



LAFFEY
TRAINING ACADEMY



GET STARTED TODAY!
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Is a Career in Real Estate Right for You?

Real estate sales can be a very lucrative and rewarding career. Real estate salespeople are typically independent contractors, and as a result, enjoy the freedom of being their own boss with the guidance and support of their broker or manager. As a real estate salesperson, you will have a great deal of flexibility, the opportunity to work with and meet many interesting people and enjoy a variety of activities in your work.

The income potential is very high. Many agents enjoying six figure incomes and actually employ assistants. There is excellent long term job security as a licensed agent. Whether we are in a good or bad economy, there is always a real estate market as people continue to buy and sell homes.

Some qualities that you will see typically in a successful agent are:

- Strong self esteem and confidence
- Good communicators (especially as a listener)
- Self motivated to succeed
- Goal oriented
- Very ethical, honest and fair
- Enjoy meeting new people and helping them with their housing needs

If you feel that these are qualities that you have, then perhaps a career in real estate is just what you've been searching for.

You will need the New York State required **45 Hour Real Estate Sales Licensing Course**.

Upon completion of this course, you will need to make the decision as to which real estate company you want to be affiliated with.

For more information contact Bettie M. Meinel at 516-626-1500 Ext. 343 or bmeinel@laffey.com