



# How to Obtain Your Real Estate License

The Fast & Easy way...  
With NCI Associates, Ltd. as your school!

- ▶ *NCI gives you the best chance for success!*
- ▶ *Learn everything you need to know to pass!*

- ▶ *Classroom, Live Webinar, and Online is available!*
- ▶ *Get the absolute best textbooks and instruction!*



## Is real estate a good career idea? ▶

**YES!** If you want (1) High income potential, (2) Flexible working hours, and (3) The ability to secure your financial future, then becoming a licensed real estate agent is an excellent career choice.

**WHY?** The strength of the housing market is measured long-term. The traditional motivators for people listing and selling homes such as job, marriage, and family changes, never slow down. This good news means that excellent earning opportunities are available to motivated agents.

**HOW?** The formula for success is easy. The agents who make the most money create a simple business plan (with the help of their real estate broker and manager) and then stick to it each day.

NCI delivers the classes to help you get licensed. And, your new broker/manager will deliver the training to help you make money.



## What requirements exist for a license? ▶

To obtain a Michigan Real Estate Salesperson's License, a person must fulfill the following easy requirements...

**Age:** Be 18 years of age.

**Education:** Successfully complete a state-approved 40 clock hour Real Estate Fundamentals Course. NCI's Real Estate Salesperson License Training Class is your best choice to help you pass!

**License Application:** After receiving a certificate from NCI, you will submit an on-line license application to the State. Your sponsoring broker (discussed later) will electronically confirm that you will be working for him or her. Upon approval, the State will give you a MIRE Number. This allows you to schedule the state real estate licensing exam with the testing company, PSI Services, LLC. Further license information is available on-line at [www.michigan.gov/MIPLUS](http://www.michigan.gov/MIPLUS).

Information pertaining to the state exam is available at [www.psiexams.com](http://www.psiexams.com).

**Examination:** The state exam is given via computer at five regional PSI Exam Sites in Michigan. The exam fee is currently \$79. A license fee of \$88 is charged by the state for a salesperson's license. PSI, the testing company, has a Candidate Information Bulletin for Michigan that can be downloaded. It explains the process in easy-to-understand terms.

**Residency:** Michigan residency is not required to obtain your real estate license.



## How do I find the best school? ▶

NCI is the obvious and correct answer to this important question!

**WHY?** Good education depends on several key factors. NCI is the only school that meets all of the following high standards...

**Best Program Developers:** All programs are written by NCI's Michigan-based experts who have practical experience as: (1) Real Estate Brokers, (2) Certified Educators, (3) Attorneys, and (4) Professional Business Consultants.

**Best Textbooks & Materials:** NCI uses *Michigan Real Estate Law & Practice (MRELP)* by Jack K Waller, J.D. This 2-textbook system is easy-to-read, easy-to-follow, and provides all of the information you need to successfully complete the exam. (These textbooks are discussed later in more detail.)

**Best Instructors:** "The NCI Instructional Team" is comprised of experienced, skilled experts in the field of real estate sales and the law. No matter what your prior level of education is, you've made an intelligent choice with NCI.

The author of *MRELP* personally narrates NCI's Self-Paced, On-line real estate salesperson's course!

**Best Service & Support:** NCI offers an unparalleled level of customer and student support. Student needs are respectfully addressed by trained service professionals.



NCI Associates, Ltd.  
School of Real Estate & Building Education

TeamNCI.com  
586-247-9800



## How do I enroll in an NCI class?

Go to our state-of-the art website, [TeamNCI.com](http://TeamNCI.com), for a list of convenient dates, times.

1. If possible, enroll at least 1 week prior to the desired class date. Depending on the class format, you may be able to enroll up to the start of the second session if you missed this deadline.
2. Secure payment is made online (Powered by PayPal) when you enroll through TeamNCI.com.
3. If you select the Self-Paced, Online version of the program, you may register and begin it at any time. The Online version may be completed at your own pace (within 6 months of registering).



## How do I find the best textbooks?

NCI uses *Michigan Real Estate Law & Practice (MRELP)* by Jack K Waller, J.D. This 2-textbook resource is the only professionally-produced real estate textbooks that are written top-to-bottom by a top Michigan expert, from an entirely Michigan perspective.

NCI students who select the classroom or live webinar version of the class receive both textbooks. (Students who take programs from other school do not receive these industry-leading textbooks.)

- The **Primary Textbook** contains over 460 pages of current, Michigan information. It also contains hundreds of practice questions coupled with excellent test-taking techniques. (Other textbooks may be outdated and contain information that is out-of-step with Michigan law and practice.)
- The **Test Prep Outline & Glossary** is a second 178-page resource that reduces the topic discussion in the *Primary Textbook* to short, flash card-style notes. It also contains a unique, dual-definition glossary of terms. This 2-textbook set is the perfect learning resource for passing the Michigan Real Estate Exam! And, it is only available through NCI.
- The Online version of our program includes an eBook version of the **Primary Textbook** (read-only) and a downloadable copy of NCI's **Real Estate Exam Prep Study Tool**.

NCI is the only school that delivers these extraordinary resources!



## When can I start making money?

NCI helps you get going as quickly as possible! When you successfully complete the state exam with the help of NCI, you will receive your passing notification at the test site. If broker sponsorship was confirmed prior to the exam date, your license will be mailed to your broker within 1-2 business days of passing. This authorizes

you to begin working as a real estate licensee.

**Broker Sponsorship:** Your sponsoring/employing broker is the person for whom you will work as an agent. He or she is responsible for managing and supervising your real estate-related activities. In Michigan, a real estate salesperson must be licensed under a real estate broker.

If you learned about NCI by searching online (and were not referred by a real estate broker or manager), we can provide guidance on the process of locating a great real estate company.

If a real estate broker or manager recommended that you take your license training class from NCI, he or she is absolutely the best person to consult about your new real estate career.



## What is the test "really" like?

NCI takes the stress out of the process by preparing you for the challenge better than any other school.

**Passing the exam** depends upon your commitment to studying the necessary real estate concepts. Your attitude toward testing also plays a role, i.e., *Does the thought of testing make you nervous? Are you concerned that you haven't been to school in a while? Does your past performance in testing situations worry you?* NCI helps you identify and remove any barriers to success!

NCI understands that you want to pass in the shortest time possible! While no school can guarantee a "pass" on the first try, NCI increases your chances with the best instruction and materials! You also may be able to re-sit the NCI course at no charge for up to 6 months from your original start date (only at select locations).

NCI focuses on high "Personal Passing Rates." Our programs are all designed by education specialists to meet the needs of adult learners. You will be shown how to boost your "Personal Pass Rate" by learning:

- What to study, When to study, and How to study!
- How to create and build good study habits!
- Proven test-taking strategies that get results!
- How to stay focused and build confidence!

**Exam content:** There are 115 questions on the state exam. They are based on the PSI content outline that is fully covered in your program. To pass, you must attain a score of 70% (80 correctly-answered questions). NCI knows what it takes to help you pass.

**Bottom Line:** Nobody can guarantee what your results will be since it is up to you to pay attention during the program and properly study. However, if you can follow simple instructions, you can be assured of the best results possible, in the shortest period of time, with the fewest possible problems, with NCI as your education partner.

*We're ready...  
Let's get started!*

**Visit: [TeamNCI.com](http://TeamNCI.com) or Call: 586-247-9800**