

5 SIGNS

YOU'RE READY FOR A REAL ESTATE CAREER

Your Guide to Unlocking a Future
in Singapore's Property Market



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Have You Ever Wondered If You Have What It Takes?

If you're reading this, chances are you've stood in front of a stunning condominium, scrolled through property listings, or heard stories of high-earning real estate agents and thought, "*Could I do that?*"

The idea of a career with unlimited income, flexible hours, and the satisfaction of helping people with the biggest purchase of their lives is incredibly appealing. But it also comes with questions and uncertainty. Is it the right fit? Do you have the right personality? What does it *really* take to succeed?

As a Division Trainer and Leader at ERA Real Estate, I've mentored dozens of aspiring individuals—from teachers and engineers to bankers and stay-at-home parents—as they transformed into successful real estate professionals. This guide was created to help identify whether your traits and ambitions align with the realities of a successful real estate career in Singapore.

In the following pages, discover the **5 key signs** that indicate a strong aptitude for real estate, understand the **official criteria and eligibility** to become a licensed agent, and get a **clear roadmap** from course to commission.



SIGN #1: You Crave Unlimited Income & Autonomy

Are you tired of your income being determined by a manager or an annual review? Do you feel that if you worked twice as hard, you should be paid twice as much?

Successful agents are entrepreneurs at heart. They see a direct, uncapped correlation between their effort, their strategy, and their bank account. They aren't looking for the security of a fixed salary; they seek the freedom of unlimited potential.



Why This Matters:
In real estate, there is no salary cap. Your income is a direct result of the deals you close.

You decide when to work, where to work, and how to build your business.

You might be ready if:

- You are motivated by performance-based commissions.
- The idea of unlimited income excites you.
- You think about starting your own business.
- You value flexibility over a rigid 9-to-5 job.

SIGN #2: You're a "People Person" Who Genuinely Loves to Help

When friends have a problem, are you the one they call for advice? Do you enjoy listening to people's stories and understanding what they truly want?

Real estate is not just a sales job—it's a **service and advisory** profession. The best agents are trusted consultants who build relationships, listen with empathy, and guide clients through emotional decisions.

Why This Matters:

A property transaction is one of the largest financial and emotional decisions a person will make. Clients need an agent they can trust—someone who listens, understands, and acts in their best interest.

You might be ready if:

- [] You get satisfaction from helping others.
- [] You are a great listener.
- [] You prefer long-term relationships over quick sales.
- [] You have empathy and emotional intelligence.

ERA REAL ESTATE

Agency of Choice

Top-of-the-mind brand awareness opens up many opportunities for you

1971 - 1974

1974 - 1996

1996 - 2014

2014 - Present

Trusted by GenERAtions

Verified by ———

Verified by **Edelman** (an award-winning global communications firm) brand audit in 2022

43 years of success, **trusted by families and investors across generations**

The only Real Estate Agency to be awarded for Customer Best Service Award for 3 Consecutive Years

99.8% Professional Excellence
rating by ERA customers

99.8% PROFESSIONAL EXCELLENCE RATING

LUXURY Lifestyle Awards 2024

LEGAL 500 GC POWERLIST SEA 2024

Singapore's Best Employers 2024

SIGN #3: You Thrive on Solving Problems & Embrace Challenges



What do you do when a plan falls apart? Do you get frustrated or immediately start thinking of Plan B?

No real estate deal is perfect. Financing can fall through, inspections can reveal issues, and negotiations can stall. Successful agents see challenges as puzzles to solve. They are resourceful, creative, and persistent.

Why This Matters:

You are the project manager of the transaction. Your ability to stay calm and find solutions under pressure ensures deals reach the finish line.

You might be ready if:

- You enjoy puzzles or strategy games.
 - You think “How can we fix this?” when faced with setbacks.
 - You stay calm under pressure.
 - You handle difficult conversations well.
-

SIGN #4: You're a Disciplined Self-Starter

If you had a free day with no boss, would you create a to-do list and get to work—or struggle to stay motivated?

As a real estate agent, you are the CEO of “You, Inc.” There are no set hours or managers. Success comes from consistent, daily effort—making calls, following up, and studying the market.



Why This Matters:

Real estate rewards consistency. Waiting for the phone to ring is a recipe for failure. The most successful agents are proactive and structured.

You might be ready if:

- You manage your own projects well.
 - You stick to routines.
 - You hold yourself accountable.
 - You are proactive.
-

SIGN #5: You're Passionate About Learning and Personal Growth

Are you naturally curious? Do you enjoy learning new skills or understanding how things work?

The Singapore property market evolves constantly. Regulations change, technology advances, and consumer behaviour shifts. Top agents are lifelong learners who invest in training, read, and stay informed.

Why This Matters:

Your knowledge is your value. Clients can find listings online, but they hire you for expertise and insight. The more you learn, the more valuable you become.

You might be ready if:

- [] You are curious and love learning.
- [] You believe in self-improvement.
- [] You enjoy reading or taking courses.
- [] You want to become an expert in your field.

ERA
REAL ESTATE

Empowering You Through Transformative Training

Achieve breakthrough at any stage of your career

PIM
PROPERTY INVESTMENT
MASTERCLASS

next LEVEL

EXPERT SERIES

Learn from millionaire agents, to be the next millionaire agent.

LDR 2.0
LEAD . TRAIN . RECRUIT

Learn the secrets and skillsets from the best industry experts across different market segments.

EVOLUTION
DESIRE . FAITH . ACTION

Empower your mind and ignite personal transformation.

AccelERation
DRIVE . GROW . ADVANCE

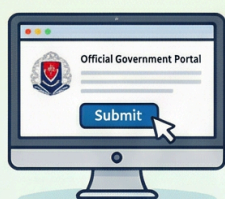
Kickstart your real estate career with in-depth coaching and hands-on experiential learning.

The Pre-Requisite for RES (Real Estate Salesperson)

To become a licensed real estate agent in Singapore, you must meet the **Council for Estate Agencies (CEA)** requirements.

Criteria to register for RES Course	<p>Applicants have to obtained either 1 of the below:</p> <ul style="list-style-type: none"> • At least 4 GCE O-level passes or equivalent • For overseas qualification, they will need to obtain an Educational Qualification Assessment from CEA by writing in licensing@cea.gov.sg. • Level 5 and above for the Workplace Literacy and Numeracy (WPLN) assessment
Course Fee	<ul style="list-style-type: none"> • RES course: \$834.60 <ul style="list-style-type: none"> ◦ You can sign up here : https://www.riaschool.com.sg • RES course can use SkillsFuture or UTAP to offset some amount. <ul style="list-style-type: none"> ◦ SkillsFuture: \$500 ◦ UTAP: \$250, aged 40 and above can utilise up to \$500
Criteria to register for RES exam	<ul style="list-style-type: none"> • Candidates will need to attend and complete the RES Course conducted by a CEA Approved Course Provider (ACP) before applying for the RES examination. • There will be 2 stages to register for exam: <ul style="list-style-type: none"> ◦ Stage 1: Indicate Interest (FormSG) ◦ Stage 2: Complete the registration with payment (NTUC LearningHub Portal)
RES Exam Fee	<ul style="list-style-type: none"> • Full sitting (2 papers): \$425.10 • Modular Re-sitting (1 paper): \$239.80
After Exam	<ul style="list-style-type: none"> • Upon passing you will have 2 years to join ERA
Criteria to register as Salesperson	<ul style="list-style-type: none"> • Must be at least 21 years old • Must be Singaporean or PR <ul style="list-style-type: none"> ◦ If PR less than 10 years, at the point of submitting salesperson registration application, they will need to submit either: <ul style="list-style-type: none"> → Certificate of No Criminal Conviction (CNCC) → supporting documents to prove that you have been residing in Singapore for 10 years or more (e.g. education cert, etc) • Must have a minimum of 4 GCE 'O' Level passes or equivalent • Possess a pass in the Real Estate Salesperson (RES) examination or equivalent • Must not hold a moneylender's license and not be an employee, director, or partner of a licensed moneylender • Must not be in arrears with the Central Provident Fund (CPF) Board for MediSave contribution • Fulfil the fit and proper criteria under the Estate Agents Act

Your Roadmap to Becoming a Real Estate Agent



Step 5: Register with CEA

Your chosen agency will help you submit your registration application.

Step 6: Launch Your Career

Once approved, you'll receive your registration card and begin your journey as a licensed Real Estate Salesperson.



Step 4: Find the Right Agency

Your agency determines your success.

Look for:

- Structured training
- Personal mentorship
- Advanced technology
- Supportive culture.



Step 3: Pass the RES Examination

Two papers test your knowledge and practical application.

Paper 1: Market knowledge and regulations.
Paper 2: Case studies and scenarios.



Step 2: Complete the RES Course

A mandatory preparatory course covering laws, regulations, property types, and ethics.

Duration: 1 week (full-time) or 3-6 weeks (part-time).

Must be taken with a CEA-approved provider.




Step 1: Check Your Eligibility


Confirm that your qualifications meet CEA's requirements.

The ERA Advantage: Why Your Choice of Agency Matters


At ERA, agents receive more than a platform—they gain a complete ecosystem for success.



At **ERA**, we don't just grow in numbers, **we OUTPERFORM.**




ERA agents make up
26.88%⁺ OF THE TOTAL AGENT COUNT
IN SINGAPORE,
our teammates consistently punch above our weight.



Collectively, ERA agents contribute to nearly
40%^{*} OF THE OVERALL[^] MARKET SHARE
BY TRANSACTION VOLUME,
far surpassing our proportion in the industry.

⁺Based on agent headcount of top 5 real estate agencies in Singapore
^{*}Source: Based on URA and HDB market data released on 24 January 2025
[^]Based on the sale of new and resale private homes and resale HDB homes



When you join my team at ERA, you get:

- **World-Class Training:** Practical, results-driven onboarding.
- **1-on-1 Mentorship:** Personal guidance and accountability.
- **Powerful Technology:** Tools to work smarter.
- **Collaborative Culture:** A team that celebrates success together.
- **Trusted Brand:** Instant credibility with clients.

Passing the exam makes you an agent. Joining the right team makes you a success.



**One property deal by
ERA every 5 minutes**



Your Journey Starts with a Single Step

If these signs resonate, it's time to explore further. A career change is a big decision—get clarity before taking the leap.

About Me

Hi, I'm Shawn Kuah, Division Leader at ERA Real Estate. My 20+ years career across service, consultancy and real estate industry has taught me that success is built on a strong foundation. Today, I dedicate my expertise to mentoring the next generation of agents. I've developed a streamlined system designed to launch your real estate journey with total transparency, hands-on training, and the dedicated support you need to thrive.

Your Next Step: A 1-to-1 Personalised Discovery Session

A complimentary 30-minute Discovery Session to help you gain clarity.

In this session:

- Discuss your goals and explore whether this career is for you.
- Understand the income potential and training support.
- Get a personalised roadmap for your first year.

**WE RISE BY
RAISING OTHERS**



Kickstart your real estate career with the industry's most trusted brand.

SCHEDULE A DISCOVERY SESSION WITH ME



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<https://shawnkuah.com>



Embark on A Journey of Success with

ERA !

Join our team of driven real estate professionals, and together, let's
make your dreams a reality.

“

Destiny is not a matter
of CHANCE, It's a
matter of CHOICE

”

Connect with us today and embark on an exciting journey towards
success!

Schedule a Discovery Session

[Click Here](#)