



Real Estate Sales Career Frequently Asked Questions

Q. What can a career in real estate offer me?

- Achieving your personal goals
- Being your own boss
- Unlimited earning potential based on your good attitude and work ethic
- Flexibility to set your own schedule
- Satisfaction of making a positive difference in the community
- Control of your business growth and development
- Future rewards from referrals
- Meeting new people, networking and socializing
- Personal fulfillment from helping people with one of the largest financial transactions of their lives
- An exciting, varied schedule with something new every day

Q. How do I obtain a North Carolina real estate license?

- Successfully complete the 75-hour Broker pre-licensing course, or otherwise meet the education requirements listed in the [Real Estate Licensing in North Carolina booklet](#)
- File an application and obtain a background check for the North Carolina Real Estate Commission
- Pass the state licensing exam
- Contact Appalachian Land Company (hyperlink to your email or info@ or ?) or call 828-837-9199 to discuss your career options with our firm. We will guide you through the entire process - from school selection, completing all the necessary paperwork, to additional post-licensing training - to move you forward to your enriching, successful, long-term real estate career.

Q. Where are required courses offered?

- [Licensed schools](#) are located throughout the state, and offer courses by live instruction only.
- School course offerings vary, contact the school directly for specific course availability, times and dates
- For guidance on course options call 828-837-9199 or email info@appalachianland.com

Q. What does North Carolina require after I am licensed?

- Complete three additional 30 hour courses over the next three years to earn your full Broker license.
- 8 hours of continuing education each year during your active real estate career.

Q: How will my previous experience assist me in a career in real estate?

- Co-workers and past customers are great opportunities for referral business.
- Your sales or service experience is a good foundation for your new responsibilities.
- Your operational background will help you manage your new business.

Q. How do I begin my real estate career?

- Pass the state exam
- Interview with brokers
- Obtain a North Carolina Real Estate Commission License Activation and Broker Affiliation Form
- Affiliate with an experienced, well-established licensed broker who is focused on helping you grow an honest, sustainable real estate business

Q. What is necessary for a successful real estate career?

- Enthusiasm
- Commitment to a full-time career
- Expert services for buyers and sellers
- Continuous training and career development
- Selecting an honest, supportive brokerage firm with a good reputation
- A full-time, experienced, well respected managing broker and support team, available daily for support

Q. How can I get more information about a career in real estate?

For more information about a real estate career with Appalachian Land Company, please contact our Broker-In-Charge Jo Crowe-Joiner at JoCrowe@AppalachianLand.com or 828.837.9199. Jo's greatest passion is helping others reach their full potential. She welcomes the opportunity to share her knowledge and experience with you so you, too, can experience the benefits of an exciting, successful career in real estate!