

## **Brokers and Salespersons: New laws in effect July 1, 2008**

Recently, several new laws affecting real estate licensees went into effect on July 1, 2008, all of which were developed to enhance our profession. An outline of the laws is as follows:

- For all individuals wishing to become a licensed salesperson, the real estate qualifying course requirement has increased from 45 hours to 75 hours.
- Any salesperson who has previously taken the 45-hour course and wishes to become a broker must take an additional 30 hours of training set forth by the Department of State. This will bring the salesperson to a total of 75 hours of salesperson training as required under the new law. They must also complete the 45-hour broker qualifying course, giving them a total of 120 hours of approved instruction.
- In order for a licensed salesperson to apply for a broker's license, the salesperson must wait two years from the date of initial licensure instead of one.
- Those salespersons applying for licensing as a broker may use the initial salesperson course if the application is within eight years of taking the course, rather than four years.
- Branch offices of any brokerage must be under the direct supervision of the licensed broker, a representative broker of the entity holding the license or by an office manager who is an associate broker. Salespersons can no longer act as an office manager.
- Computer-based and distance learning qualifying courses are now permitted if approved by the Department of State, but require a proctored final exam.
- All pocket cards issued by the Department of State to licensees will now have a photograph of the licensee.
- Any individual obtaining a broker's license from this point forward who is engaged full time in the real estate business and who has been licensed for at least 15 consecutive years will no longer be eligible for the CE exemption.
- Any real estate licensee who renews their license from now on will be required to complete 22.5 hours of continuing education, three hours of which must include approved fair housing/discrimination education. Any licensee who has already completed their 22.5 hours that did not contain at least three hours of approved fair housing will be required to complete the additional education prior to renewal.

For more information on any of the new law changes or for answers to questions that may affect your license specifically, feel free to visit our website at [lirealtor.com](http://lirealtor.com) or the New York State Association of Realtors website at [nysar.com](http://nysar.com). The Realtors Only section of both sites can provide more info or you may chose to call LIBOR at (631) 661-4800 ext 21 for customer service dept. or email us at [educate@lirealtor.com](mailto:educate@lirealtor.com).