

# TOP 10 THINGS

YOU NEED TO KNOW ABOUT WORKING AS A REAL ESTATE PROFESSIONAL

**RI** Designated  
Real Estate  
Professional



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## 1. Reputation is everything.

The real estate industry is close-knit and smaller than you realize. Be cognizant of how you handle yourself. Professionalism is your key to becoming the relied-on expert in your field.



## **2. Complete honesty is required.**

**Professionalism requires more than just education and knowledge. You must be completely honest and forthcoming in every dealing with every party.**



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## 3. Collaboration is key.

Real estate projects and dealings require many different professions to work together. You must be able to work well with others. Building a reputation as a team player that brings value to a project will advance your career.





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## 4. Many professions comprise the industry.

Most people are unaware that there are over 20 different professions within the real estate industry. Do your homework to find out which one interests you. The industry is about much more than just selling property.

## **5. The industry is essential and timeless.**

**People will always require places to live, work, and play. Your services will always be in need, so you must stay current in your practice and keep aware of regulatory and market changes that affect your field of expertise.**





## **6. Education prepares, designation leads.**

**Ensure you get the required training for the field you want to practice in. Post-secondary institutions (like UBC, BCIT, and Langara) have real estate programs that cover a range of professions. Follow your education with the RI designation, which shows clients that you are designated, educated, experienced, and connected.**

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## 7. Each property is unique.

**No two properties are identical, even if they seem to be the same. Always know what elements you are comparing and how they stack up against each other. Your knowledge in this area will set you apart.**





## 8. Work hours are flexible.

Some professions may provide the option to work from home or have flexible hours. There is room for you to create your own schedule if that is important to you. Consider this when researching real estate professions.





## 9. Hard work pays off.

**Nothing comes easily—you must work hard! Working part-time may not give you the results you are looking for. It takes time and effort to stay up to date with regulations, markets, and practices while also networking, marketing, and providing services, but this effort will pay off.**

## 10. Commitment leads to success.

A successful career in real estate is not a short one. You need to be in it for the long term as many things change over time. Set near-term goals and long-term goals to build a solid foundation and harvest future rewards.



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