

# ALABAMA SALESPERSON PRELICENCE

## STATE CONTENT OUTLINE for SALESPERSONS AND BROKERS

	<u>TOPIC</u>	<u>NUMBER OF QUESTIONS</u>	
		<u>Salesperson</u>	<u>Broker</u>
I.	<b>Purpose of License Law/Rules and Regulation and Role of Commission</b>	1	0
II.	<b>Licensing Requirements</b>	7	6
	A. Activities which require a license		
	B. Cobrokering		
	C. Qualifications for a license		
	D. Renewal of License		
	E. Continuing Education		
	F. Post License Education		
	G. Temporary and Original Salesperson Licenses		
III.	<b>License Status</b>	2	2
	A. Transferring a license		
	B. Inactive Status		
	C. Reactivation of license		
IV.	<b>Broker Licenses, Company Licenses and Place of Business</b>	5	6
	A. Issuance of company and branch office licenses		
	B. Issuance of broker licenses		
	C. Who may serve as qualifying broker		
	D. Responsibilities of qualifying broker		
	E. Termination of qualifying broker status		
	F. Serving as qualifying broker for more than one company		
	G. Temporary qualifying broker		
	H. Associate broker status		
	I. Operating from home		
V.	<b>Recovery Fund</b>	2	1
	A. Payment into fund		
	B. Payment from fund		
VI.	<b>Disciplinary Actions and Process</b>	2	3
	A. Complaints		
	B. Hearings		
	C. Disciplinary Actions		
	D. Rehearing		
	E. Appeals		
VII.	<b>Estimated Closing Statement</b>	1	2
VIII.	<b>Trust Funds</b>	2	3
IX.	<b>RECAD</b>	3	5
X.	<b>Violations Which May Result in Disciplinary Actions</b>	15	12
	A. Misrepresentation and dishonest dealings		
	B. Inducing a party to break a contract		
	C. Advertising		
	D. Listing Agreements		
	E. Failure to give proper disclosure		
	F. Keeping appropriate records		
	G. Rebates		
	H. Paying or receiving commissions from unlicensed persons		

- I. Bad Checks
- J. Failure to inform Commission of suit/judgment/other disposition
- K. Lotteries
- L. Handling of documents
- M. Violation of rule or order of Commission
- N. Offers