



## Frequently Asked Questions

**How much does the class cost?**

**\$199.00 – Or FREE – Your Choice**

**If you want to sign up and pay the \$199 – click on Licensing Classes, choose your class, and make the payment.**

**If you want to take advantage of our Jump Start Tuition Program – click on JUMP START on the main page and follow the instructions.**

**Is the class in person or virtual?**

**In-Person**

**Are books included?**

**Yes**

**Do I need to buy anything else?**

**No**

**Does Long & Foster offer tuition rebate?**

**Yes – sign up with us and get your tuition back upon your first sale**

**What if I took my class somewhere else; do I still get the rebate?**

**Yes – up to \$199 (receipt must be provided)**

**What are the start-up costs needed to get into real estate?**

**About \$2,500 to get going; just about the cheapest small business you can start.**

**Can I pay these start-up costs over time?**

**Unfortunately no – these costs are paid directly to the State of Virginia, National Association of Realtors<sup>®</sup>, Virginia Association of Realtors<sup>®</sup>, & The Fredericksburg Association of Realtors<sup>®</sup>, and you must be a member of these associations in order to become a Realtor<sup>®</sup>**