Your Maryland Real Estate Starting Checklist

Thinking about becoming an agent? Take it one step at a time. Use the lines for your own notes.

- ☐ **Explore the work.** Ask an agent what a typical week looks like.
- ☐ **Check eligibility.** You must be at least 18 to qualify for a Maryland salesperson license. Review all current state requirements.
- ☐ **Plan your time and budget.** Include education, exam, license, and business expenses.
- ☐ **Complete an approved 60 hour prelicensing course** and its completion requirements.
- ☐ **Pass both portions** of the Maryland licensing exam through PSI.
- ☐ **Choose a supervising broker,** obtain an affiliation commitment, and apply for your license.
- ☐ **Confirm your license is active** and your brokerage affiliation is in place before practicing.

Startup Cost Worksheet

Fill in current amounts from mytristaracademy.com/hs-start and the brokerages you interview.

Budget item	Notes	Amount
Tristar tuition and textbooks	Live on Zoom 60-hour course; course textbooks included. Check the website for the current price.	$
Ultimate PSI MD Exam Prep book (recommended)	500+ practice questions. $50 add-on with your course.	$
PSI licensing exam	Per exam appointment. Check the current fee.	$
Original Maryland salesperson license	Includes the Guaranty Fund payment. Check the current fee.	$
Exam retakes and optional preparation	Only if needed.	$
Brokerage and business expenses	Fees, insurance, technology, marketing, memberships. Ask each brokerage.	$
	Estimated total	$

Questions to ask a brokerage

1. Who will mentor me, and how often can we meet?
2. Who reviews my early contracts and transactions?
3. What fees will I pay each month or per transaction?
4. How is commission split, and when is it paid?
5. Will I get leads, and what is expected in return?
6. Who can I call with questions, and when are they available?

My notes