

Section 2 – Part 1

SLIDE 19 – License Categories

There are three categories of real estate licenses available to people with the skills and knowledge required to sell real estate in the state of Florida:

- A. Broker
- B. Sales associate
- C. Broker associate

SLIDE 20

Broker

A general partner, officer, or director of a partnership or corporation which acts, for compensation, as a broker to facilitate real estate transactions on behalf of a third party.

Chapter 475.01(1)(a), Florida Statutes.

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Sales Associate

A person who performs any act specified in the definition of “broker,” but who performs such act under the direction, control, or management of another person.

Chapter 475.01(1)(a), Florida Statutes.

A sales associate renders a professional service and is a professional within the meaning of: Chapter 95.11(4)(a), Florida Statutes.

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Broker Associate

A person who is qualified to be issued a license as a broker but who operates as a sales associate in the employ of another. Chapter 475.01(1)(b), Florida Statutes.

It's important to understand that a Sales Associate or a Broker Associate always must operate under the direction of a licensed broker.

SLIDE 23

The general requirements for a real estate license in Florida:

- Must be 18 years of age
- Must be high school graduate or equivalent
- Must be honest, truthful, trustworthy, and of good character