3 STEPS TO MAKING A FULL-TIME INCOME AS A REAL ESTATE AGENT... 
...Without Any Prior Experience Or A College Degree!

GET YOUR LICENSE

Getting your Georgia real estate salespersons license is easier and more affordable than you probably think.

Here are the 4 steps you need to take to get your real estate license:

- **Step 1**: Complete the 75-hour Georgia pre-license course.
  The course must be approved by the Georgia Real Estate Commission.
  The quickest way to complete the qualifying education requirement is to take the course online, as it allows you to work at your own pace, rather than being tied down to a school schedule.

- **Step 2**: Schedule to take the State exam with one of the PSI testing centers.

- **Step 3**: Pass the State exam.
  The State exam consists of 152 questions and includes a National portion (100 questions) and a State portion (52 questions).

- **Step 4**: Apply for your real estate license.
  If you have a sponsoring broker, you can apply for an active license.
  If you do not have a sponsor, you can still obtain an inactive license.

All real estate salespersons must work under a sponsoring real estate broker. It’s important to note that most brokers will be willing to hire you, even if you do not have any prior experience!

Once you have a sponsoring broker and your license, you’re qualified and ready to start earning commissions! You can sell or rent all types of real estate throughout the State of Georgia.
The most important aspect of your success as a real estate agent is to consistently generate leads. If you are just starting out, the best and quickest way to get leads is to hire an agency to create a website for you and then use their expertise to buy Facebook and Google ads. The power of Facebook and Google is that you can buy targeted ads towards people who have indicated that they are either looking to sell their property, or they are looking to purchase/rent a property.

Here are 3 companies you can work with who will build you a website and start sending you leads right away through Facebook and Google ads:

1) BoldLeads
2) RealGeeks
3) Adwerx

Once you get the leads, you can work side-by-side with your sponsoring broker to convert and close the leads!

So, how much money you can make

Let's say the average sales price of a house is $360,000. The average total commission being paid on the transaction is 5%, which is $18,000. That $18,000 will be split 50/50 between the seller’s broker and the buyer’s broker. This means your broker will earn $9,000 on the transaction. Now, if you have a 60/40 commission split with your sponsoring broker, you, as the real estate agent in the transaction will earn $5,400!

So, in order to make $100,000/year, you will have to close 19 transactions, which is roughly 1-2 deals per month.

What you need to do to earn $100,000

So, how do you close 1-2 transactions per month, without any prior experience?? Here is the formula to follow:

1) Generate leads
2) Convert leads
3) Close transactions
    The end...

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