

PROFESSIONAL TRAINING

Moseley-Dickinson churns out the real estate pros

If you're interested in becoming a real estate sales person, here's how to do it

By Jake Kulju

An educated and well-trained workforce is a vital element in any healthy business environment. The world of real estate is no exception. Moseley-Dickinson Real Estate Academy has been training prospective Virginia agents to do real estate business for more than 30 years and, its leaders say, 2,000 students will receive real estate education from the institution in 2006. For Moseley-Dickinson, education is business as usual.

As one would assume, becoming a real estate agent is more than printing some business cards and buying classified ads. Virginia law requires more than 60 hours of class time dedicated to a Principles of Real Estate course, the rigorous Virginia Real Estate Salesperson Licensing exam, additional continued education and

individual brokerage application and approval processes.

"The Moseley-Dickinson Academy of Real Estate was founded in 1974 to provide quality real estate education services" to the Blue Ridge Region, says Dawn Moses, the academy's vice president. It has classrooms in Roanoke and Lynchburg, and offers seminars in Bristol, Bluefield, Martinsville, Lexington and the New River Valley.

The academy's primary course, and the foundation and starting point for entrance into the world of real

estate, is its Principles of Real Estate course. Completion of the course doesn't automatically qualify a student as a real estate agent. "Basically, course completion makes the student qualified to take the state exam," says Moses.

After successful completion of the exam, paperwork must be submitted to apply for the salesperson license. The paperwork needs to be completed by the student and his prospective real estate broker, says Moses. Additional training varies once the licensee is working with a broker. Varying amounts of continuing education are required every two years after a license is obtained.

She says that Moseley-Dickinson offers courses that meet or exceed Virginia Real Estate Board (VREB) education requirements.

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The academy's tuition for the course is \$285, including course textbooks. Graduates of the program receive a certificate of completion. The state fee to sit for the licensing exam is \$65.50, and the application fee for the salesperson license is an additional \$170.

The VREB requires a minimum of a high school diploma (or the equivalent) to apply for a real estate license.

"In terms of taking the course, no other background would be necessary . . . but given the nature of the profession, some sales experience would likely be helpful," Moses says.

After obtaining a real estate license, the new agent has several options. "A Virginia real estate license allows you to practice residential or commercial real estate," says Moses.

And depending upon one's interest, a licensee can take advanced courses to pursue a broker license or an appraiser license, which the academy also offers.

There are also additional designations and certifications that the National

Association of Realtors (NAR) and local affiliates sponsor, Moses adds.

Some of the additional designations include the Accredited Buyer Representative (ABR), Graduate Realtor Institute (GRI) and Certified Commercial Investment Member (CCIM) designations.

The Moseley-Dickinson Academy offers appraisal pre-licensing and continuing education, real estate continuing education classes and post-licensing courses. A state exam super prep course is also available.

Approved provider

In order to be a Principles of Real Estate course provider, an institution must be approved as a provider by the Virginia Department of Professional & Occupational Regulation (VDPOR), and have licensed instructors. The Moseley-Dickinson Academy is officially licensed by the Commonwealth of Virginia and its real estate and appraisal boards.

"Our appraisal courses are also approved by the West Virginia Appraisal Board," says Moses.

The academy's instructors includes the company's president John R. Dickinson, Gary Dogan,

Lisa Merrill and Vickie Hull. Appraisal instructors include John D. Willey and J. Wysor Smith. Instructor profiles are available online at the academy's Web site, www.moseley-dickinson.com.

"Our instructors are real estate industry leaders [who are] active in real estate, and bring that experience into the classroom to illustrate some of the challenging and complicated concepts that pertain to real estate," says Moses. According to the VREB's regulations, qualified instructors must meet various combinations of education, licensing and active industry experience.

To help its students prepare for their real estate education, the Moseley-Dickinson Academy offers a complimentary three-day classroom exam preparation, encourages one-on-one meeting with instructors and offers extreme flexibility, working with a student's individual schedule and timeframe.

The academy offers a home study or traditional classroom courses.

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