



**LAFFEY**  
**TRAINING ACADEMY**



**GET STARTED TODAY!**  
**CALL BETTIE M. MEINEL**  
**516-626-1500 Ext. 343**  
OR E-MAIL HER AT  
**[bmeinel@laffey.com](mailto:bmeinel@laffey.com)**

## **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 **75 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](mailto:bmeinel@laffey.com)*