

Real Estate Offers A Rewarding Career

(The following information has been made available by H. Harold Lippard, president of the Torrance-Lomita Board of Realtors.)

Young people selecting careers sometimes ask me about real estate as a career. It has opportunities which I tell them about. At the same time, the hazards and unknowns are there, as in any other occupation.

The emergence of the specialist in most occupations has also affected the real estate industry. There are Realtors or other real estate brokers who specialize in commercial property, in property management, exchanging, investment, farm lands, and of course, single family homes. Each requires its own specialized knowledge and abilities. Each offers opportunities for a successful career.

The first hazard young people face on embarking on a real estate career is that earnings are most often directly based on commissions from sales. This means that the young person should possess a certain amount of sales ability and be ready to face the possibility of low earnings at first.

VERY FEW real estate firms will put a young trainee on salary. The opportunity for success is so good for those who master a certain degree of competence that they don't have to. This is why men and women who have been in other occupations are found in real estate. They felt they could weather the first training period financially, knowing the rewards for success were related directly with their ability to serve the public.

To help young people to qualify for a license and get past that first training period, some 70 of the 80 junior colleges in California now offer courses in real estate. Thirteen of the 18 state colleges have real estate courses available to students in their upper division. The University of California and University Extension offer courses in real estate. Courses are offered graduate students.

These educational programs have been adopted in recent years especially with the help of the Education and Research Fund, created by the State Legislature in 1956 at the urging of the State Di-

vision of Real Estate and the California Real Estate Association.

UNDER FUND provisions, one-fourth of the amount of any license fee collected by the Commissioner of Real Estate goes into the Fund. Upon recommendation of the Commissioner and approval by the Legislature, money is then granted to conduct real estate research projects at the state's higher educational institutions. Some 170 real estate projects have been completed.

These research projects, teaching aids, and teacher education under the real estate education program have been significantly helpful in establishing courses for young men and women interested in real estate careers.

There is also a program advocated by the Division of Real Estate, with the support of CREA, to gradually increase the amount of knowledge required to pass the examination for a real estate salesman's license and for a real estate broker's license. (In California, a licensed

salesman must be under the supervision of a licensed broker, who is responsible for his actions.) Any change in qualifications must first be approved by the Legislature, so they are being looked at carefully to be sure they do not necessarily restrict the ability of qualified persons to enter the field.

THE FUTURE for young people, because of this increasing stress on education, competence and specialization, is good in real estate. Progress does not depend on sen-

iority or the approval of others in the industry, except to a limited extent. It depends on ability and imagination. A young person, for instance, can guide an investor through the complications of creating a new shopping center as well as an older person, depending on his knowledge and judgment. He can equip himself to be a competent appraiser, an industrial specialist, etc.

Fortunately, courses at the various public and private educational institutions are available to anyone and can

be taken while the person is actively in real estate. CREA has an extensive education program which sponsors conferences on salesmanship, investment, office practice, and other real estate subjects. These are practical, nuts-and-bolts conferences, conducted by experts in the field and are of immense practical value to the real estate broker and salesman. They are open to anyone to attend and are held in various convenient locations throughout the state, usually co-sponsored by the local real estate board.

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Dorothy Digs

Now that we are into the month of July, we must face the fact that many of our plants, shrubs and trees are going to show some degree of distress due to different types of fungi and the home gardener should take steps to do everything possible to keep the garden clean.

Fungus spores are easily carried from one plant to another in many different ways. The most common being the gardener brushing against different plants as he carries out his feeding and cultivating.

While being careful along this line is good, the real responsibility lies in setting up a schedule of prevention.

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