

**WE LOOK FORWARD TO HAVING
YOU JOIN US FOR A SUPERIOR
EXPERIENCE ON THE WAY TO
YOUR SUCCESS!**

Contract Us



877-944-4260



SuperiorSchoolINC.com



**A GUIDE TO HELP YOU REACH
NEW HEIGHTS IN REAL ESTATE**

Superior School of Real Estate



877-944-4260



SuperiorSchoolINC.com

North Carolina Real Estate Commission



919-875-3700



ncrec.gov

Why A Real Estate Career?

People are attracted to the real estate profession for a number of reasons. It is one of the most rewarding professions that you can start; however, we don't want to mislead you that success in real estate is easy. Success in any business requires hard work, dedication and a commitment to excellence in what you do, but if you are willing to apply yourself and develop your skills, a career in real estate offers:

1. Freedom and Independence

As a real estate professional you most often operate as an independent contractor. You get to set your own hours, your own work schedule and create your own client base. Real estate professionals operate with a lot of freedom, autonomy, and independence.

2. Unlimited Potential for Income

You are responsible for your own success. There is no cap on the income you earn. Only you can limit the potential you attain and the income you earn as a real estate professional. There is no limit as to how much you can improve your lifestyle and the lifestyle of your family.

3. The Ability to Help Others

For many people, owning a home is the American Dream. Families save for a substantial amount of time and make sacrifices just so they can own their own home. There are few things that are as rewarding as helping other people attain their dreams. Once you have assisted a couple of first time home buyers, guided them through the purchase process and actually handed them the keys to their dream home, you will experience a deep and rewarding sense of accomplishment!

4. A Diverse Array of Options

As you go through the course and the licensing process one of the things you will learn is just how diverse the practice of real estate can be. Real estate is a career of specializations. Some agents decide to build a career around working with sellers, some focus on first time home buyers and some work primarily with investors. An agent may choose to focus on practicing commercial real estate, luxury homes, or areas like property management. There are a lot of choices as to what you can do!

5. The Ability to Make a Difference

More than anything else, being a real estate professional allows you to make a meaningful contribution to others and to society. No other segment is as important to the American economy as real estate. You will get to be involved in the single largest purchase that most families make!

Frequently Asked Questions

1. How do I prepare for class?

We recommend that you read the first five chapters, and Appendix C in the NCREC approved textbook, NC Real Estate Principles and Practices, Revised 7th Edition, before the first day of class.

2. What if I can't attend all scheduled classes?

We want you to pass the exam on the first try, and nothing has been proven to help this more than good old-fashioned showing up! We strongly encourage students to attend all scheduled classroom hours. Students must attend 71.5 scheduled classroom hours of the 79-hour course.

3. What happens if I don't pass the Superior test?

We are going to do everything possible to make certain that doesn't happen! If you do not score 75% or better, then you will have 30 days to retake the exam. In addition, we do have additional study aids and tutoring sessions available. We also encourage you to form study groups with people in your class to practice together.

4. Can I have a part time career in real estate?

There is no requirement that you work full time in real estate and a lot of real estate professionals begin their careers part-time.

5. What if I was licensed before or currently in another state?

North Carolina is not a state that grants automatic reciprocity and licensure to someone just because they were licensed in another state. However, if your license is in good standing and meets certain requirements the Real Estate Commission may waive the requirement that you attend classes or take the national portion of the exam. Questions about such situations should be directed to the North Carolina Real Estate Commission.

6. How do I remove my "provisional" status?

After completing three 30-hour post-licensing courses, your "provisional" status will be removed and you will be considered a Broker.

7. How do I obtain my South Carolina non-resident license?

Once your North Carolina real estate license is considered active, you can apply through the South Carolina Real Estate Commission to take the state only portion of their exam. Superior School offers an online exam prep to help you prepare. [www.licensetutor.com/plan-comparison/south-carolina/]

8. What is the annual renewal fee for my North Carolina Real Estate license?

Every year by June 30th you must pay a \$45 renewal fee to the North Carolina Real Estate Commission.

How Do I Get Started?

You can get started right now!

Go online to www.superiorschoolinc.com or contact a school representative at (877) 944-4260 to register for the pre-licensing class.

The Superior Plan for Becoming a Real Estate Professional in 10 Easy Steps

1. **Register for Superior's 79-hour "Provisional" Broker Pre-Licensing Course**
2. **Complete the 79-hour course**
[Must be present 90% of scheduled classroom hours]
3. **Pass the Superior School Final Examination**
[With a 75% or higher]
4. **Obtain your Licensing Pamphlet**
[On the first day of class]
5. **Obtain Your Criminal Background Report**
[This will likely cost less than \$30]
6. **Submit Your Licensing Application**
[Online, immediately after passing Superior's exam]
7. **Receive Your Approval to Take the State Exam**
[Approval received by email]
8. **Get Your Testing Appointment**
[Set up testing appointment online]
9. **Pass the Examination**
[Complete 140 question exam in 4 hours]
10. **Associate with a Firm**
[As a provisional broker you will work under a broker-in-charge]

Why Superior School?

We take the FEAR out and put the FUN in your adventure!

Superior School has 11 years of experience helping people just like you launch their real estate careers! We know what it takes to get you through the process and we are here to help you whatever that commitment requires. When you choose Superior, you choose to work with an entire team of dedicated professionals. We believe in working collaboratively, between our staff and our instructors, to make the most meaningful contribution to your success possible. The professional instruction staff at Superior has over 100,000 hours of experience in the classroom helping people start real estate careers!

In North Carolina, you have many choices as to where you obtain your real estate education. The North Carolina Real Estate Commission reports and tracks the passing rates for all schools in North Carolina. Currently the statewide average for first time takers on the state exam is 61%. **At Superior, our dedication to our students and our expertise at staying on top of industry changes has earned us a 75% pass rate based on the NCREC Annual Performance Report.** Why would you take chances with your future?

Over the years we have had the opportunity to fine tune the way our students learn and perfect a system that leads to a high degree of success. We believe in a high-touch, high-tech approach to education and we provide our students with unique tools that are tops in the industry:

- Carefully selected textbooks and study materials
- Custom crafted PowerPoints that help you learn and retain the information
- Online quizzes and reviews so that you can test and we can measure your progress
- Easy to understand approaches to math problems and step by step guides to working out the right solutions

ADVENTURE!
ACHIEVE MORE!

Why Superior Instructors?

The best teachers teach from the heart.

Superior has more DREI Instructors than any school in North Carolina! DREI stands for Distinguished Real Estate Instructors and is **the highest designation an instructor can attain.**



Center: Founder Bill Gallagher*

Top Row: Len Elder*, Deborah Cox, Derrin Dunzweiler, Jim Fletemier

Second Row: Vic Knight, Jack Marinello*

Third Row: Bruce Moyer*, Melea Lemon*

Bottom Row: John Walker, Steve Robinson, Tim Terry*, Terry Wilson*

*DREI: Distinguished Real Estate Instructor designation

What are the Costs?

The cost of the 79-hour Broker Pre-Licensing Course is \$459. The price includes the following:

- Full 79 hours of live classroom instruction
- Access to over 500 practice test questions & quizzes
- The Superior study guide & workbook
- Access to online study materials

Required Textbook for Broker Pre-Licensing Course

In addition, you will need the Superior School customized textbook **NC Real Estate Principles & Practices** which sells for \$47. It is available for purchase either from a school representative or can be ordered on the Superior School website.

Superior's custom-made Adventure Guide Workbook

The Adventure Guide has over 500 pages, which include printed PowerPoint slides for every chapter, real estate math explanations & practice problems, practice exam questions, & more! **Provided to all pre-licensing students at no additional cost!**

Optional study aids:

- Guide to Passing the AMP Real Estate Exam, 6th Edition - \$35
- Hiking the Real Estate Trail Audio CD Set - \$75

