



## Wayne Hasse

*Real Estate Program Director*

Above all else, **Gold Coast** is committed to your success. Our real estate program has been developed to guide you through the licensing process in a simple, easy to follow format that makes the learning process fun.

Since 1970, **Gold Coast** has been helping students just like you to obtain and renew their licenses through both classroom and online education. The experience and success our graduates have achieved serves as the primary reason **Gold Coast** is so highly recommended. By pairing education with employment opportunities, **Gold Coast** prepares you to achieve success beyond the classroom.

## Real Estate License Requirements

- 1 **Successfully complete the pre-licensing course.**
  - The course is offered in **classroom** and **online** formats.  
*Para información sobre nuestro cursos en español visite la página 8.*
- 2 **Submit a state application along with electronic fingerprints.**
  - All applicants must be at least 18 years of age, have a high school diploma or equivalency, and a valid Social Security number. Please visit our Web site for more licensing information.
- 3 **Pass the state exam.**
  - **Gold Coast's** program is designed to enable you to pass your state exam with ease and obtain your real estate license.
  - **Gold Coast** staff and instructors are here to guide you and make this process easy.

## The reasons to choose Gold Coast Schools

- 1 **You receive education from the best instructors in the real estate industry.**
  - **Gold Coast** instructors are experts in real estate and classroom instruction. You'll benefit from this if you have been away from the classroom for a while.
  - Instructors teach and present the material in a way that makes it easy to understand and remember.
- 2 **Your tuition for the classroom instruction is valid for 2 years; your tuition for an online course is valid for 1 year.**
  - **Gold Coast** does not believe in charging retake fees during your tuition period.
  - This policy is designed to show that we stand behind your success from start to finish.
- 3 **Your tuition includes the weekend cram course.**
  - This is a 2½ day review of the key concepts needed to pass the state exam on your first attempt.
  - Most students complete their course, attend a cram, and then pass the state exam. However, you are welcome to attend multiple cram classes at no additional charge when space is available.
- 4 **We help you find employment upon completion.**
  - We put you in touch with the top real estate companies which strive to hire **Gold Coast** graduates.
  - Visit the Career Opportunities section of the **Gold Coast** website at [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com).
  - Attend a free **Gold Coast** Career Fair where you can meet with professionals from many different companies. This gives you the opportunity to compare them and decide which one is perfect for you.
- 5 **The best schedule and number of available classes.**
  - Classes are offered in morning, evening, one-week, and online formats.
  - With more start dates than any other Florida school, you never have to wait to retake portions of the class if you need to make up hours due to illness or emergency.

**63-Hour Real Estate Sales Associate Pre-License Course**

**FREC I • \$499 (Includes cram course)**

**Get your Florida real estate license!**

This course prepares you to become a real estate sales associate, commonly referred to as a real estate “agent”. When it comes to getting your license, the most important first step is choosing the right school. Nobody makes it easier to obtain your Florida real estate license than **Gold Coast Schools**.

We offer students benefits that simply cannot be matched:

- ❖ Flexible schedules allow you to choose from day, evening, or morning classes in either English or Spanish.
- ❖ Classroom tuitions are valid for 2 years, and online course tuitions are valid for 1 year.
  - **Gold Coast** does NOT believe in charging review or retake fees. You are welcome to review or retake your course at no charge during your tuition period.
- ❖ The online version of this course is interactive and designed to combine the best of what you receive in a classroom course, with the added convenience of online learning.
- ❖ Our Best-of-Both-Worlds policy allows classroom students to review the components of the online course, as well as online students to attend classroom sessions to review the material with a live instructor. All at no additional charge.
- ❖ Your tuition includes all the education components that you need to meet your license requirement and pass the state licensing exam.
  - This includes our weekend CRAM review course, a course textbook with 1001 practice questions, online homework questions, and much more.

Real Estate is an exciting industry with the flexibility of working full-time or part-time, as well as providing the opportunity to generate significant income by helping buyers, sellers, and renters. Save 10%! Ask about our Study Buddy Discount Program.

**Days (1 Week) | Mon-Sun 9:00am-6:00pm**

DORAL • NORTH MIAMI • TAMARAC • BOCA RATON • LANTANA • ORLANDO					
Jan 6	Mar 2	Apr 27	Jul 6	Aug 31	Oct 26
Jan 20	Mar 16	May 11	Jul 20	Sept 14	Nov 9
Feb 3	Mar 30	Jun 1	Aug 3	Sept 28	Nov 30
Feb 17	Apr 13	Jun 15	Aug 17	Oct 12	Dec 14

**Evenings (5½ Weeks) | Mon/Wed/Thurs 6:30pm-10:30pm – No Weekends**

JUPITER (Call for location)				
Jan 6	Mar 16	May 27*	Aug 10	Oct 19

\*Starts on Wednesday

**Mornings (4 Weeks) | Mon/Wed/Fri 9:00am-1:00pm – Plus Last Weekend**

DORAL • NORTH MIAMI • TAMARAC • BOCA RATON • LANTANA • ORLANDO					
Jan 6	Mar 2	May 4	Jul 6	Aug 31	Oct 26
Feb 3	Mar 30	Jun 1	Aug 3	Sept 28	Nov 23

**Evenings (4 Weeks) | Mon/Wed/Fri 6:30pm-10:30pm – Plus Last Weekend**

DORAL • NORTH MIAMI • TAMARAC • BOCA RATON • LANTANA • ORLANDO					
Jan 6	Mar 2	May 4	Jul 6	Aug 31	Oct 26
Feb 3	Mar 30	Jun 1	Aug 3	Sept 28	Nov 23



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

**Cram Course – Real Estate**

**Included with Classroom and Full-Service Online Sales Associate Pre-License Courses.**

(\$199 for non-Gold Coast Students)

This 2½ day review is designed to condense the material and focus on the key concepts needed to pass the state exam. Friday afternoon is dedicated to reviewing real estate math. On Saturday and Sunday, we cover principles & practices, and law.

Your instructors will work through the 1001 questions found in the back of the sales associate textbook. It is recommended that you complete these questions at least 3 times in advance of the CRAM. These questions are designed to mirror the type of questions found on the actual state exam.

We strongly recommend attending this course prior to taking your state licensing exam!

**Weekends | Friday 1:00pm-4:30pm  
Saturday & Sunday 9:00am-4:30pm**

DORAL • NORTH MIAMI • TAMARAC  
BOCA RATON • LANTANA • ORLANDO

Jan 3	Mar 20	Jun 5	Aug 21	Oct 30
Jan 17	Apr 3	Jun 19	Sept 4	Nov 13
Feb 7	Apr 17	Jul 10	Sept 18	Dec 4
Feb 21	May 1	Jul 24	Oct 2	
Mar 6	May 15	Aug 7	Oct 16	

# Real Estate Training Program

Now that you've completed your 63 hours and obtained your license, are you ready to start your real estate career?

Let's face it

- The 63-hour class teaches you the laws and rules
- To become successful in real estate, you need career training
- Many brokerage offices today do not offer comprehensive training

## Unique Benefits of our Training

- Many top producers use the techniques taught in our workshops
- Classes are offered on weekends to better fit your work schedule
- Comprehensive workbooks are included with every class
- Classes are taught in a live, interactive format to facilitate engagement and networking

Don't take our word for it...see what our former students say about our program



SCAN ME

## Working with Rentals

Many new agents find working with rentals to be a path to earning money faster.

### What you will learn:

- Finding tenants to work with
- Perfecting the tenant interview
- How to present a compelling rental offer
- How to work with rental communities and much more



SCAN ME

**\$249 | Includes workbook**

1 Day   Saturday 9:00am - 8:00pm			EN ESPAÑOL
DORAL	NORTH MIAMI	TAMARAC	DORAL
Jan 11	Mar 7	Feb 8	Ene 25
Feb 22	May 16	May 2	Mar 21
Apr 4	Jul 11	Jun 20	May 30
Jul 25	Sept 19	Aug 8	Jul 11
Aug 22	Nov 7	Oct 3	Sept 5
Oct 24		Nov 21	Nov 7
Dec 12			

## Brand Yourself

Arguably the best workshop for the New Real Estate Licensee in Florida

### Topics Include:

- How to start developing your mission
- Eight ways to generate referrals
- Building your personal brand and online presence
- Why would someone hire you over your competitor?
- Your business plan
- Planning your **S.M.A.R.T. Week**
- Techniques to get clients from day one
- Building your database
- Your 20 second personal commercial
- Role Play and much more....



SCAN ME

**\$249 | Includes workbook**

1 Day   Friday 9:00am - 8:00pm			EN ESPAÑOL
DORAL	NORTH MIAMI	TAMARAC	DORAL
Jan 10	Mar 6	Feb 7	Ene 24
Feb 21	May 15	May 1	Mar 20
Apr 3	Jul 10	Jun 19	May 29
Jul 24	Sept 18	Aug 7	Jul 10
Aug 21	Nov 6	Oct 2	Sept 4
Oct 23		Nov 20	Nov 6
Dec 11			

## TODOS NUESTROS TALLERES TAMBIÉN SE DICTAN EN ESPAÑOL

## Working with Buyers

Buyers represent half of every transaction. This class will give you the knowledge and confidence to work with buyers.

### Topics include:

- How to find clients from social media
- Converting leads into appointments
- The VIP Buyer presentation
- Showing homes
- Presenting and Negotiating offers
- Getting testimonials
- Follow up strategies and much more...



SCAN ME

**\$249 | Includes workbook**

1 Day   Sunday 9:00am - 8:00pm			EN ESPAÑOL
DORAL	NORTH MIAMI	TAMARAC	DORAL
Jan 12	Mar 8	Feb 9	Ene 26
Feb 23	May 17	May 3	Mar 22
Apr 5	Jul 12	Jun 21	May 31
Jul 26	Sept 20	Aug 9	Jul 12
Aug 23	Nov 8	Oct 4	Sept 6
Oct 25		Nov 22	Nov 8
Dec 13			

**Call Us Today! 1-800-732-9140**

## How to Sell New Construction

Arguably one of the easiest ways to make money with your real estate license.

### What you will learn:

- How to find buyers for new properties
- 21 qualification questions interview
- How to choose the right communities for your clients
- Benefits of buying new versus resale properties
- How to develop good business relationships with builders and developers and much more...



SCAN ME

**\$249 | Includes workbook**

1 Day | Friday 9:00am - 8:00pm

EN ESPAÑOL

DORAL	NORTH MIAMI	TAMARAC	DORAL
Jan 17	Mar 13	Feb 14	Ene 31
Feb 28	May 22	May 8	Mar 27
Apr 17	Jul 17	Jun 26	Jun 5
Jul 31	Sept 25	Aug 14	Jul 17
Aug 28	Nov 13	Oct 9	Sept 11
Oct 30		Dec 4	Nov 13
Dec 18			



**YES! WE TEACH!**

**SOCIAL MEDIA MARKETING...**

All of our workshops focus on helping you find clients



## Sponsor Opportunities

### Do you want to be a sponsor in our Real Estate Workshop?

This is a unique opportunity to be known by new and seasoned motivated real estate agents. Very few spots are open and they are filling up quickly

**Apply online: [retraining.us/sponsor](http://retraining.us/sponsor)**

**Open to:**

Real Estate Offices, Lenders, Title Companies, Home Inspectors, Developers, Builders, Commercial Banks

**YES! WE TEACH! CONTRACTS!**

All of our workshops will teach you how to complete the required contracts for the transaction.

## Listing Mastery

Sellers are half of every transaction. If you are serious about your real estate career, you must master the art of getting listings. This powerful workshop will teach you how to find and convert FSBO and Expired listings into clients.

### Topics include:

- Marketing campaigns to convert leads into clients
- Getting sellers to trust you and work with you
- Pre listing process
- The listing presentation
- Filling out the listing contract
- Handling questions and overcoming objections
- Servicing the listing and much more...



SCAN ME

**\$249 | Includes workbook**

1 Day | Saturday 9:00am - 8:00pm

EN ESPAÑOL

DORAL	NORTH MIAMI	TAMARAC	DORAL
Jan 18	Mar 14	Feb 15	Feb 1
Feb 29	May 23	May 9	Mar 28
Apr 18	Jul 18	Jun 27	Jun 6
Aug 1	Sept 26	Aug 15	Jul 18
Aug 29	Nov 14	Oct 10	Sept 12
Oct 31		Dec 5	Nov 14
Dec 19			

## Working with Investors

Florida continues to be one of the hottest destinations in the world for real estate investment. In this workshop you will learn how to leverage Florida's unique opportunities for investors.

### Topics Include:

- Finding clients who want to buy/invest in Florida
- How to find investment opportunities
- How to calculate cap rates and returns



SCAN ME

**\$249 | Includes workbook**

1 Day | Sunday 9:00am - 8:00pm

EN ESPAÑOL

DORAL	NORTH MIAMI	TAMARAC	DORAL
Jan 19	Mar 15	Feb 16	Feb 2
Mar 1	May 24	May 10	Mar 29
Apr 19	Jul 19	Jun 28	Jun 7
Aug 2	Sept 27	Aug 16	Jul 19
Aug 30	Nov 15	Oct 11	Sept 13
Nov 1		Dec 6	Nov 15
Dec 20			

**1-800-732-9140**





**Sales Associate Post-Licensing**

**45-Hour Real Estate Sales Associate Post-License Course • \$219**

As a sales associate, you MUST complete this course before your first renewal deadline or your license will become null and void. Beyond just a license renewal course, this class will teach you valuable insights and practical knowledge that will help you with your real estate career. If you have questions about this requirement and when you are due to renew your license, contact us at 1-800-732-9140. **Previous Gold Coast real estate sales associate students receive \$25 off course tuition!**

**Days (1 Week) | Mon-Fri 9:00am-6:00pm**

DORAL • NORTH MIAMI • TAMARAC • BOCA RATON • LANTANA • ORLANDO

Jan 27	Feb 24	Mar 23	Jul 13	Aug 24	Sept 21
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**Evenings (4 Weeks) | Mon/Wed/Fri 6:30pm-10:30pm**

DORAL • NORTH MIAMI • TAMARAC • BOCA RATON • LANTANA • ORLANDO

Jan 6	Feb 3	Mar 2	Jul 6	Aug 3	Aug 31
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Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

**45-Horas Curso Post-Licencia para Vendedores Asociados de Bienes Raíces • \$219**

Las reglas FREC requieren que todo vendedor asociado activo o inactivo complete un programa de 45-Horas de educación Post-Licencia antes de su primera renovación. Los licenciados que no completen estos requisitos antes de su primera renovación, perderán su licencia. Si tiene preguntas sobre este requisito y cuándo debe renovar su licencia, comuníquese con nosotros al 1-800-732-9140. **Estudiantes del curso FREC I de Gold Coast reciben \$25 de descuento!**

**Días (1 Semana) | Lun-Viern 9:00am-6:00pm**

DORAL NORTH MIAMI TAMARAC

Feb 10	Ago 10	Feb 17	Ago 17	Mar 9	Sept 8*
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**Noches (4 Semanas) | Lun/Miérc/Viern 6:30pm-10:30pm**

DORAL TAMARAC

Feb 3	Jul 27	Mar 2	Ago 24
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\* Clase se llevará a cabo de martes a sábado.

**Real Estate Continuing Education**

**14-Hour Real Estate Continuing Education**

**Offered in 3 Easy Formats:**

- 14-Hour Online Renewal Course • \$19.95**  
(Includes 3-Hour Core Law and 3-Hour Business Ethics\*)  
This complete interactive program allows you to complete the course entirely online at your own pace!
- Home Study Program • \$19.95**  
(Includes 3-Hour Core Law and 3-Hour Business Ethics\*)  
This complete program includes all materials and a open book exam. Upon completion, for instant results simply submit your answers online at [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com). You can also drop off or mail your completed answer sheet to any of our six convenient locations.  
*\*The 3-hr Core Law and 3-hr Business Ethics are also sold separately for \$15 each.*
- Class Program • \$99**  
(Includes 3-Hour Core Law and 3-Hour Business Ethics)  
No exam required. You will enjoy a lively review of the new state and federal laws affecting real estate. At **Gold Coast**, our classes are conducted in a fun-type atmosphere with knowledgeable instructors. Many licensees find this to be a great networking opportunity. Seating is limited and classes fill rapidly; be sure to reserve your seat early!

**2 Days | Sat & Sun 9:00am-4:30pm**

DORAL • NORTH MIAMI • TAMARAC  
BOCA RATON • LANTANA • ORLANDO

Jan 11	Mar 14	May 19*	Jul 18	Sept 8*
Feb 15	Mar 24*	Jun 13	Aug 15	Sept 12

\*Starts on Tuesday

**Curso de 14-Horas de Educación Continua de Bienes Raíces • \$99**

Este curso presencial no tiene examen final. Venga y disfrute un repaso de las nuevas leyes estatales y federales relacionadas con los bienes raíces.

En **Gold Coast** tenemos instructores experimentados que harán sus clases instructivas y a la vez entretenidas. Muchos de nuestros alumnos tienen la oportunidad de hacer excelentes relaciones públicas con otro colegas de la industria.

**2 Días | Sáb & Dom 9:00am-4:30pm**

DORAL NORTH MIAMI TAMARAC

Ene 25	Jul 18	Feb 15	Jul 25	Feb 1	Ago 1
Feb 29	Ago 8	Mar 7	Sept 12	Mar 21	Sept 19

**Real Estate & Appraisal 4-Hour Instructional Techniques Continuing Education • \$99**

Gold Coast is one of the few providers to be approved to offer the 4 hour Instructional Techniques course to meet the new instructor continuing education requirement. FREC no longer offers the instructor continuing education program.

Topics include:

- Teaching to multiple generations
- Understanding learning and teaching styles
- Understanding the construction of state exams
- Bloom's taxonomy
- And many more

FREC & FREAB Rules Regarding Instructor Continuing Education: 61J2-3.011 – For Real Estate Instructors; 61J1-4.008 – For Florida Real Estate Appraisal Board (FREAB)

**1 Day | 9:00am-4:30pm**

DORAL TAMARAC LANTANA

Dec 8	Feb 26	Jun 9	Sept 10
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**72-Hour Real Estate Broker**

**FREC II • \$599 (Includes cram course)**

**After acquiring at least 2 years of experience as an active sales associate, are you ready to become a broker?** This course will fully prepare you to take your real estate career to the next level. Our broker course will help you increase your knowledge, credibility, and income opportunities in real estate.

Our cram review course and exclusive 1001-question and answer practice reviews are included in your tuition. If your goal is to become a broker, we will help you to do so faster than you ever thought possible.

Save 10%! Ask about our Study Buddy Discount Program.



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

**Days (2 Weeks) | Mon-Thurs 9:00am-6:00pm**

DORAL	NORTH MIAMI	TAMARAC	BOCA RATON	LANTANA	ORLANDO
Feb 3	Mar 9	Apr 20	Feb 10	Mar 30	Apr 20
Jul 6	Sept 14	Oct 19	Jul 13	Sept 8*	

\*Week 1 | Tuesday - Friday

**Days (4 Weeks) | Tues & Thurs 9:00am-6:00pm**

DORAL	NORTH MIAMI	TAMARAC	BOCA RATON	LANTANA	ORLANDO
Jan 7	Feb 4	Feb 18	Jan 7	Jan 21	Jan 7
May 5	Jun 2	Jun 30	Apr 14	May 12	Jun 2
Oct 6	Nov 10	Sept 1	Aug 4	Nov 17	Sept 1
					Oct 27

**Evenings (8 Weeks) | Tues & Thurs 6:30pm-11:00pm**

DORAL	NORTH MIAMI	TAMARAC	BOCA RATON	LANTANA	ORLANDO
Feb 11	Mar 10	Jan 14	Feb 11	Mar 10	Jan 14
Jun 2	Jul 7	May 5	Jun 2	Jul 7	May 5
Sept 29	Oct 27	Sept 1	Sept 29	Oct 27	Sept 1

**Broker Cram Course**

**Included with Classroom and Full-Service Online Broker Pre-License Courses. (\$199 for non-Gold Coast Students)**

This 2½ day review is designed to condense the material and focus on the key concepts needed to pass the state exam. Friday afternoon is dedicated to reviewing real estate math. On Saturday and Sunday, we cover principles & practices, and law.

Your instructors will work through the 1001 questions found in the back of the sales associate textbook. It is recommended that you complete these questions at least 3 times in advance of the CRAM. These questions are designed to mirror the type of questions found on the actual state exam.

We strongly recommend attending this course prior to taking your state licensing exam!

**Weekends | Friday 1:00pm-6:00pm  
Saturday & Sunday 9:00am-6:00pm**

**DORAL • NORTH MIAMI • TAMARAC  
BOCA RATON • LANTANA • ORLANDO**

Jan 3	Mar 20	Jun 5	Aug 21	Oct 30
Jan 17	Apr 3	Jun 19	Sept 4	Nov 13
Feb 7	Apr 17	Jul 10	Sept 18	Dec 4
Feb 21	May 1	Jul 24	Oct 2	
Mar 6	May 15	Aug 7	Oct 16	

**Broker Post-Licensing Course**

**60-Hour Real Estate Broker Post-License Course • \$419**

As a licensed broker, you MUST complete this course before your first renewal deadline or your license will be null and void. We encourage you to complete this course as soon as possible. This course includes 30 hours of real estate office management and 30 hours of advanced topics in Florida real estate. If you have questions about this requirement including when you are due to renew your license, contact us at 1-800-732-9140.

Previous Gold Coast real estate broker students receive \$25 off classroom course tuition!

**Days (4 Weeks) | Tues & Thurs 9:00am-5:00pm**

DORAL • TAMARAC LANTANA • ORLANDO		NORTH MIAMI BOCA RATON	
Feb 4	Aug 4	Mar 3	Sept 1

**Escrow Management • \$99**

**Are you opening a brokerage firm? Are you responsible for handling escrow funds?** Escrow problems are some of the most common violations that the Florida Real Estate Commission deals with.

This 4-hour course covers the required laws, policies, and procedures to help you avoid unnecessary problems. This course is offered in class and online. Please contact our helpful Career Counselors for the current classroom schedule.



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)