

LICENSE LAW

broker: entry to profession

NEW LAW PROPOSES

YOU MUST



Have a high school diploma or GED

Be 18 years of age

Take 60-90 hours of pre-licensing education

Pass a state-administered exam with passage, license is assigned to a Managing Broker for a minimum of 2 years

Possibly take 10-30 hrs of post-licensing education within pre-determined timeframe

Take 24 hours of CE over a three-year renewal period with a minimum of eight specific hours per year.

OBLIGATIONS & DUTIES OF A MANAGING BROKER

Maintain trust accounts and trust account records

Maintain company transaction records

Develop an office policy manual and ensure compliance

Supervise all licensees, or Brokers, under your license/endorsement

MANAGING BROKER ENDORSEMENT

To obtain endorsement, you must:
Hold a Broker's license for two years

Take and pass the new Broker Management course

Complete the yet-to-be-formed and aforementioned experience-based education program required to transition from a Broker to a Managing Broker

Once you are a Managing Broker...
24 hours of CE over a three-year renewal period with a minimum of eight specific hours per year

TRANSITIONING FROM A CURRENT...

SALESPERSON TO BROKER

Complete all 24 hours of current mandatory Broker curriculum + minimum of eight specific hours per year over a three-year period and be tested

Upgrade will satisfy CE requirements for first three years

Test-out option will be offered

License will become inactive if upgrade is not pursued + expire after 18 months; must take exam to reinstate

BROKER TO BROKER

Current Brokers automatically become Brokers

CE requirement: 24 hours over three-year renewal period + minimum eight specific hours per year

MANAGING OR PRINCIPAL BROKER TO MANAGING BROKER

Pass new Broker Management Course

CE requirement: 24 hours over three-year renewal period + minimum eight specific hours per year + CE required to renew Broker's license

ENDORSEMENTS...

NON-RESIDENTIAL (COMMERCIAL)

Indiana would be first state to require a separate Non-residential, or Commercial, Endorsement.

Definition: more than four units and property not zoned for residential use
- lots and land included

Pass pre-endorsement course and exam - *Test-out option will be offered*

CE requirement: 20 hrs specific CE over three-year renewal period + CE required to renew Broker's license + other endorsements

BROKER PRICE OPINIONS (BPOs)

Complete seven-hour Uniform Standards of Professional Appraisal Practice (USPAP) update

CE requirement: Specific CE over three-year renewal period + ongoing USPAP update + CE required to renew Broker's license + other endorsements

LICENSE STATUSES

Active

Inactive

Expired - for more than 18 months must take examination to reinstate

Referral - exempt from CE requirements, but still required to renew - no change from current practice

Unassigned - moved to inactive, thereby deleting this status

RESULTS FROM PROPOSAL

CE will become fresh and relevant

Instructors will improve

Schools will track CE and report to IREC

ALL CE TESTED UNDER PROPOSAL