

**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**

*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(a)	<b>Less than 1 year</b>	Shall be eligible for licensure as a <b>SALESPERSON</b> without being required to complete any CE.
11:5-3.15(b)	<b>Between 1 year and 6 years</b>	Immediately preceding making application for a change of status to that of a licensed <b>SALESPERSON</b> shall, in order to qualify for licensure as a salesperson <b>complete 24 hours of CE</b> , all of which shall be in <b>CORE and/or ETHICS</b> topics as set forth in N.J.A.C. 11:5-12.4. <b>The 24 hours of CE shall be completed within the 2 years immediately preceding application for licensure as a salesperson.</b>
11:5-3.15(c)	<b>More than 6 immediately preceding years</b>	Shall, in order to qualify for licensure as a <b>SALESPERSON</b> , be required to <b>complete the pre-licensure education requirement applicable to salespersons and to pass the (NJ) State license examinations for salespersons. (NO CE REQUIRED)</b>

*A licensed referral agent who “was 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:*

11:5-3:15(d) 1.	<b>Less than 3 years</b>	To qualify for re-licensure as a <b>SALESPERSON</b> , a person who has been licensed as a referral agent shall <b>complete 12 HOURS of CE all of which shall be in CORE and/or ETHICS topics within the 2 years immediately preceding application.</b>
11:5-3.15(d) 2.	<b>More than 3 years, but less than 6 years</b>	To qualify for re-licensure as a <b>SALESPERSON</b> , a person who has been licensed as a referral agent shall <b>complete 18 HOURS of continuing education within 2 years immediately preceding application, all of which shall be in CORE and/or ETHICS topics.</b>
11:5-3.15(e)	<b>More than 6 immediately preceding years</b>	A licensed referral agent who was previously licensed as a <b>SALESPERSON</b> who has been licensed as a referral agent, in order to qualify for a re-licensure as a salesperson, <b>complete 30 HOURS of CE, 24 HOURS of which shall be in CORE and/or ETHICS topics AND shall pass the salesperson’s license examination, as applicable.</b>
11:5-3.15(d) 3.	<b>Less than 3 years</b>	To qualify for re-licensure as a <b>BROKER or BROKER-SALESPERSON</b> , a person who has been licensed as a referral agent shall <b>complete 18 HOURS of CE all of which shall be in core topics within the 2 years immediately preceding application.</b>
11:5-3.15(d) 4.	<b>3 years or more, but less than 6 years</b>	To qualify for re-licensure as a <b>BROKER or BROKER-SALESPERSON</b> , a person who has been licensed as a referral agent shall <b>complete 24 HOURS of CE within the 2 years immediately preceding application, all of which shall be in CORE and/or ETHICS topics.</b>
11:5-3.15(e)	<b>More than 6 immediately preceding years</b>	A licensed referral agent who was previously licensed as a <b>BROKER or BROKER-SALESPERSON</b> who has been licensed as a referral agent, in order to qualify for a re-licensure as a broker, or broker-salesperson, <b>complete 30 HOURS of CE, 24 HOURS of which shall be in CORE and/or ETHICS topics AND shall pass the broker’s license examination, as applicable.</b>