



Questions to Ask Your Success Coordinator

A free guide for anyone exploring the Michigan Real Estate Pre-Licensing Academy · Powered by Keller Williams GR North

At KWN, success does not need to be solo. We Learn More Here.

Your Success Coordinator is here to guide your path from "thinking about it" to licensed and thriving. Use these questions on your first call or at Career Insider Night. Come prepared — there are no wrong questions, only answers that help you decide with confidence.

01 COST & INVESTMENT

- Q What is the total cost of the 40-hour pre-licensing course?**
Ask about registration fees, materials, and any exam prep tools included.
- Q Are there payment plan options, or does it need to be paid upfront?**
Many students want to know if they can start before paying in full.
- Q Does KW have a tuition reimbursement program — and how does it work?**
KW invests in agents who invest in themselves. Ask about eligibility and timing.
- Q What other costs should I budget for beyond the course — exam fees, licensing, MLS?**
Getting the full picture early prevents surprises later.

02 TIMELINES & COMPLETION

- Q How long does it typically take to complete the 40-hour pre-licensing course?**
Ask about self-paced vs. in-person timelines and what affects completion speed.
- Q When is the next in-person cohort starting? When can I begin online?**
Availability matters — spots in classroom cohorts can fill quickly.
- Q How quickly can I take the Michigan licensing exam after finishing the course?**
Understand the steps between 'done with coursework' and 'licensed.'
- Q What is the timeline from starting the course to actively selling real estate?**
Set realistic expectations for your first transaction.

03 PASS RATES & EXAM SUPPORT

Q What is the first-time exam pass rate for KW Academy students?

Our Academy students outperform the state average — ask your coordinator for current data.

Q What exam prep resources does the Academy provide?

Ask about practice exams, flashcards, study guides, and instructor Q&A; sessions.

Q What happens if I don't pass on the first attempt?

Ask about retake policies, additional support, and any cost implications.

Q How should I study for the Michigan real estate licensing exam?

Ask for a recommended study plan and timeline — your coordinator has guided many students through this.

04 SUPPORT & COMMUNITY

Q Will I have access to an instructor or mentor while I'm taking the course?

Find out who to call when you're stuck on a concept.

Q Is there a study group or peer community I can join?

Accountability partners make a real difference — ask if there's a cohort group or online community.

Q What does support look like after I pass my exam?

The journey doesn't end at licensing. Ask about onboarding, mentorship, and team integration.

Q What is the KWN productivity coaching program and how does it work for new agents?

KWN pays for productivity coaching in your first year — ask how to access it.

05 CAREER PATH & RELATED OPPORTUNITIES

Q Is a real estate license required if I'm interested in mortgage lending, title, or appraisal?

Career Insider Night covers these paths — ask your coordinator to share the overview.

Q What does a typical first year in real estate look like for KW Academy graduates?

Income, activities, challenges, and wins — get the real picture.

Q Does KW offer opportunities for growth beyond sales — like team leadership or coaching?

KW's model supports agents who want to build a business, not just a job.

Q What makes KWN different from other brokerages I might interview with?

Ask your coordinator to share what they've seen from agents who've tried other places first.

Ready to take the next step?

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