STUDENT WORKSHEET

TREC Sales Agent Route and Variable-Income Math

IRVING Independent School District | CAREER & COLLEGE EXPLORATIONS

NAME ____________________ | DATE ____________________ | PERIOD ________

Current Texas Sales Agent Route

The actions are mixed up. Number them from 1 to 7 to show the current route.

ACTION	ORDER
Pass the state and national exam portions	
Complete 180 classroom hours across six required courses	
Obtain licensed-broker sponsorship for active practice	
Meet qualifications, including age 18+	
Submit the application and education documents	
Receive inactive status after requirements are met	
Complete fingerprint and background requirements	

The six 30-hour courses are Principles I, Principles II, Law of Agency, Law of Contracts, Promulgated Contract Forms, and Real Estate Finance.

One cost, provider, processing-time, eligibility, or future-rule detail to verify when applying:

____

____

Do not create an account, apply, submit personal information, schedule fingerprints, or contact a broker for this lesson.

Worked Model and Two Fictional Scenarios

These percentages and splits are supplied classroom conditions, not typical or guaranteed agreements.

Formula: sale price x supplied brokerage-side rate x supplied agent split

Worked model: $350,000 x 0.025 = $8,750 gross brokerage-side commission; $8,750 x 0.60 = **$5,250 fictional agent gross before taxes and business expenses**.

SCENARIO	SALE PRICE	SUPPLIED SIDE RATE	SUPPLIED SPLIT	GROSS BROKERAGE-SIDE AMOUNT	FICTIONAL AGENT GROSS
A	$280,000	2.0%	65%	$ ____________	$ ____________
B	$425,000	2.25%	55%	$ ____________	$ ____________

Show the two multiplication steps for Scenario A:

____

____

Show the two multiplication steps for Scenario B:

____

____

One reason neither result is guaranteed take-home pay:

____

____

Scenario C and the Income Decision

Scenario C: $600,000 sale price | supplied side rate 1.75% | supplied agent split 70%

Gross brokerage-side amount: $ ______________________

Fictional agent gross before taxes and business expenses: $ ______________________

Show both multiplication steps:

____

____

____

One benefit of variable income: ______________________

One risk of variable income: ______________________

Jordan values flexible scheduling but needs predictable monthly income. What should Jordan investigate next, and why?

____

____

____

____

Complete thought: **Jordan should verify [income fact] because [need or risk].**

One statement these classroom scenarios do not prove:

____

____

Language help: gross = bruto | split = reparto | expense = gasto | take-home = ingreso neto | sponsor = patrocinador