卑诗省(B.C.)地产经纪牌照考牌攻略 (适用于大温地区Greater Vancouver) 第 2019 年



微信: UBC_Tutor 电话: 778-686-8555

网站: QuickPassMaster.com

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地产经纪牌照简介

- 在卑诗省想要合法地带买家去买房,带卖方去卖房,并且期待收到好处(例如:钱,佣金),就需要地产经纪的牌照
- 持有此牌照可以做许多事情,例如:
 - □住宅地产交易的代理
 - □商业地产交易的代理
 - □楼花销售
 - □生意买卖
 - □ 还有许多其它的功能跟用法 (请咨询笔者)



温馨提醒: 地产经纪有分许多级别与种类。 其中, 收入很高的经纪喜欢注册PREC*:

Personal Real Estate Corporation 笔者于2012年注册为PREC*, 至今(2019年1月) 保持为PREC*

地产经纪的收入介绍

地产经纪一般收入靠全佣金:

地产经纪优势:自由时间 高收入潜力, 买卖投资房子可以省很多钱

佣金比例一般在前十万7%, 余款 2.5%~3.5% 笔者发现, 跟对系统, 拜对师傅的学生, 年收入前两年做到六 位数

加币的比比皆是。(笔者的active持牌学员至今多数在六位数以上)



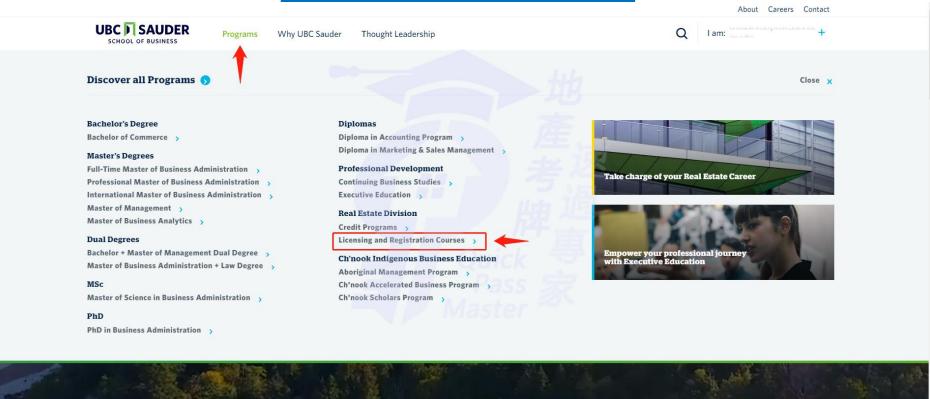


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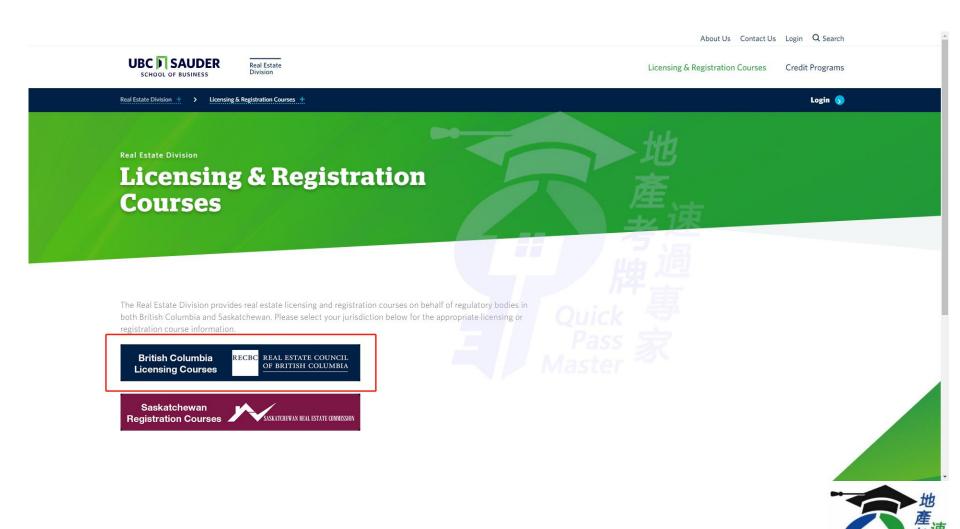


如何注册地产经纪考牌

Sauder.UBC.CA









如何注册地产经纪考牌

Real Estate Division

Licensing Courses in British Columbia

The Real Estate Division offers the following distance education Licensing courses on behalf of the Real Estate Council of British Columbia. Real Estate Trading Services Licensing Course Designed for entry-level students who want to become licensed to sell real estate in British Columbia. Learn More

Strata Management Licensing Course Designed for entry-level students who want to become licensed to provide strata management services in British Columbia. Learn More S

Rental Property Management Licensing Course

Designed for entry-level students who want to become licensed to provide rental property management services in British Columbia.

Broker's Licensing Course

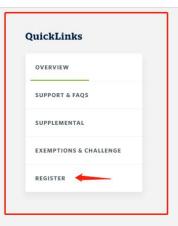
Designed for students who are already licensed (or have been licensed) and want to become licensed as an associate broker or managing broker, want to license a brokerage or sole proprietorship, and for those licensees looking to increase their knowledge on topics such as business planning, financial accounting, human resources management and leadership.

Learn More S





如何注册地产经纪考牌



Overview

Course Overview

The Real Estate Trading Services Licensing Course is administered on benalf of the Real Estate Council of British Columbia (RECBC). The course provides part of the licensing education requirements for those who wish to become licensed as a trading services representative. For detailed course content and administration information, please view the <u>Table of Contents</u> and Course Regulations 1.

This blended learning course allows you to register at any time. While the course is flexible in order to meet the needs of busy adult learners, it provides just enough structure to ensure high quality learning (for example, in order to provide for a minimum level of familiarity with the curriculum and for a reasonable expectation of success on the final examination, assignments may be submitted on a pace that is no greater than 2 assignments per week beginning on the Course Registration Date). You must complete all course assignments within one year of registration in the course and also pass a final examination. Regularly scheduled exams take place at various times throughout the year throughout the province (exams must be written in Canada) and your first written examination registration is included with the course tuition fee. You may also choose to take your exam at the computerized exam centre (CEC) at UBC for an additional fee.

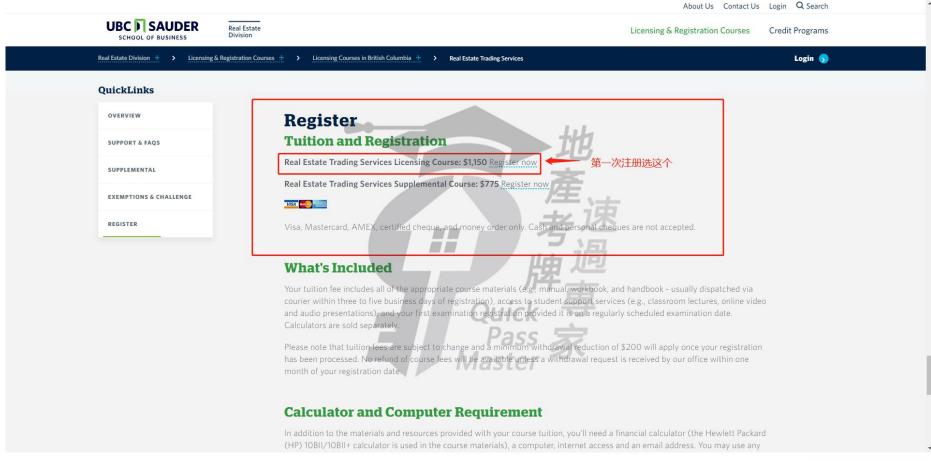
Quick Course Info

- ▶ Blended learning course with support ▶ Tutor service and lectures included
- One year to complete assignments
- Final exam required

▶ Tuition: \$1,150

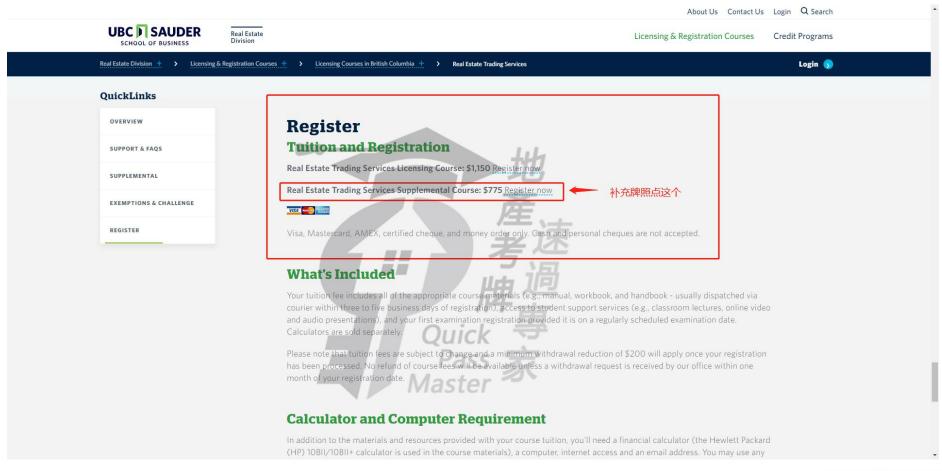
















如何注册地产经纪考牌 UBC会邮寄书本给你

地产经纪考牌的UBC书本一共四本

- 1. 最厚的约800页的蓝色大课本
- Course workbook 作业本 (20个作业, 每周只能提交两个)
- 3. Examination Study Guide, 1000道参考考题
- 4. Student Handbook 学生使用手册

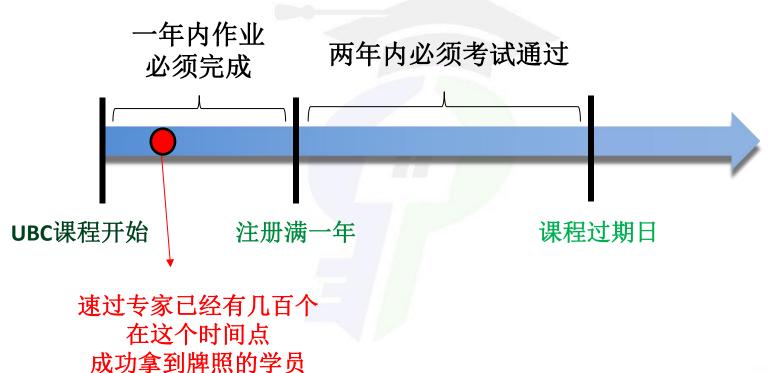


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UBC课程有效期



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如何注册地产经纪考牌

关于作业提交进度



Week 1 Week 10

20个作业,每周最多提交2个作业, 最快十周可以提交完成作业。

如已提交语言认证,可以注册预订考试



地产经纪考试形式跟内容





100道选择题

笔试

需提前一个月预订



机考

(几乎可以选任何一天去考)



真实机考考场的照片 (照片版权来自于UBC)

考试时间

地产经纪 & 物业 通过分数 3个小时

70%

enson Wang 微信: UBC Tutor

电话: 778-686-8555

● Trading 地产经纪的章节内容

1. Fundamental of Laws

- 2. Real Estate Services Act
- 3. Estates & Interest in Land
- 4. Title Registration
- 5. Professional Liability of Licensees
- 6. Commercial & Residential Tenancy
- 7. Strata & Co-op
- 8. Financial Statement
- 9. Code of Ethics
- 10. Law of Contract
- 11. Contracts for RE transactions
- 12. Law of Agency
- *同一个颜色代表具有强烈的关联性大部份的章节可以跳着学

- 13. Intro to Mortgage Finance
- 14: Interest Rates and Mortgages
- 15. Law of Mortgage
- 16. Mort Analysis
- 17. Mort Underwriting & Qualification
- 18. Local Government Act
- 19. Property Tax
- 20. Construction
- 21. Appraisal
- 22. Direct Comparison & Cost Approach
- 23. Income Approach
- 24. Statement of Adjustment
- 25. Marketing
- 26. Technology



法律题参考

George bought two units in a ten unit condominium project. Within one week of the completion of this purchase some other condominium owners, the Smithe family, were killed in an accident in the Jacuzzi whirlpool. Mrs. Smithe was the sole survivor of this family. The pool is located on the common property in which George now owns an interest. Mrs. Smithe is suing the strata corporation and George is concerned about the extent of his liability for any damage award she may receive. Assuming that the strata corporation is found liable to Mrs. Smithe, which of the following statements correctly describes George's liability?

A George must pay his proportionate liability for any judgment registered against the common property of the strata corporation.

B George will owe Mrs. Smithe absolutely nothing as the Strata Property Act contains provisions requiring all strata corporations to obtain and maintain liability insurance to insure against this type of occupiers liability.

C. The Strata Property Act requires the strata corporation to pay out Mrs. Smithe's judgment from its contingency reserve fund. George will pay only his proportionate share of any amount left unpaid after the reserve fund is used up.

D. Because George has not owned the units for a minimum of two weeks before the accident occurred, he is not responsible to pay any proportionate amount of the judgment.

Which of the above statements correctly describe George's liability?

- (1) Only A.
- (2) A and B are correct.
- (3) A, B and D are correct,
- (4) Only C is correct.

此题引用于UBC标准原题。版权来自于UBC Sauder School of Business

计算题参考

• Bruce signs a contract of purchase and sale with Sandy to buy her home for \$200,000. The completion and adjustment date is set at November 15th. It is NOT a leap year. The commission payable is 3% of the selling price. Bruce has made a deposit of \$3,000 which has passed to Bruce's lawyer to be deposited in a trust account until the completion date. Sandy agrees to accept Bruce's SUV as part payment equal to \$5,000. Bruce borrows a loan of \$60,000 from RBC. Current year's property taxes are \$800, which Sandy has paid on time. For legal and registration fees, Bruce's lawyer will charge \$400. Sandy will be paying out a judgment registered against the tile to her house in the amount of \$2,500 along with the legal fee of removing it, which is \$120. Bruce's lawyer to will handle this transaction for both parties. As no exemptions apply to this transaction, property transfer tax will be payable upon completion.

•

- Bruce's share of the year's property taxes will appear on Sandy's statement of adjustments as a:
- 1. A debit of \$103.01
- 2. A debit of \$100.82
- 3. A credit of \$103.01
- 4. A credit of \$100.82



笔试跟机考的差异性

	笔试	机考
费用	第一次免费, 第二次\$85	每次\$125
次数 微信 UBC_Tutor	每年2~4次	工作日每天两场 9AM, 1PM (会有例外)
预定	提前一个月预约	提前在线预约
结果	约等三周	隔一个工作日
草稿纸跟文具 不能带自己的草稿 纸跟笔	试卷做为草稿纸 UBC提供笔,擦	UBC提供草稿纸
如何答题	答题纸涂圈圈	计算机显示进度
考试地点	Downtown,酒店,会议中心,大学	UBC机考中心 →

(请注意,笔者发现许多UBC不会告诉你的潜规则)

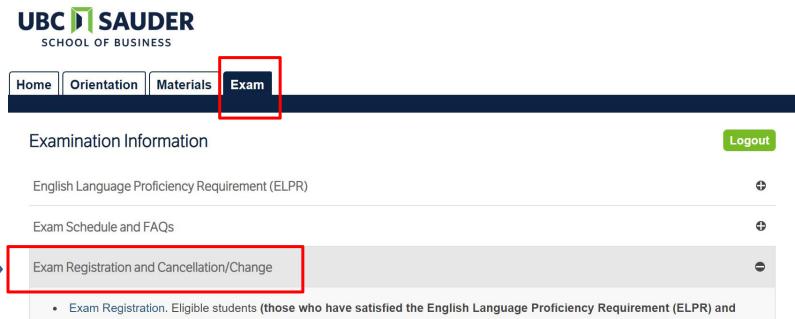
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2019年笔试日期



如何预约注册考试



- Exam Registration. Eligible students (those who have satisfied the English Language Proficiency Requirement (ELPR) and
 successfully completed all of their assignments) can register for a regularly scheduled or CEC examination online. CEC availability
 is limited due to high demand, bookings may require several weeks advance notice and there is no waiting list so you should book
 the next available date that works with your schedule.
- Challenge Package Students may also register online.
- Centre for Accessibility Accommodated Examinations. Examination accommodation must be approved by the Centre for Accessibility and an accommodation letter must be received by the Real Estate Division prior to examination registration. As well, registration must be received by the Real Estate Division no later than one month prior to the examination date.
- Exam Cancellation/Change. If you are currently registered for an examination and wish to cancel prior to the examination date, please

考试当天注意事项

温馨提示:

建议提前 30 分钟到达考场。



准考证和照片

30 天内护照片背书相馆名字 地址拍摄时间和学生姓名号



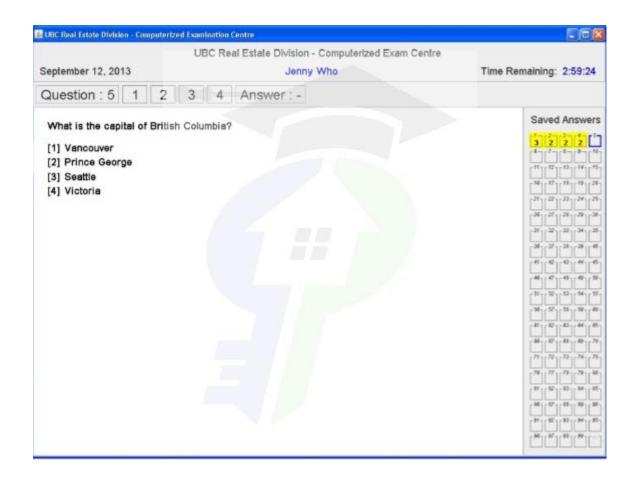
带照片的官方证件比如驾照护枫叶卡







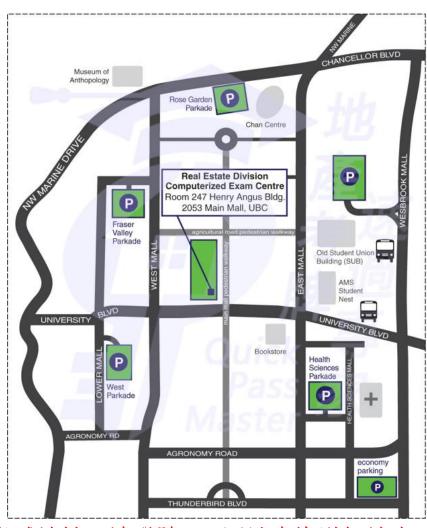
机考界面





- 机考地点

#247, 2053 Main Mall, Vancouver





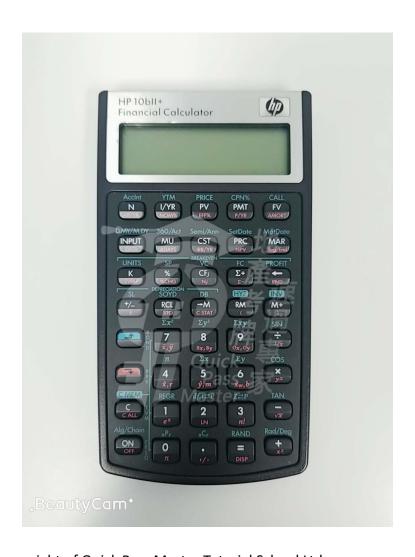


机考键盘





- 考试可携带计算器





准考证

UBC SAUDER SCHOOL OF BUSINESS	PO Box 5380 Station Terminal, Vancouver, BC V6T 152 Phone: 604.822.8444 Fax: 604.822.8459 Tell Free 1,868.776.2733 www.realistate.ubc.ca
EXAMINATION ADMISSION TICKE	T for LICENSING AND MORTGAGES STUDENTS
PERSONAL INFORMATION:	In I
lame:	
RED Student Number:	
Exam: (example) SAL ACL 0000 2011 01	(Trading Services)
On the day of the examination, all licensing a equired to present to the examination re- registration desk:	
 THIS EXAMINATION ADMISSION TICKE photo attached (as instructed below); ar 	T (EAT) with your passport
2. CURRENT GOVERNMENT ISSUED PHOT driver's license) as outlined in the cours	
F THE REQUIREMENTS ABOVE ARE NOT F	NTDE +
	Frame Width 50 min Q in 3
"Standards for Acceptable Photos" and Technical S	ord phono which has been taken within the last thirty (30) days and follows the peoficiations" of the Canadian Passport Office. Intra advises of the Canadian Passport Office was taken, your to becomes detached).
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如果考试未能通过







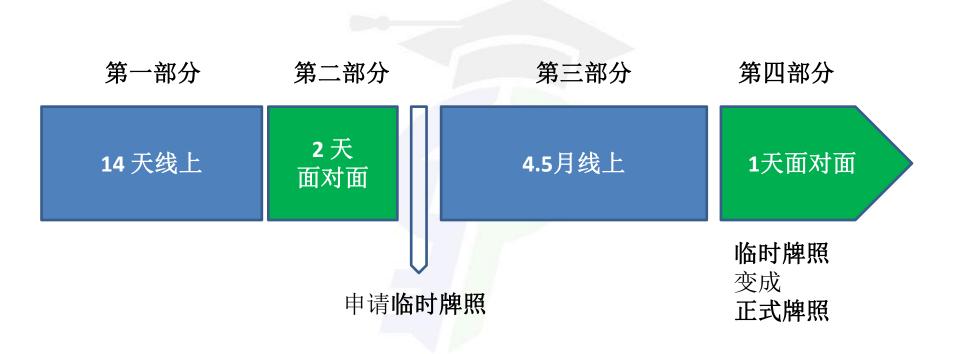
考试后评估报告

在考过后的24小时后 不管pass 还是fail, 都能免费下载考试 评估报告。 此报告在90天后就 不能再下载。





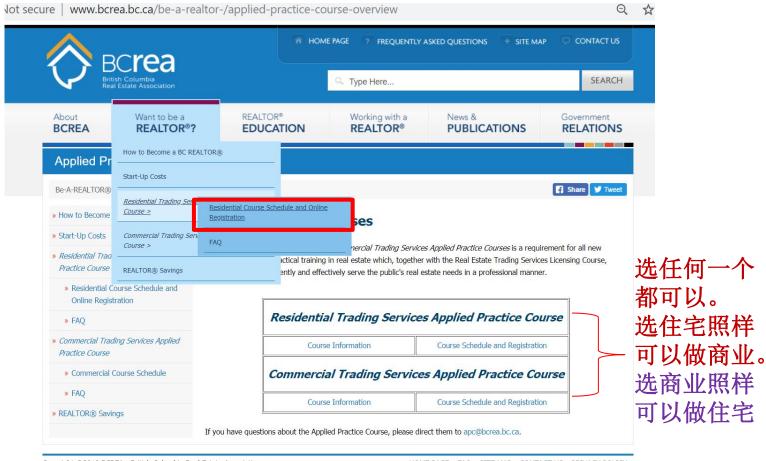
地产经纪五个月强制实习课





地产经纪如何注册强制实习课

www.bcrea.bc.ca



地产经纪2019年语言规则

How to Satisfy the English Language Proficiency Requirement (ELPR)

The English Language Proficiency Requirement must be satisfied prior to exam registration, however, <u>if licensing is your intention we strongly recommend</u> that you consider satisfying the ELPR prior to course registration. As a requirement of the Rules made under the *Real Estate Services Act* for Real Estate Trading Services, Rental Property Management and Strata Management Licensing, students must satisfy the ELPR by achieving a level 7 or higher on each of the four components (reading, writing, speaking and listening) of the Canadian English Language Proficiency Index Program - General (CELPIP-G) test on the same test score

1 CELP The Beneral 思路Level 7 (中说读写英

文语言测试)

graduated from a recognized university Bachelor's degree or higher degree program at an accredited university, college or technical institute at which English is the primary language of instruction; or

2. 大学本科或以上毕业(用英文为母语来授课)

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● 提交语言认证

UBC email: <u>elpr@realestate.sauder.ubc.ca</u>

电话: 604.822.8444

Tel Hours: 周一到周五 8:15 to 16:15

Office Hours: 周一到周五 8:30 to 16:30

Official/Certified True Copy的成绩单,或是 notarized copy of degree可以寄到

一般邮件:

ELPR Documentation
Real Estate Division,
Licensing Education
The University of British
Columbia

PO Box 5380 Station Terminal Vancouver, BC V6B 5N4

急件:

ELPR Documentation Real Estate Division, Licensing Education The University of British Columbia

247 - 2053 Main Mall (Henry Angus Building)

Vancouver BC V6T 1Z2 Coypyright of Quick Pass Master Tutorial School Ltd.

●思培官方网址 CELPIP.ca



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CELPIP 考试地点

YOU HAVE CHOSEN - British Columbia

Please select a City:

All Cities

Abbotsford

Coquitlam

Fort St. John

Kelowna

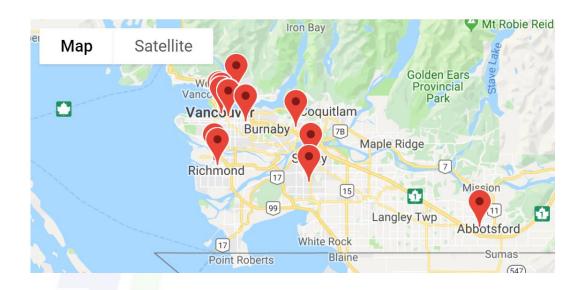
North Vancouver

Richmond

Surrey

Vancouver

Victoria





● CELPIP 考试时间选择多, 费用\$280

Date #	City #	Location #	Time ∌	Test Fee ⊕	Status
May 24, 2019 (Fri)	Richmond	Kwantlen Polytechnic University - Richmond Campus	10:00 AM	CAD \$280.00	OPEN
May 24, 2019 (Fri)	Richmond	Sprott Shaw College - Richmond Campus	01:30 PM	CAD \$280.00	OPEN
May 25, 2019 (Sat)	Richmond	Sprott Shaw College - Richmond Campus	09:00 AM	CAD \$280.00	OPEN
Jun 7, 2019 (Fri)	Richmond	Kwantlen Polytechnic University - Richmond Campus	10:00 AM	CAD \$280.00	OPEN
Jun 8, 2019 (Sat)	Richmond	Sprott Shaw College - Richmond Campus	09:00 AM	CAD \$280.00	OPEN
Jun 8, 2019 (Sat)	Richmond	Sprott Shaw College - Richmond Campus	01:30 PM	CAD \$280.00	OPEN
Jun 14, 2019 (Fri)	Richmond	Kwantlen Polytechnic University - Richmond Campus	10:00 AM	CAD \$280.00	OPEN
Jun 21, 2019 (Fri)	Richmond	Kwantlen Polytechnic University - Richmond Campus	10:00 AM	CAD \$280.00	OPEN
Jun 21, 2019 (Fri)	Richmond	Sprott Shaw College - Richmond Campus	01:30 PM	CAD \$280.00	OPEN
Jun 22, 2019 (Sat)	Richmond	Sprott Shaw College - Richmond Campus	09:00 AM	CAD \$280.00	OPEN
Jul 5, 2019 (Fri)	Richmond	Kwantlen Polytechnic University - Richmond Campus	10:00 AM	CAD \$280.00	OPEN
Jul 6, 2019 (Sat)	Richmond	Sprott Shaw College - Richmond Campus	09:00 AM	CAD \$280.00	OPEN
Jul 6, 2019 (Sat)	Richmond	Sprott Shaw College - Richmond Campus	01:30 PM	CAD \$280.	地產 考遍

第一次考经纪费用

UBC 地产课程登记费用 \$1,150

应用实践课程 \$918

两年牌照费用 \$1,800 (两年后变成 \$1450)

挂靠费每间公司都不太一样

新会员加入地产协会 \$1220.45 (非强制性,之后\$476.7/year)

总计

\$5,088.45

(费用可能随时会改,其它牌照不一样。请咨询笔者)



两年后经纪费用

强制学分课

\$275

应用实践课程

没有实习课

两年牌照费用

两年后变成 \$1450 (用两年)

挂靠费

每间公司都不太一样

地产协会

\$476.7/year

总计

\$2201.7

(费用可能随时会改,其它牌照不一样。请咨询笔者)



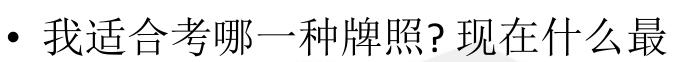
• 速过专家的辅导课程



- 卑詩省地产经纪牌 BC real estate trading tutorial course
- 卑詩省租业管理牌 BC rental property management tutorial course
- 卑詩省分契物业牌 BC Strata management tutorial course
- 卑詩省房屋贷款牌 BC Sub-mortgage broker tutorial course
- 卑詩省经理级别牌 BC managing broker tutorial course
- 卑詩省建商牌 BC Residential Builder License tutorial course
- 房产投资课程 Real Estate Investment course

入行前要问的问题







- 哪一种牌照最容易考?
- 哪一个仲介公司适合我? 仲介公司的种类?
- 我可以持有多张牌照吗?
- 我没有客户,经验,人脉,能做得起来吗?
- 我如何开发客户? 最大的客户群在哪里?
- 我现在没收入,如何找到有底薪的地产工作?

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成功就业

本校教出过多位销售巨星&金牌经纪

Daniel Deng,
Top1% of REBGV 2017

得奖的金牌经纪 多位来自本校 Karen Zhao, Top1% of REBGV 2017



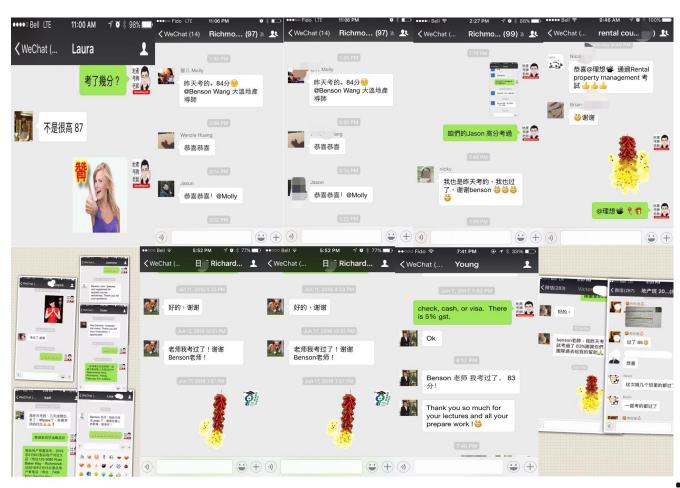




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学员好评



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学员毕业典礼



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笔者介绍: 王海 Benson Wang

- 2010 入行, 开始教考牌 (BC real estate trading license)
- 2011 得Sutton白金奖, 进入百万圆桌团队会员 (REBGV大温前10%强)
- 2011~2012 特许买家经纪,特许老人市场专家
- 2012 考下UBC贷款证书 (mortgage brokerage in BC pre-licensing certificate)
- 2013 考下UBC物业管理证书 (rental property management certificate)
- 2012~2016 帮助多间地产公司开设考牌学校 (大温地区许多的华人地产考牌老师是Benson的学生)
- 2013 原公司前五强, 2014年前六强
- 2015 百万圆桌团队队长 (REBGV大温前10%强)
- 2016 考下地产经纪最高级别牌照 Broker 经理级别 (managing broker's pre-licensing certificate)
- 2016 成交超过70单,大温地区排名前2%强
- 2017 原地产公司个人销售冠军。超高分考下建商证书。开始教建商考牌

Benson入行至今已经在卑诗省成交过几百单地产物业, 教出过百名金牌经纪。是个理论跟实战功力深厚的 地产实践家,地产导师,地产投资专家。



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- *不管你现在在哪个考牌学校,如果你考不过,欢迎找我们要优惠价。

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