

OBTAINING YOUR REAL ESTATE LICENSE IN LOUISIANA

***REAL ESTATE COURSE 101
90 HOUR SALESPERSON
PRE-LICENSE COURSE***

As required by law to receive your Salesperson's License in Louisiana

**We are Proud to Announce
Highest Passing Rate on the Test
for the Years 2001 through 2008***

Results Include Both the National and the State Licensing Test for First Time Test Takers.

*For Additional Information, Course Schedules, Maps to our Locations
and Much More, Please Visit our Website:*

www.DonaldsonEducation.com

**DONALDSON
Real Estate School**

SINCE 1974

"OUR GRADUATES ARE OUR BEST ADVERTISEMENT"

7 REASONS DONALDSON SHOULD BE THE #1 CHOICE FOR REAL ESTATE PROFESSIONALS

1. The Best Course in the Industry

We do not have to “claim” we are the best or use clever wording to hide that we are not the best – WE ARE THE BEST!!! Our Course is Louisiana Specific and includes all the information you need to pass the exam. See why our Motto is “Our Students are Our Best Advertisement”.

Getting Started is as Easy as 1-2-3

1. Call one of our friendly, knowledgeable Customer Service Representatives in Greater New Orleans at (504) 456-1785 or Toll Free Statewide 1-800-257-2741.
2. Register for the 90 Hour Salesperson Course- your choice: in-class or online.
3. Begin your Course!!!

2. More Scheduling Options

We offer morning, afternoon, all day, and evening classes. We also offer special scheduling so you can mix and match a schedule that fits yours. Get finished quickly or spread it out.

If our classroom options don't fit your schedule, this course may be done completely online.

3. The Best Speakers and Instructor Support in the Business

We have Friendly, Knowledgeable Instructors who know how to help you learn and how to help you pass the real estate exam. They are always ready to answer your questions and available to you 3 ways: You may call us in Greater New Orleans at (504) 456-1785 or Toll Free Statewide at 1-800-257-2741 between 8am – 5pm, Monday – Friday, except Holidays; Email us with your questions at

Instructor@DonaldsonEducation.com

and expect an answer within one day on weekdays or chat with an instructor online at scheduled times.

4. The Strongest Price Guarantee in the Business

We are the lowest price, always! We will meet or beat any Live or Online Course for Salespeople in Louisiana. We will not be undersold, period.

5. Comfortable Facilities

DONALDSON facilities are designed for YOUR COMFORT. Each room has excellent lighting, calm colors, unobstructed views, ample elbow room, and padded seats.

6. Friendly, Efficient Service

We strive to always answer our phone with a Smile. We won't just tell you we believe we have the FRIENDLIEST, MOST HELPFUL, FAST, MOST KNOWLEDGEABLE STAFF in the state. We'll PROVE it. Pick up the phone and give us a call in Greater New Orleans at (504) 456-1785 or Toll Free Statewide at 1-800-257-2741.

7. An Owner that is Available and Cares



Chris Donaldson is building a following which includes hundreds of real estate agents all throughout the state of Louisiana. Chris is an active real estate agent, real estate investor and owner of Donaldson Real Estate School and Donaldson Educational Services. Always available to his students, Chris may be reached via email at this address: Chris@DonaldsonEducation.com

From Chris:

I am a true believer in the “Student Experience” and want to do everything in my power to make your experience at Donaldson as motivating and positive as possible. It is our goal to make sure you receive the best service, the best course, the best value and most important of all, it is our goal to do everything possible to make sure you pass the license exam. Please email me with your compliments, complaints, comments and suggestions. We evaluate each one carefully and implement improvements whenever possible.

Thank You for Considering Donaldson as your real estate education center and may you have a wonderful and rewarding career.

INFORMATION/REGISTRATION

GREATER NEW ORLEANS (504) 456-1785	STATEWIDE TOLL FREE 1-800-257-2741	ONLINE www.DonaldsonEducation.com
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www.DonaldsonEducation.com

LICENSING LAW

In Louisiana, there are two types of real estate licenses: Salesperson and Broker. The salesperson is able to participate in all real estate activities but ONLY under the supervision of a licensed real estate broker. Applicants for a broker's license must have four years experience as a salesperson and must pass an additional exam.

THE REAL ESTATE EXAM

Louisiana real estate exams are administered by PSI Examination Services. To be eligible to sit for the exam, the proper documents, application, and appropriate fees must be received by the Louisiana Real Estate Commission. At **DONALDSON**, we provide you with these documents and assist you in completing them.

The exam is divided into two parts: ***REAL ESTATE PRINCIPLES AND PRACTICES*** consisting of contracts, ownership, financing and appraisal; and ***LOUISIANA LAWS, RULES, AND REGULATIONS*** containing information that is unique to Louisiana laws. You must pass both portions to become licensed.

The exam is difficult but fair. The most frequent cause of failure is inadequate preparation. The keys to success are diligent preparation and a well-designed course of study. We are full-time, year-round real estate school here to assist you and we are confident that if you follow our complete **DONALDSON** system you should have no difficulty passing the exam.

OBTAINING YOUR SALESPERSON LICENSE

To obtain the salesperson license, current regulations require that you must have a high school diploma, be 18 years of age and complete 90 hours of required classroom study from an approved real estate school.

Following successful completion of the above, you will receive a Certificate of Completion and you are then eligible to apply for the licensing exam given Monday through Saturday, except holidays. As soon as you receive the results that you passed the test (we feel sure you will!), you may begin your career in real estate.

SALESPERSON COURSE

A good head start in real estate means learning more than just the bare minimum needed to get your license. It means preparing to make the most of your real estate career.

In each 30-hour segment which makes up our 90-hour pre-licensing course at **DONALDSON**, you will learn the basic principles and business fundamentals of real estate. This extensive body of knowledge is presented by experts who combine explanations of "how" things are done with "why" they are done. Additionally, we take an in-depth look at the current Louisiana real estate liabilities, licensing requirements, agent's responsibilities, and standards of conduct. In **DONALDSON** courses, you will encounter instructors who not only know the law, but who share your enthusiasm – instructors who make "going back to school" a pleasant experience. You will get a solid understanding of the concepts you need to know to pass the license exam, and get a head start in your new career.

90 HOUR SALESPERSON COURSE OUTLINE

Please remember that no previous knowledge or experience is expected of beginning students. All material will be explained in detail by expert instructors including:

REAL ESTATE PRINCIPLES AND PRACTICES

- A. Property Ownership
- B. Land Use Controls and Regulations
- C. Valuation & Market Analysis
- D. Financing
- E. Laws of Agency
- F. Mandated Disclosures
- G. Contracts
- H. Transfer of Property
- I. Practice of Real Estate
- J. Real Estate Calculations
- K. Specialty Areas

LOUISIANA LAWS, RULES AND REGULATIONS

- A. Duties and Powers of the Real Estate Commission
- B. Licensing Requirements
- C. Statutory Requirements of Licenses
- D. Recovery Fund
- E. Research and Education Fund
- F. Louisiana Civil Law System
- G. Louisiana Laws of Agency

SCHEDULING

First, decide when you wish to begin the course, whether you prefer day or night classes, and which location is best for you. **DONALDSON** is a full time, year-round Real Estate School offering day and night classes beginning every month. No previous knowledge of real estate is expected of the beginning student and you will end up with a complete understanding of the subject matter.

To reserve a seat in any of our classes, simply call **DONALDSON** Real Estate School. Tuition is not due until the end of the first class session. All Textbooks and materials are included in the tuition. Our phone number in the Greater New Orleans Area is 456-1785. Our Toll-Free Statewide number is 1-800-257-2741.

TEXTBOOK AND MATERIALS

All textbooks, materials, and practice tests are included in the course tuition.

INFORMATION/REGISTRATION

Call Now To Reserve Your Seat
Enrollment is Limited.

**Greater New Orleans
(504) 456-1785**

**Statewide Toll-Free
1-800-257-2741**

On-Line

www.DonaldsonEducation.com

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*All **DONALDSON** COURSES ARE
CERTIFIED BY THE
LA REAL ESTATE COMMISSION.*

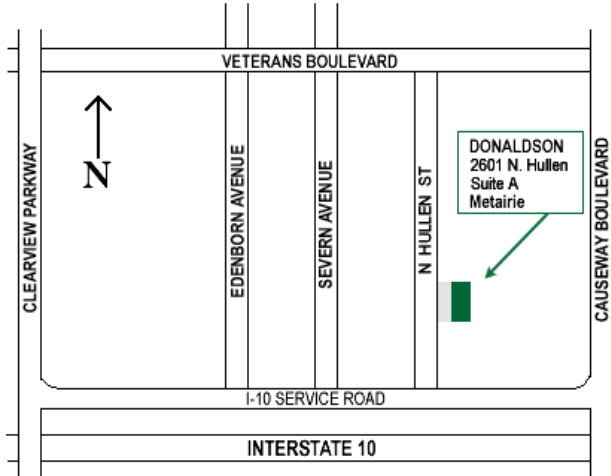
CHRIS DONALDSON, DIRECTOR

School Number 0024 Vendor Number 8140

THESE LOCATIONS ARE YOUR GUIDES TO SUCCESS IN THE REAL ESTATE BUSINESS

MAIN OFFICE AND CAMPUS

WE START DAY AND NIGHT CLASSES MONTHLY



**2601 NORTH HULLEN STREET
METAIRIE, LOUISIANA
456-1785
1-800-257-2741**

BRANCH LOCATIONS

CLASSES ARE HELD AT THE FOLLOWING LOCATIONS

Call today for the next class in your area

ST. TAMMANY (COVINGTON)

BATON ROUGE

SHREVEPORT/BOSSIER CITY

METAIRIE

REGISTRATION / INFORMATION

CALL NOW TO RESERVE YOUR SEAT

ENROLLMENT IS LIMITED

GREATER NEW ORLEANS

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STATEWIDE TOLL FREE

1-800-257-2741

ON-LINE

www.DonaldsonEducation.com

*We also had the Highest Passing Rate on the National and The State Licensing Test for First Time and Repeaters. These statistics and how they are figured may be obtained from Donaldson Real Estate School upon request of Donaldson by e-mail at info@DonaldsonEducation.com

DONALDSON REAL ESTATE SCHOOL IS CERTIFIED BY THE LA. REAL ESTATE COMMISSION
CHRIS DONALDSON, DIRECTOR - SCHOOL CODE #0024, VENDOR #8140