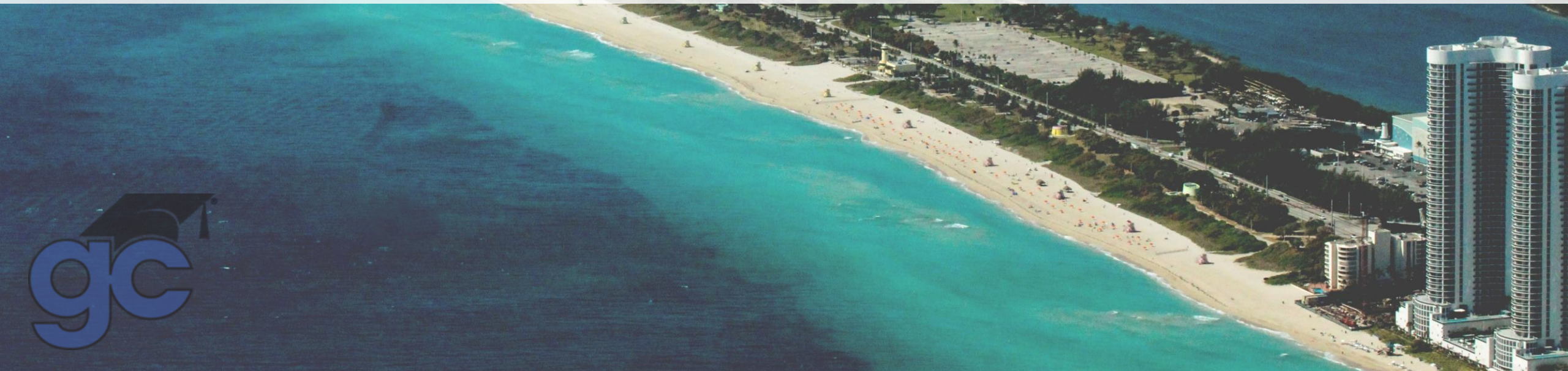




WELCOME
Sales Associate Course

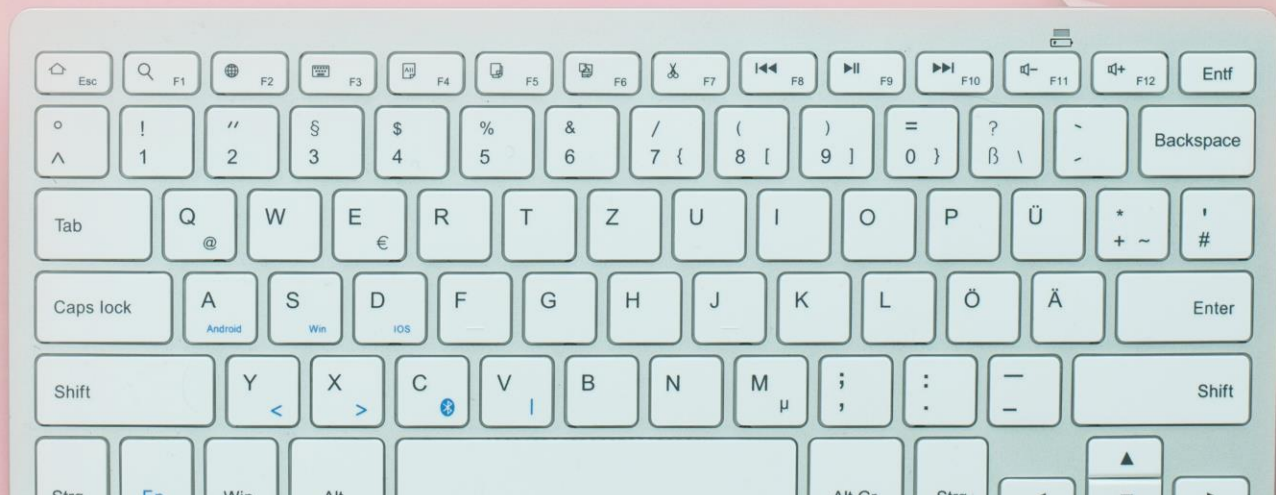


Americans with Disabilities Act (ADA)

- Students with documented disabilities
- Submit Gold Coast “Special Accommodations Requests” form
- Submit 30 days before class, with registration or 1st day of class
- Attach documentation from a qualified professional for the disability described
- Provide recent documentation (within the last 3 years)
- Describe accommodation requested
- Requests are confidential

Attendance

- Your instructor will take attendance each class
- Students cannot miss more than 8 classroom hours
- 9am – 6pm day class counts for 9 classroom hours
- Read p. 22 & 23 in your text
- ***Note:** Only Tuition paying students are permitted in class.



If a student misses:

More than 8 classroom hours

- Must make up missed chapters (chapter for chapter)
- May not extend more than 30 days beyond the scheduled class exam
 - Or hours expire
 - Redo entire course – no charge
- Gold Coast will allow a student to repeat the entire course for a period of 2 years at no additional charge (subject to change)

Attendance

Live Stream Students: ATTENDANCE

- Attendance is tracked when you log in and out of the class
 - You may use the Zoom application on any device
 - Log in with the same name you used at registration
- Hours do **not** count if you only **call** with your cell phone
- Cameras must be on, and students must be attentive, dressed appropriately and stationary in front of the camera
- Students may not drive, exercise, run errands, sleep, etc. to receive credit for attendance
- You must have your camera on AND stay logged in ALL day for your hours to count
- Remember, everyone can see you!

Live Stream Students: HELPFUL INFORMATION

- Students will be muted - you will be able to ask questions in the chat box
- Course materials and final exams are located in your student profile
 - If all attendance requirements have been met, your exam will be available approximately 3 hours after the last session of class in your **student account** (you will **not** receive a link)



Live Stream Students: WEBCAM POLICY

To receive credit for this course:

1. Camera must be **ON**

AND

2. Student must be **VISIBLE** to the instructor for the **ENTIRE** time class is in session

- No driving around during class, running errands, sleeping on camera, etc. Please dress appropriately, we can see you!
- **No Exceptions**
- Review students that do not need course credits may attend without having their camera on.

Webcam Policy Reminder!



Weekend Final Exam

- Administered on Sunday – last class day
- 4-week students attend Saturday and Sunday – last weekend from 9am to 6pm
- Exam will begin at approximately 2:30pm
- 100 question exam
- Students will be given 3 hours to complete

A black scientific calculator is placed on an open book. The book's pages show technical drawings and text, including a diagram with labels '1', '4', and '5' under a hatched area, and the text 'Rys. 11 | Zasada cechowania stal'. The book is resting on a red, textured surface. A semi-transparent white banner is overlaid on the top left of the image, containing the text 'Weekend Final Exam'.

Weekend Final Exam

- Passing grade is 70%
- May be a different instructor
- Requires prior office approval to take final exam with any other class
- Make-Up Sheets with Instructor approval

Final Exam

- If a student scores less than 70%
- May take class again – no charge

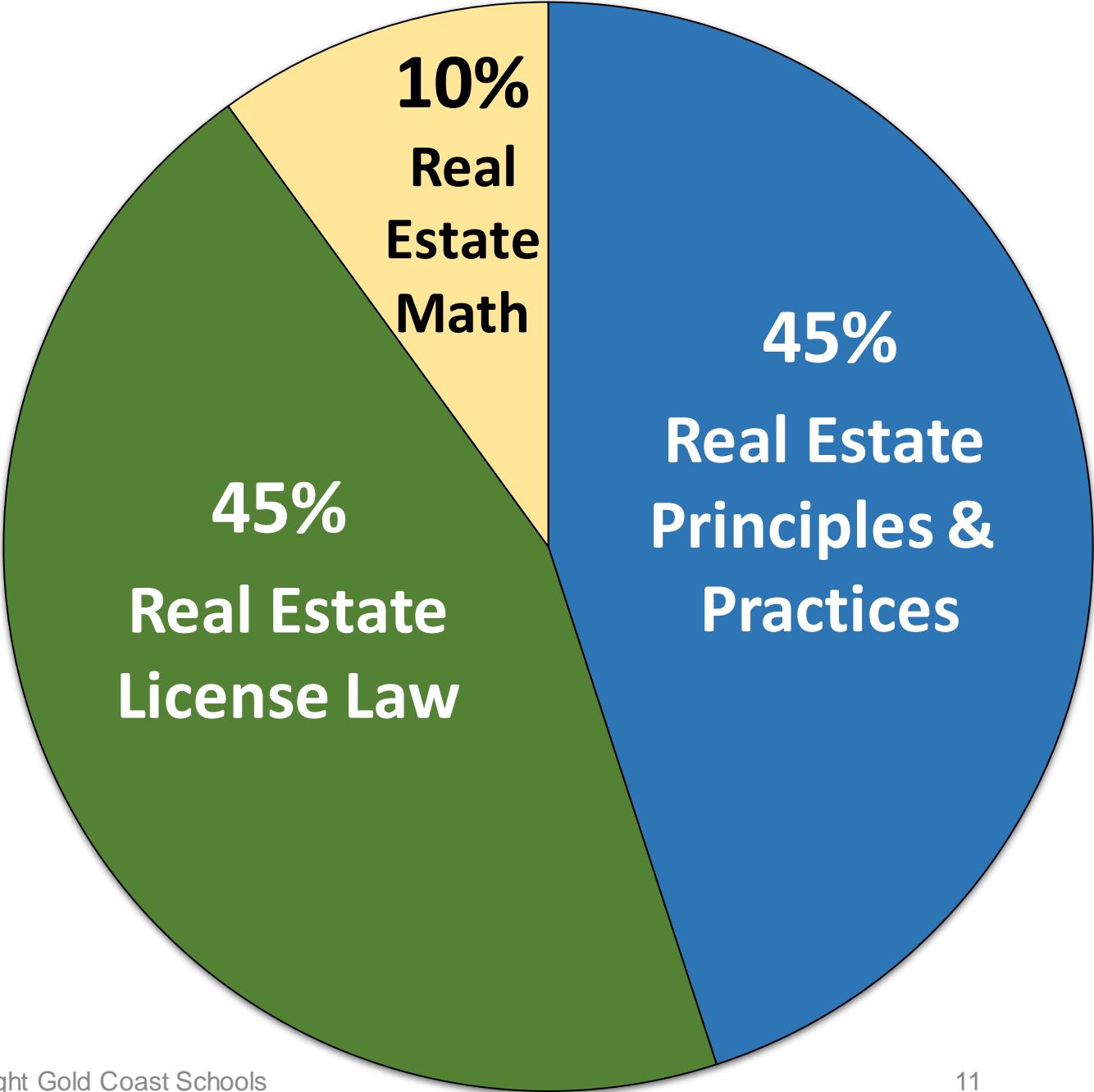
Or

Must wait at least 30 days* and no more than one year

- Test only
- If fail second time
 - Repeat entire course (see page 23)
 - No charge within two years

*Exception: 28 Hour Reactivation Education, All Post Licensing Courses
30 day waiting period to retest is waived

Final Exam Content



Gold Coast & State Exam Policy - Calculators/Electronic Devices

Permissible Calculators

- Any calculator that adds, subtracts, multiplies and divides will suffice.
- Financial calculators are allowed. Examples: HP 12,17,18,19; TX Instruments BA Series; Calculated Industries Qualifier Plus

Non-Permissible Calculators/Electronic Devices

- Cell phone calculators are not allowed for class or State exam
- Electronic devices i.e: Smartphones, Smartwatches, etc. are NOT allowed.

Power Point Presentation

- Florida Real Estate Sales Associate Course
- Check with instructor for current edition
- Important sections
 - End of chapter answer keys (p. 535 - 539)
 - Practice math exam – p. 379.380 (ans. key p. 539/540)
 - Practice final exam – p. 381 - 392 (ans. key p. 540)
 - 1,001 Cram Review – p.395 – p. 534 (ans. Key p. 541 - 543)
 - Math problem solutions – p. 543 - 548



Power Point Presentations

- Course is presented via PowerPoint
- Guideline for instructor
- Keeps instructor on topic
- Minimal outline
 - Directly from textbook
 - Detailed explanation during class
- Detailed explanations in textbook
- Students must read the textbook
- Highlights

Our Students Are Prepared!

Gold Coast Exam

and

State Exam



State Exam Preparation



- Pass the Pre-licensing course
- Complete 1001 Question and Answer Cram Review
- Must complete
 - Pages 381 - 534
 - Answer key p. 535 - 548
- Register for the State Exam
- Register for the Cram
- Register for Tuesday Tutoring
 - Every Tuesday 5:30 – 9:30pm

- **School Website:**
www.GoldCoastSchools.com

- **School Policies**

- **Downloads**

 - **Recent law changes, text updates, etc.**

- **Emergency Updates**

 - **Hurricane, School closures**

Educating Florida Professionals Since 1970

Our courses are offered in classroom, livestream, and online course formats.

Select Your Profession

Select Your Path

Select Your Course

Real Estate

Insurance

Sales Associate Pre-License Course

GO!



Licensing is a Four (4) Step Process

1. Complete State Application (www.myfloridalicense.com)

1. Apply for/Update Licenses>Real Estate>Sales Assoc...>Initial Application

2. Electronic Fingerprinting (currently, \$83.75)

3. Classroom Final Exam

1. 70% passing grade

2. Certificate of Completion (take to state test)

4. State Exam (currently, \$57.75)

1. 75% passing grade

2. Pearson Vue (pearsonvue.com)

1. [1-888-204-6230](tel:1-888-204-6230)

2. Student Resource>Download and Links>Real Estate

Legal Questions

- For legal questions about your application
- Go to: www.GoldCoastSchools.com
- See: Student Resources > Downloads & Links > Real Estate Downloads > Sales Associate Pre-License > Helpful Videos > Application Questions



407-483-0041

THE REAL ESTATE PROFESSIONAL LAW FIRM®

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Course Exemptions

- Mutual Recognition
 - Alabama, Arkansas, Connecticut, Georgia, Illinois, Kentucky, Mississippi, Nebraska, Rhode Island and West Virginia
- 4-year Degree or higher in Real Estate
- Active member of the Florida Bar (attorney)
- Active licensee in any other State or country for 24 months of the past 5 years, (not a Florida resident) may be able to go directly to Brokers class
- See your instructor if this applies to you.

Recruiting

- FREC Rule 61J2-17.015
- The Florida Real Estate Commission requires the following statement be read at the beginning of each course:

“Recruiting for employment opportunities for any real estate brokerage firm must be accomplished outside the prescribed classroom instructional time. Noncompliance should be reported to the Commission.”



Welcome to Gold Coast Schools

Gold Coast Key Classroom Policies and Procedures

1. Laptop Computers: are permitted for note taking purposes. Students are asked to sit in specific areas.
2. Recording Devices: are NOT permitted to be used in class.
3. Smoking: is NOT permitted inside of our facilities. This includes electronic cigarettes. Students are permitted to smoke outside of the buildings, away from entrances.
4. Pets & Service Animals: Pets, Therapy Dogs (TDs) and Emotional Support Animals (ESAs) are NOT permitted in our facilities. Only “Service Animals”, as defined in the Americans with Disabilities Act (ADA), are permitted.

*Full list of Policies & Procedures available at www.GoldCoastSchools.com under “About Us

Web Page Access

- Get My License
- Renew My License
- Industry Training
- Exam Prep & Simulators

- 2 [Student Resources](#)
- 3 [Downloads & Links](#)
- Bookstore
- Career Opportunities
- Career Fair
- Student Referral Program
- State Applications
- Fingerprinting
- Blog



Select Your Profession

Real Estate ▾

Select Your Path

Get My License ▾

Select Your Course

Sales Associate Pre-License Course ▾

[GO!](#)

YouTube Math Videos

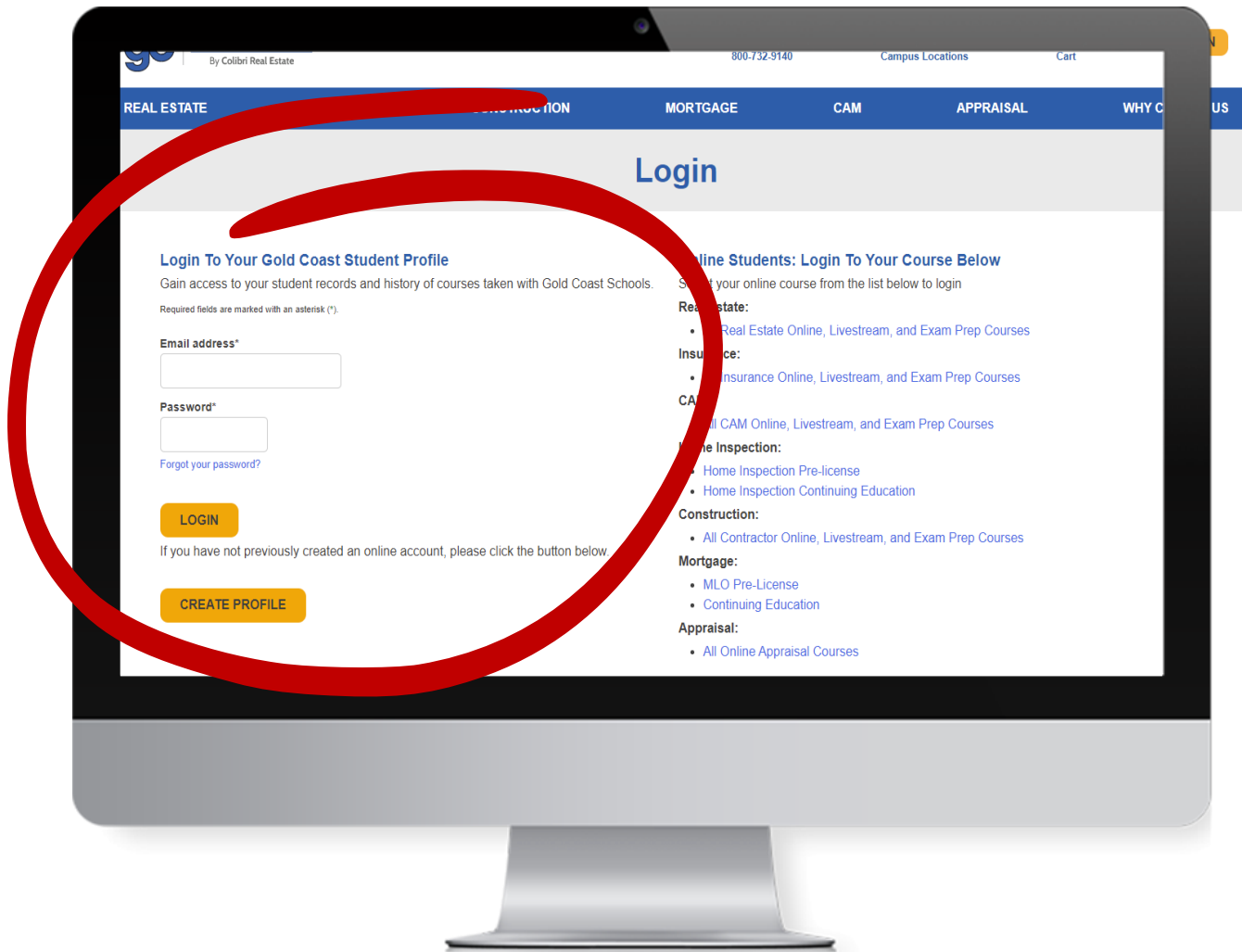
- A series of videos covering all sales associate real estate math concepts
- Fully prepares you for the math exam questions (class or State exam)
- Students will receive an email with access to the videos on day 2 of the course
- Videos can be found on:
 - www.YouTube.com/GCPSchools
 - www.GoldCoastSchools.com>Student Resources>Downloads & Links>Sales Associate Pre-license





Accessing Your Online Homework

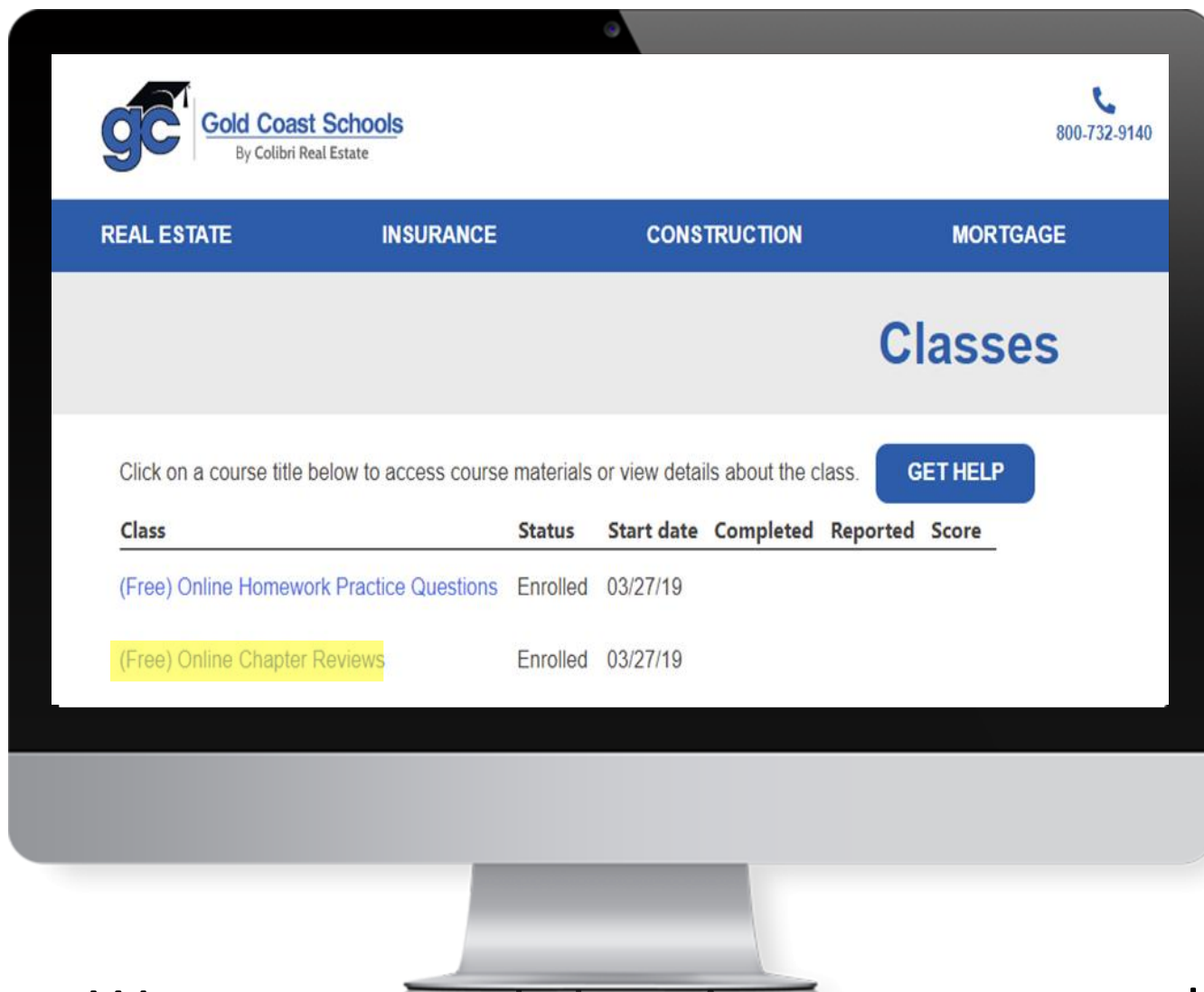
- Log on to www.goldcoastschools.com
- Click the “**Login**” link at the top



Login to Your Online Homework

- Enter your email address and password provided to you via email

*If you did not receive an email with the subject, “Access to your course homework”, send an email to onlinesupport@goldcoastschools.com or contact our career counselors at: 1-800-732-9140



Changing Passwords & Accessing HW (Homework)

- We recommend changing your password from the one in the email, to something easy to remember
- Simply click on the “Online Chapter Reviews” to access your homework assignments.

- Gold Coast provides optional review homework designed to help you succeed in this course and pass your state exam
- We **STRONGLY** recommend that you complete each homework assignment based on the chapters discussed in class each day
- If you haven't already, you will be receiving an email containing your username and a unique password.
- If you do not receive this email, please check your “junk” or “spam” first, then contact **onlinesupport@goldcoastschools.com**



Homework
Assignments

- The Next Step – \$99
 - Where to work, how to get started, marketing, etc.
- Commercial Real Estate Training
 - Commercial certifications – not a license
 - Intro to Comm, R.E Investment, Building Wealth, etc.
- Go to www.GoldCoastSchools.com and view “Industry Training” for all other training courses.



Related Classes at Gold Coast

**CONNECT
NOW!**



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#GOLDCOASTSCHOOLS
#THEPROOFISINTHEPASSING

EXCITING NEW PARTNERSHIP EXCLUSIVE FOR GOLD COAST STUDENTS



Gold Coast Schools

By Colibri Real Estate

+



What is Echovate?

Echovate is a people analytics software platform that leverages behavioral science.

How it Works?

1. **5 minute assessment** – Easy, Convenient
2. **Real-Time Results** – Instant results via your dashboard
3. **Actionable Insights** – Receive clear and actionable data

Why should I use it?

1. Learn your **top strengths** and areas for growth
2. Compare yourself against other **top performing agents**
3. Understand what action items will propel you to the **next level**

Maximize your Real Estate Career Success with Gold Coast Schools and Echovate!

Go to: echovate.com and get started for free.



Livestream Courses

- Instructors will answer students' questions via chat
- Real estate questions are encouraged and welcomed
- All chat conversations are recorded
- Not a platform for student social interaction
- Inappropriate conversations (***recruiting***) are not welcomed
- Gold Coast reserves the right to discontinue students' access to the course if inappropriate language is used

Live Stream Students Only

- After the first day of class:
 - Open your account and familiarize yourself with it
 - Click on each line entry
 - The first line entry is your 63-hour Sales Associate course
 - Here you will see multiple options
 - Two important sources of information:
 - 1) Know your Real Estate Chapter Highlights
(this will be described in detail by your instructor)
 - 2) Final Exam 1 (last line entry)

Live Stream Students Only

Class

[\(Livestream\) Real Estate 63-Hour Sales Associate Pre-License Course \(27344\)](#)

Location: Livestream

Start Date: January 9, 2023

Schedule: 4-week evening (Mon,Wed,Fri) 6:30 pm-10:30 pm- Plus last weekend

Click here



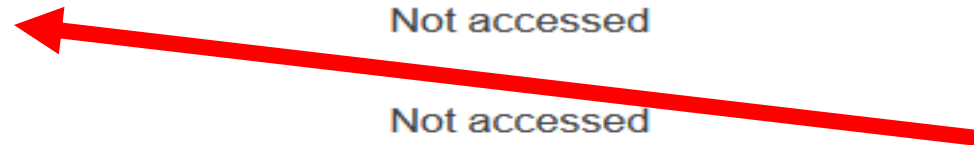
[\(Free\) Online Chapter Reviews](#)

[\(Free\) 63-Hr Pre-License Online Homework Practice Questions](#)

Live Stream Students Only

Downloadable Course Textbook

<u>Name</u>	<u>Status</u>	<u>Viewed</u>
Sales Associate Pre-license Textbook	Not accessed	
Language of Real Estate Textbook	Not accessed	
Real Estate Chapter Highlights	Not accessed	
Table of Contents	Not accessed	
Helpful Tips	Not accessed	
Language of Florida Real Estate Reference Book	Not accessed	



Access your highlights here

Live Stream Students Only

2) Final Exam 1 (cont)

- The Final Exam 1 line entry will not be enabled until approximately 3 hours after your class is complete (last entry in your account)
- Once your attendance is verified, you will be able to click on this entry line and begin your final exam
- **NOTE:** Your final exam and classroom hours will expire after 30 calendar days
- Do not open your exam until you are ready to take it
- Once your exam is open do not visit other websites
- If you leave your exam, it will be graded based on the number of questions answered

Live Stream Students Only

- Scroll to the bottom of your account to find your final exam

Final Exams (3-hour Time Limit, 100 Questions, No Pause Or Restart)

Name	Status	Completed
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Final Exam 1	Pending attendance	
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Alternate Final Exam 2	Not started	
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Note: your Final exam and classroom hours will expire after 30 calendar days