

**NJREC CONTINUING EDUCATION (CE) CREDIT HOURS REQUIRED TO CHANGE LICENSE TYPE FROM
REFERRAL AGENT (RA) TO OTHER NJ LICENSE TYPES: BROKER (BR), BROKER-SALESPERSON (BR-SP), SALESPERSON (SP)**

THE REFERRAL AGENT LICENSE TYPE BECAME EFFECTIVE AS OF JULY 01, 2011

<i>A licensed referral agent who "<u>was not</u> previously licensed" as a broker, broker-salesperson or salesperson and who has been licensed as a referral agent:</i>		
11:5-3.15(a)	Less than 1 year	Shall be eligible for licensure as a <u>SALESPERSON</u> without being required to complete any CE.
11:5-3.15(b)	Between 1 year and 6 years	Immediately preceding making application for a change of status to that of a licensed <u>SALESPERSON</u> shall, in order to qualify for licensure as a salesperson <u>complete 24 hours of CE</u> , all of which shall be in <u>CORE, ETHICS, FAIR HOUSING and/or AGENCY</u> topics as set forth in N.J.A.C. 11:5-12.4. <u>The 24 hours of CE shall be completed within the 2 years immediately preceding application for licensure as a salesperson.</u>
11:5-3.15(c)	More than 6 immediately preceding years	Shall, in order to qualify for licensure as a <u>SALESPERSON</u> , be required to <u>complete the pre-licensure education requirement applicable to salespersons and to pass the (NJ) State license examinations for salespersons.</u> <u>(NO CE REQUIRED)</u>

<i>A licensed referral agent who "<u>was</u> previously licensed" as a broker, broker-salesperson or salesperson who has been licensed as a referral agent for the 6 immediately preceding years or any lesser period shall, in order to qualify for reissuance of a broker, broker-salesperson or salesperson or salesperson license, complete the hours of continuing education as set forth in N.J.A.C. 11:5-12.4 below:</i>		
11:5-3.15(d) 1.	Less than 3 years	To qualify for re-licensure as a <u>SALESPERSON</u> , a person who has been licensed as a referral agent shall <u>complete 12 HOURS of CE all of which shall be in CORE, ETHICS, FAIR HOUSING and/or AGENCY topics within the 2 years immediately preceding application.</u>
11:5-3.15(d) 2.	More than 3 years, but less than 6 years	To qualify for re-licensure as a <u>SALESPERSON</u> , a person who has been licensed as a referral agent shall <u>complete 18 HOURS of continuing education within 2 years immediately preceding application, all of which shall be in CORE, ETHICS, FAIR HOUSING and/or AGENCY topics.</u>
11:5-3.15(e)	More than 6 immediately preceding years	A licensed referral agent who was previously licensed as a <u>SALESPERSON</u> who has been licensed as a referral agent, in order to qualify for a re-licensure as a salesperson, <u>complete 30 HOURS of CE, 24 HOURS of which shall be in CORE, ETHICS, FAIR HOUSING and/or AGENCY AND shall pass the salesperson's license examination, as applicable.</u>
11:5-3.15(d) 3.	Less than 3 years	To qualify for re-licensure as a <u>BROKER or BROKER-SALESPERSON</u> , a person who has been licensed as a referral agent shall <u>complete 18 HOURS of CE all of which shall be in CORE, ETHICS, FAIR HOUSING and/or AGENCY topics within the 2 years immediately preceding application.</u>
11:5-3.15(d) 4.	3 years or more, but less than 6 years	To qualify for re-licensure as a <u>BROKER or BROKER-SALESPERSON</u> , a person who has been licensed as a referral agent shall <u>complete 24 HOURS of CE within the 2 years immediately preceding application, all of which shall be in CORE, ETHICS, FAIR HOUSING and/or AGENCY topics.</u>
11:5-3.15(e)	More than 6 immediately preceding years	A licensed referral agent who was previously licensed as a <u>BROKER or BROKER-SALESPERSON</u> who has been licensed as a referral agent, in order to qualify for a re-licensure as a broker, or broker-salesperson, <u>complete 30 HOURS of CE, 24 HOURS of which shall be in CORE, ETHICS, FAIR HOUSING and/or AGENCY topics AND shall pass the broker's license examination, as applicable.</u>