

# 6 Easy Steps to Become a Real Estate Associate

## 1 Take an Office Tour

Call the manager of one of the Real Estate One offices listed below and say, "I'd like to know more about a possible career in real estate." The manager will then set up a convenient time for you to get together, take a tour of the office nearest your home, and answer your questions.

## 4 Take our 3-Week Marketing Course

After passing the state exam, you begin the most comprehensive marketing course in the State of Michigan. Our director, Eve Walsh, is a real estate training expert whose courses have been long recognized as the best in the field. In addition, we offer ongoing professional education in the form of 37 advanced courses.

## 2 Receive a Free Welcome Kit

This 16 page folder offers information on our training course, our bonus and super bonus plans, the President's Council of Excellence, an individual office brochure, steps to consider in choosing the right company, and the various career paths available at Real Estate One.

## 5 In-office Training

Our 31 metro-area managers provide continuous training for new associates. You will understand every facet of residential real estate through our 35 day "liberty" program.

## 6 Income for You

Our top associates earned over \$150,000 this past year. Some first year associates earned over \$35,000...and many will double their earnings in their second year. These are not just numbers; they are actual salespeople who are helping Detroit area buyers and sellers, and earning high incomes and other added bonuses like expense paid cruises.

**Call us now to discuss your career possibilities and begin the 6 easy steps!**

*Our men and women are proud of the company, its benefits, and more importantly, proud of themselves. They should be...we have the best trained, hardest working, and most professional salespeople in this area. CALL AND FIND OUT WHY!*

# Michigan's Largest Real Estate Company

**Commercial**  
Dan Elsea  
353-4400

**Bloomfield Hills**  
Roxanne Walsh  
644-4700

**Farmington Hills**  
Mary Ann Grawi  
851-1900

**Livonia**  
Marilyn Donaldson  
261-0700

**Rochester**  
Carol Shelton  
652-6500

**Troy**  
Marilyn Hebel  
528-1300

**West Bloomfield**  
Charlotte Carl  
681-5700

**Birmingham**  
Tom Richards  
646-1600

**Farmington**  
Tim Reilly  
477-1111

**Lathrup Village**  
Laura Prendergast  
559-2300

**Plymouth/Canton**  
Joe Melnik  
455-7000

**Royal Oak**  
Jan Britton  
548-9100

**Union Lake**  
Betty Clark  
363-1511

**Westland**  
Judy DePollo  
326-2000