

## 卑诗省(B.C.)地产经纪牌照考牌攻略

(适用于大温地区Greater Vancouver)



24-hour line: **778-785-0222** Phone: **778-686-8555** 

微信号: UBC\_Tutor 电邮: <u>c7786868555@gmail.com</u>

网站: QuickPassMaster.com

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# 目录



- 地产经纪牌照及收入介绍
- 如何在BC省成为持牌地产经纪
- 如何注册UBC课程
- 如何提交UBC作业和注册考试
- 如何注册强制实习课
- 语言要求及思培介绍
- <u>地产经纪考试及相关费用</u>
- 如何快速通过UBC考试



点击上面链接可以直接转到目录章节



# • 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)



# • 地产经纪牌照简介





温馨提醒: 地产经纪有分许多级别与种类。

笔者于2010年起持有经纪牌照,且拥有经理级别牌照。

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\*, 至今保持为PREC\*;

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### • 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
- ▶买卖投资方可以省很 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





# 地产经纪的平均年收入为 <u>\$93,796</u> (此为人力资源网站 Indeed.com数据)

	Realtor Salaries in Cana	ıda
	<b>~~</b>	iuu
	Salary estimated from 626 employees, users, and the past 36 months. Last updated: April 4, 2020	d past and present job advertisements on Indeed in
	Location	
	Canada	
	Accessories	Outro- Distribution
	Average salary	Salary Distribution
	<b>\$93,796</b> per year	\$21,000 \$218,000



### ● 如何在BC省成为持牌地产经纪





注意:政府可能有其它申请条件



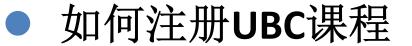
### ● 如何在BC省成为持牌地产经纪



申请BC省的地产经纪牌照,必须满足以下就业条件之一,证明您可以合法在加拿大工作:

- ✓加拿大公民;
- ✓永久居民;
- ✓持有效的工作许可或签证;
- ✓登录移民身份









## • 如何注册UBC课程



Licensing, Registration, and Co X +			-
$\leftarrow$ $\rightarrow$ ${\tt C}$ ${\tt B}$ sauder.ubc.ca/programs/real-estate/real-est	ate-licensing-registration-courses		<b>©</b> ☆
		About Us Contact Us	Login Q Search
UBC SAUDER SCHOOL OF BUSINESS  Real Estate Division		Licensing & Registration Courses	Credit Programs
View all licensing & registration cou	rses 🧿		Close X
British Columbia Licensing Courses	Saskatchewan Registration Courses		
Real Estate Trading Services >	地产经纪课程		
Property Management >	Phase 2 - Residential Real Estate >		
Strata Management > Brokers >	Phase 2 - Farm Real Estate		
Mortgages >	Phase 2 - Property Management		
REP and Continuing Education >	Phase 3 - Office Management and Brokerage	<b>)</b>	
Registration for Licensing Courses >	Reciprocity >		
Contact Us >	Contact Us >		

## • 如何注册UBC课程



<ul> <li>Real Estate Trading Services lic x +</li> <li>← → C</li></ul>	state/licensing-registration-courses/bc-licensing-courses/real-estate-trading-services-licensing
	About Us Contact Us Logi
UBC SAUDER SCHOOL OF BUSINESS  Real Es	
Real Estate Division + > Licensing, Regi	stration, & Continuing Education Courses + > RECBC Licensing and Continuing Education Courses + > Real Estate Trading Services
QuickLinks	
OVERVIEW	Register
SUPPORT & FAQS	Tuition and Registration
SUPPLEMENTAL	Real Estate Trading Services Licensing Course: \$1,150 Register now 第一次注册
EXEMPTIONS & CHALLENGE	Real Estate Trading Services Supplemental Course: \$775 Register now
REGISTER	Visa, Mastercard, AMEX, certified cheque, and money order only. Cash and personal cheques are not accepted.

# • 如何注册UBC课程

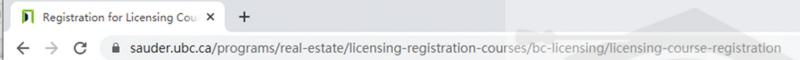


	About Us Contact Us Lo
UBC SAUDER SCHOOL OF BUSINESS	Real Estate Division  Licensing & Registration Courses Cre
Real Estate Division + > Licen	sing, Registration, & Continuing Education Courses + > RECBC Licensing and Continuing Education Courses + > Real Estate Trading Services
QuickLinks	
OVERVIEW	Register
SUPPORT & FAQS	Tuition and Registration
SUPPLEMENTAL	Real Estate Trading Services Licensing Course: \$1,150 Register now
EXEMPTIONS & CHALLENGE	Real Estate Trading Services Supplemental Course: \$775 Register now 中地加一个牌
REGISTER	Supplemtanl课程是指您已持有贷款,租赁或是Strata牌照之一, 然后再多增加一个牌照



### 如何注册UBC课程





You can register for Real Estate Division Licensing Courses online. Licensing course packages will not be available at the Real Estate Division for pickup - all course packages will be sent via courier. Please note that before registering for the course, all Licensing students are required to read the Real Estate Council of British Columbia's Real Estate As A Career information.

#### **Online Registration**

We accept payment by Visa, MasterCard or AMEX for online registrations.

Licensing Courses Online Registration

Mortgages Course Online Registration



Email: c7786868555@gmail.com Phone: 778-686-8555 Website: QuickPassMaster.com

### ● 如何注册UBC课程

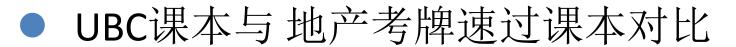


### 地产经纪考牌的UBC书本一共四本

- 1.最厚的约800页的蓝色大课本
- 2.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















### • 如何提交UBC作业





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。

Week 1

如已提交语言认证,可以注册预订考试



### • 关于UBC考试







### 地产经纪考试形式



### 考试题型: 100道选择题

### 纸质考试

需提前一个月预订



### 机考

(几乎可以选任何一天去考)



考试时间

3个小时

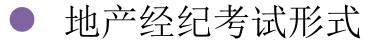
地产经纪 通过分数

70%





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	笔试	机考
费用	第一次免费, 第二次 <b>\$85</b>	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





# ● 2020 纸质考试时间





### • UBC 考试题型

# 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.



### • UBC 考试题型

## 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 15<sup>th</sup>. 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:
- A debit of \$103.01
- 2. A debit of \$100.82
- 3. A credit of \$103.01
- 4. A credit of \$100.82



# • 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

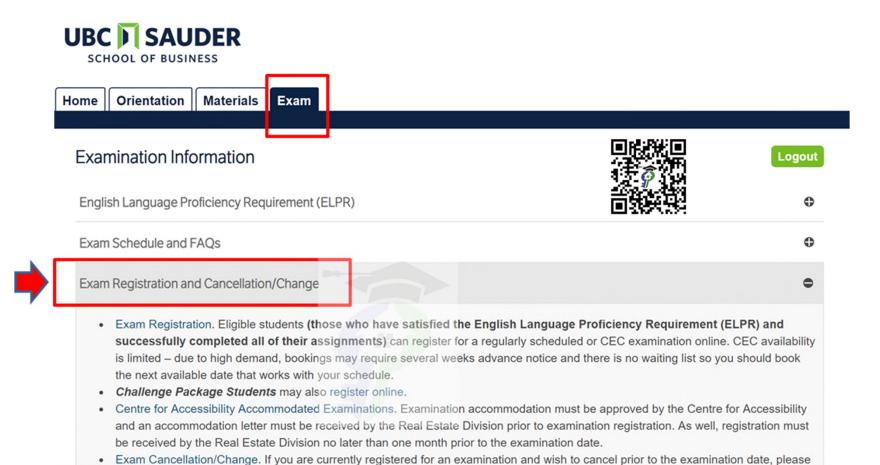
- 13. Intro to Mortgage Finance
- 14: Interest Rates and Mortgages
- 15. Law of Mortgage
- 16. Mort Analysis
- 17. Mort Underwriting & Qualification
- 18. Local Government Act
- 19. Property Tax
- 20. Construction
- 21. Appraisal
- 22. Direct Comparison & Cost Approach
- 23. Income Approach
- 24. Statement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



<sup>\*</sup> the same color represents a strong correlation, and most chapters are independent

# • 如何预约注册UBC考试







# ● 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



UBC认可的计算器 HP 10bII+

#### **UBC Exam Admission Ticket**

#### **UBC** SAUDER

SCHOOL OF BUSINESS

PO Box 5380 Station Terminal, Vanc Phone: 604.822.8444 Fax: 6/ Toll Free 1.888.776.7733 www.r Fax: 604.822.8459 www.realestate.ubc.c

**EXAMINATION ADMISSION TICKET for LICENSING AND MORTGAGES STUDENTS** 

#### PERSONAL INFORMATION:

RED Student Number:

Exam: (example) SAL ACL 0000 2011 01 (Trading Services)

On the day of the examination, all licensing and mortgages students are required to present to the examination representative at the exam

- THIS EXAMINATION ADMISSION TICKET (EAT) with your passport photo attached (as instructed below); and
- 2. CURRENT GOVERNMENT ISSUED PHOTO IDENTIFICATION (eg. BC driver's license) as outlined in the course regulations.

IF THE REQUIREMENTS ABOVE ARE NOT FOLLOWED, YOU WILL NOT BE ADMITTED INTO THE EXAMINATION CENTRE



- In order for the photo to be valid if must be a passport photo which has been taken within the last thirty (30) days and follows the "Standards for Acceptable Photos" and "Technical Specifications" of the Canadian Passport Office.

  The back of the passport photo must have the name and address of the photographer or the studio, the date the photo was taken, your
- name and student number (in case the passport photo becomes detached).

  Attach your passport photo in the space provided (use tape, do not glue or staple your picture).

I will not bring any device capable of sending or receiving wireless signals, any device capable of capturing digital images or recording video, or any other items prohibited by the Course Regulations into the examination room. If a prohibited item is found in my possession by any of the Real Estate Daysion staff. I authorize the Real Estate Division to impose any or all of the following consequences, including bu

- envalidate my examination; provide me with a mark of zero for my examination; and/or

- Yes, I agree to the terms as set out above.
- No, I do not agree to the terms as set out above



Student Signature (DO NOT SIGN THIS SPACE PRIOR TO EXAMINATION REGISTRATION)



# • 机考界面

amination Centre	
UBC Real Estate Division - Computerized Exam C	entre
Jenny Who	Time Remaining: 2:59:24
4 Answer : -	
lumbia?	Saved Answers
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	[66][67][68][69][70
	[71][72][73][74][75
	1 3 2 2 2 2 3 -
	Jenny Who



# • 机考地点





UBC可能会变更考试地址, 请登陆UBC网站查询详细 地点。



# • 机考键盘

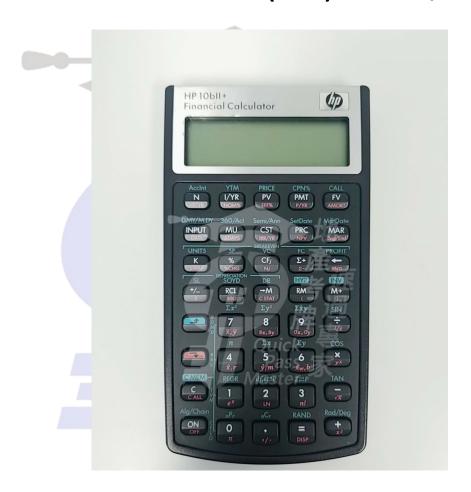






### ● 机考可携带计算器

### -the Hewlett Packard (HP) 10BII/10BII+







### 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。

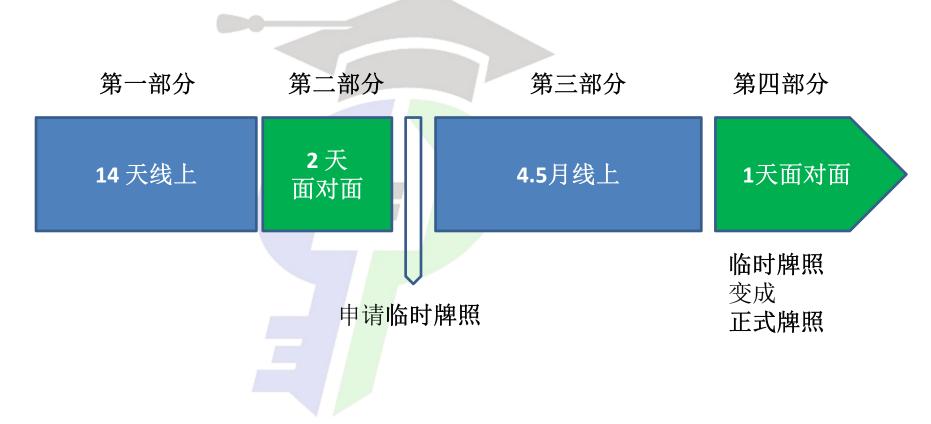
此报告在90天后就不能再下载。





# 地产经纪5个月 强制实习课





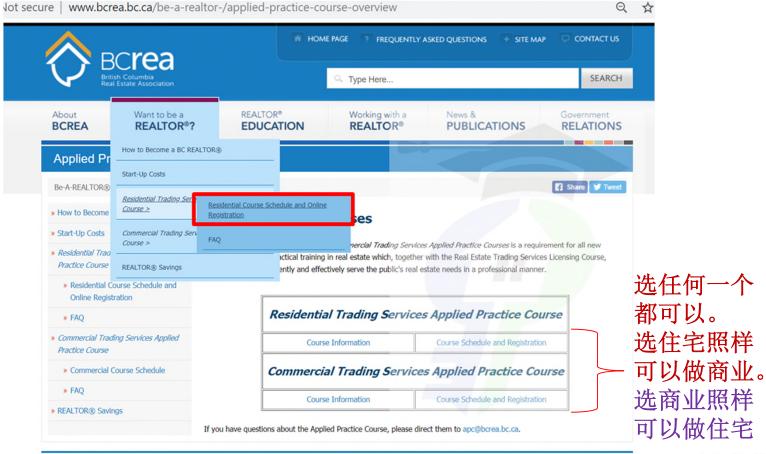


### • 如何注册 强制实习课



### www.bcrea.bc.ca

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### 地产经纪语言要求



As a requirement of the Rules made under the *Real Estate Services Act*, the ELPR may be satisfied 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 report (scores from multiple test attempts cannot be combined). An applicant is deemed to have satisfied the ELPR if he or she:

- has 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
- has been licensed for real estate services in another Canadian jurisdiction with English language standards and have satisfied that jurisdiction's English language requirements.
- 1. 大学本科或以上毕业 (用英文为母语来授课)或
- 2. CELPIP General 思培 Level 7 (听说读写英文语言测试)



### 提交语言认证



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

Phone: 604.822.8444

Tel Hours: Monday to Friday 8:15 to 16:15

Office Hours: Monday to Friday 8:30 to 16:30

#### Official/Certified True Copy of transcript, or notarized copy of degree

#### **Normal Mail:**

ELPR Documentation
Real Estate Division, Licensing Education
The University of British Columbia
PO Box 5380 Station Terminal
Vancouver, BC V6B 5N4

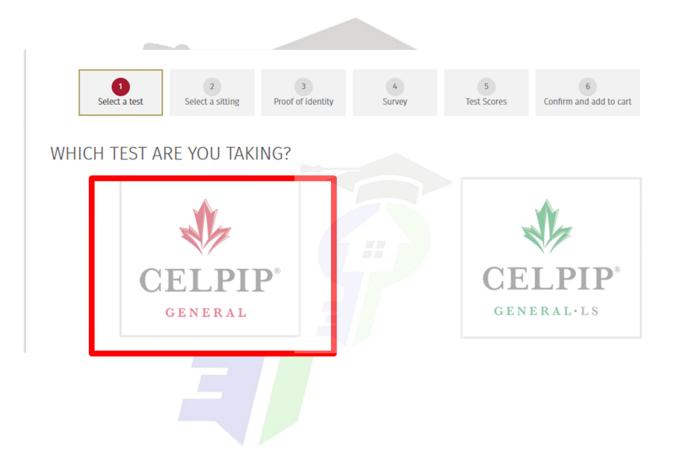
#### **Express Mail:**

ELPR Documentation
Real Estate Division, Licensing Education
The University of British Columbia
247 - 2053 Main Mall (Henry Angus Building)
Vancouver BC V6T 1Z2



### ● 思培官方网址-CELPIP.ca











#### YOU HAVE CHOSEN - British Columbia

Please select a City:

**All Cities** 

Abbotsford

Coquitlam Fort St. John

Kelowna

North Vancouver

Richmond

Surrey

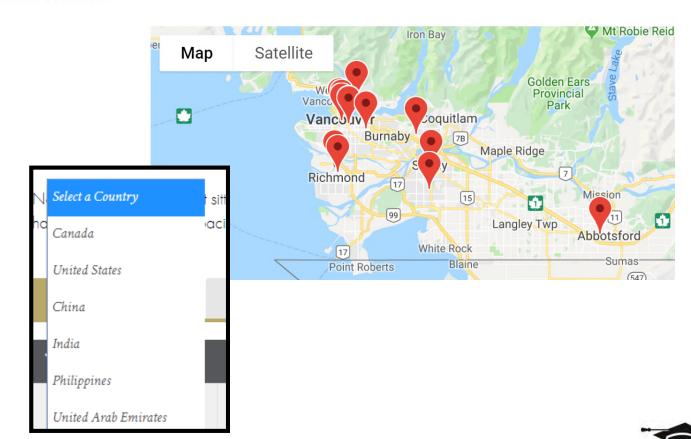
Vancouver

Victoria

Canada

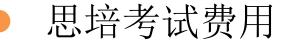
**United States** 

China



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Canada Select a Country		y General LS		This Month Only  Next Three Months	Friday Saturday	AM PM	
Canada				All Test Dates	Sunday		
United :	States						
China							
India							
Sh Philippi	nes						
Te United	Arab Emirates	ne	Location		Price	Seats	
General	Saturday, Apr 18	() 09:00 AM	Global Village V ♥ 888 Cambie Stre View centre		\$280	sold out	Sold Out
General	Saturday, Apr 18	<b>○</b> 09:00 AM	00 AM Paragon Testing Enterprises Vancouver			sold out	
		() 10:00 AM	ELS Vancouver		\$280	sold out	
General	Saturday, Apr 18			/ 6th Floor			



## • 第一次经纪考试相关费用



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

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)

总计费用

\$3868~\$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

#### 续修课程

- Anti-Money Laundering in Real Estate

- Rules Changes: Agency and Disclosure

- Legal update

两年后牌照费用

挂靠费 地产协会 \$50/\$100(2年的费用)

\$75 (2年的费用)

\$275 (2年的费用)

\$1450 (2年的费用)

每间公司都不太一样

\$476.7 per year (非强制性)

总计费用

\$1850~\$2376.7

(费用可能随时会改,其它牌照不一样。请咨询笔者)



## 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?







#### 地产考牌速过专家提供以下快速通过考试的培训课程:

- 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



### ● 地产考牌速过专家的优势





返学费方案+奖学金



独家研制全彩色讲义



顶级讲师团队授课



在线视频课程 学员可以随时随地学习



专业英语辅导合作机构



高分学员上千 喜出满分学员



记忆力差,英语不太好,零基础都能考过



合作雇主众多 推荐就业率极高







### 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









微信: UBC\_Tutor 电话: 778-686-8555 网站: QuickPassMaster.com

# ● 学员毕业典礼

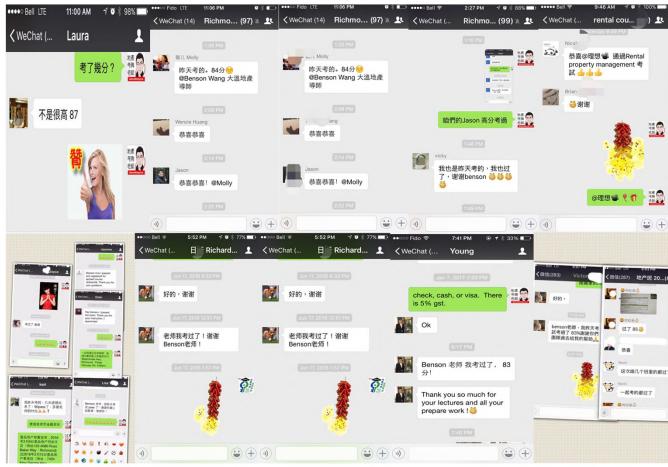






### ● 学员好评









## 📮 笔者介绍: 王海 Benson Wang



入行,开始教考牌 (BC real estate trading license) **•2010** 

•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

考下UBC贷款证书 •2012 (mortgage brokerage in BC pre-licensing certificate)

考下UBC物业管理证书 •2013 (rental property management certificate)

原公司前五强,2014年前六强 •2013

•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)





## 🥦 笔者介绍: 王海 Benson Wang





百万圆桌团队队长 (REBGV大温前10%强) **•2015** 

考下地产经纪最高级别牌照 •2016

Managing Broker 经理级别

成交超过70单,大温地区排名前2%强 **•2016** 

原地产公司个人销售冠军。 •2017

超高分考下建商证书; 开始教建商考牌 •2017-2018

考下UBC Strata管理证书 •2019

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