NJ REC 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**

<table>
<thead>
<tr>
<th>Section</th>
<th>Time Frame</th>
<th>CE Requirement</th>
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<tbody>
<tr>
<td>11:5-3:15(a)</td>
<td>Less than 1 year</td>
<td>Shall be eligible for licensure as a <em>salesperson</em> without being required to complete any CE.</td>
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<td>11:5-3:15(b)</td>
<td>Between 1 year and 6 years</td>
<td>Immediately preceding making application for a change of status to that of a licensed <em>salesperson</em> shall, in order to qualify for licensure as a salesperson complete <em>24 hours of CE</em>, all of which shall be in core topics as set forth in N.J.A.C. 11:5-12.4. <em>The 24 hours of CE shall be completed within the 2 years immediately preceding application for licensure as a salesperson.</em></td>
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<tr>
<td>11:5-3:15(c)</td>
<td>More than 6 immediately preceding years</td>
<td>Shall, in order to qualify for licensure as a <em>salesperson</em>, be required to complete the pre-licensure education requirement applicable to salespersons and to pass the (NJ) State license examinations for <em>salespersons</em>. <em>(NO CE REQUIRED)</em></td>
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A licensed referral agent who “was not previously licensed” as a broker, broker-salesperson or salesperson and who has been licensed as a referral agent:

**11:5-3:15(d)**

1. **Less than 3 years**
   - To qualify for re-licensure as a *salesperson*, a person who has been licensed as a referral agent shall complete *12 HOURS of CE* all of which shall be in core topics within the 2 years immediately preceding application.

2. **More than 3 years, but less than 6 years**
   - To qualify for re-licensure as a *salesperson*, a person who has been licensed as a referral agent shall complete *18 HOURS of continuing education within 2 years immediately preceding application*, all of which shall be in core topics.

3. **Less than 3 years**
   - To qualify for re-licensure as a broker, or broker-salesperson, a person who has been licensed as a referral agent shall complete *18 HOURS of CE* all of which shall be in core topics within the 2 years immediately preceding application.

4. **3 years or more, but less than 6 years**
   - To qualify for re-licensure as a broker, or broker-salesperson, a person who has been licensed as a referral agent shall complete *24 HOURS of CE* within the 2 years immediately preceding application, all of which shall be in core topics.

5. **More than 6 immediately preceding years**
   - A licensed referral agent who was previously licensed as a *broker, broker-salesperson or salesperson* who has been licensed as a referral agent, in order to qualify for a re-licensure as a broker, broker-salesperson or salesperson, complete *30 HOURS of CE*, 24 HOURS of which shall be in core topics AND shall pass the broker's, or salesperson's license examination, as applicable.