



## Frequently Asked Questions

(You will have the opportunity to ask questions at the career seminar)

How much does the class cost?

**\$199.00 - includes books delivered to your home**

Should I attend the FREE Virtual Career Seminar on January 12, 2021?

**Are you serious enough about your new career so spend an hour on your couch learning more about it? Then yes...**

Is the class in person or virtual?

**Due to COVID-19, all classes are currently virtual via ZOOM**

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)**

Do I need to attend every class?

**Yes – we must to be able to see you on the screen and we are required to periodically screenshot the class and keep a file.**

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

**About \$2,800 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®, Virginia Association of Realtors®, & The Fredericksburg Association of Realtors®, and you must be a member of these associations in order to become a Realtor®**