Field 50%

3 Is Real Estate a career you've always been interested in?

▼ If you answered YES

A Real Estate career is often the second or third career, 1st Career 18%, 2nd Career 48%, 3rd Career 34%

4 Do you have a bachelor's degree?

▼ If you answered YES

Formal education of Realtors: Some college 28% Bachelor's degree 32%, Graduate degree and above 13% associate degree 13%, some graduate school 6% high school 7%

5 Did you purchase your home or rental on the internet?

▼ If you answered YES

Where buyers find the homes they purchase/rent: internet 52%, real estate agent 29%, yard sign 6%, friend or relative 5%. home builder 6%, directly from seller 2%, newspaper 1%

6 Are you financially prepared to invest in a real estate career?

▼ If you answered YES

It's always good to keep 3-6 months of cash reserves for emergencies in case work or the market slows down

7 Do you have a real estate coach?

▼ If you answered YES

Coaches offer a lot of advantages. More and more agents are seeking out independent coaches to fill in the gaps left by the constraints that most companies and offices face (time, expertise, and money). Most important for new agents is to find a coach who can hold new agents accountable to their business start-up plan. Over 50% of new agents don't make it through their first year. Be part of the half that does!

THE MERRICK DAMON COACHING PROGRAM

Looking to further your career by training with one of the top brokers in the South East? Merrick Damon offers a variety of coaching opportunities for new agents interested in jump-starting their career. Get results faster by understanding your goals, staying motivated, and discovering which direction you should take from the start with our help.

Our coaching packages offer the following:

1

Scheduled coaching calls with one of our experts, to receive specific advice and guidance to figure out how you can build a successful career in real estate

2

Private strategy meetings to receive expert advice, strategy and directions to help you improve specific areas of your business and career

3

An entire day dedicated to receiving in-person advice and practical solutions from one of our experts.

ABOUT US

Merrick Damon is one of the South East's top real estate brokers with over 1 billion Real Estate sales. Ever since he built his success, he has been dedicating his time to helping other professionals in real estate shape their careers. Merrick does that by providing the tools and tips necessary to achieve their goals, all available through his MerrickDamon Real Estate school & University, workshops, courses, and seminars.

▼ CONTACT

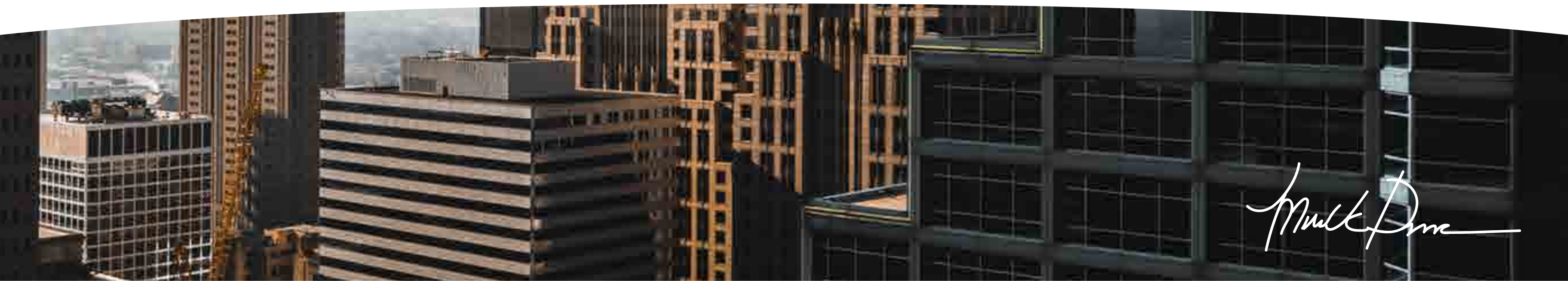
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▼ FIND OUT MORE

Learn more about Merrick Damon's success story, find out more about the available coaching opportunities, and become a MerrickDamon Real Estate agent today by visiting our website.

www.mdrealestateschool.com



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