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Job Title	Description/Duties	License Req.	Income Range	NYS Apprvd Prgm	Exam/Education Req.	Competitive Field Rating
Real Estate Salesperson (Residential or Commercial)	Full or PT. Must like working w/people (an outgoing personality helps). Shows homes, establishes values for real estate, prepares marketing plans, qualifies buyers, etc. There is talk of increasing the hours required by another 45 within the first two years.	Yes	\$17-\$90k +/yr.	Yes	Yes (70% or better req. on the final exam). Currently 45 hours of in-class education.	Somewhat
Real Estate Broker	Many are full-time or associate with a broker and work as an Associate Broker. Brokers typically own & manage the firm & may wear many hats.	Yes	\$20-\$100k +/yr	Yes	Yes (70% or better req. on the final exam). Total of 90 in-class hours required.	Somewhat
Real Estate Appraiser	You must start as an "Appraiser Assistant" and work under a fully certified individual for a min. of (3 yrs.) Appraisers inspect all types of properties, calculate the square footage, take pictures, note all property characteristics and analyze various data. A sketch is typically required for every home (floor plan).	Yes	\$20-\$65k /yr	Yes	Yes (75%) Only in-class education is allowed. Minimum of 90+ hrs. required, more will be added in 2008.	Highly Competitive
Home Inspector	Licensing was passed and will begin by the end of 2005. People already in the business & practicing have the best opportunities to be grand-fathered. Inspectors are unbiased & represent their client's best interests. The interior & exterior of homes are thoroughly reviewed and the results reported accordingly. Courses offered by the School are already approved by the same Department that is responsible for Home Inspector Licensing.	Yes	\$20-\$70K+	Yes	Yes (80% or better required for the School's certification). Once the State rules are in place expect more standards to apply. We require over 100+ hours of education.	Somewhat
Real Estate Assistant	Many are part-time and work for successful RE agents/brokers and assist with writing ads, marketing activities, some computer work and help at open houses.	No	\$8 - \$14+hr.	No*	No *We recommend taking the NYS Salesperson 45 Hour Qualifying Course to better understand the entire real estate process and for advancement.	Minimal
Referral Agent	This is part-time (most of these individuals were full-time at some point). This is a great way to keep your license and get paid for the leads you provide. Typically 20-30% per side.	Yes	\$2,000-\$5,000 per year for less than 40 hrs. of work per year.	Yes	Yes Completion of the NYS 45 Hr. Lic./ Qualifying Course.	Minimal
Legal Assistant / Paralegal	Work in a law office or select divisions within Banks and assist attorneys w/daily activities including phone calls, typing, research, correspondence, computers, etc.	No	\$22-\$35k /yr	Yes	Yes Most courses have some testing components	Minimal
Real Estate Secretary	Perform administrative work in a real estate office including: computer use, typing assisting with preparation for brochures, setting appointments for home showings, working with agents & MLS., etc.	No	\$15-\$23k /yr	Yes	Yes* *We recommend taking the NYS Salesperson 45 Hour Qualifying Course to better understand the entire real estate process and for advancement.	Minimal
Mortgage Originator	Meets with prospective applicants when refinancing or purchasing a home. You will gather documentation for the loan package, analyze credit reports, network to attain more business and qualifies individuals for a loan.	No	\$20-100k /yr	Yes	Yes Our program requires approx. 70 hrs. of education.	Highly Competitive
Property Manager	Works on behalf of owner and screens tenants, reviews credit reports, complies with Fair Housing & other State/Federal laws, contracts for maintenance of the property, collects rents & prepares select management reports.	Yes*	\$15-40k +/yr	Yes	Yes (70% or better) *(License req if non-resident manager and works for more than one property owner). Completion of the 45 Hr. Salesperson Course is recommended.	Somewhat