

BROKER-SALESPERSON INFORMATIONRE 230 (New 8/87)

Many real estate brokers for their own personal reasons elect to work for other brokers in a capacity similar to the relationship existing between a licensed real estate salesperson and an employing broker.

However, such *broker-salespersons* are still licensed by the Department of Real Estate (DRE) as real estate brokers. Only by written agreement with another broker are they acting as *broker-salespersons*. Section 2726 of the Commissioner's Regulations requires that "... every real estate broker shall have a written agreement with each of his salesmen, whether licensed as a salesman or as a broker under a broker-salesman arrangement."

Even though a broker may act as a *broker-salesperson* in a relationship with another broker, for Department of Real Estate licensing and record-keeping purposes the licensee is still a broker. This means that a *broker-salesperson* should still communicate with DRE using only appropriate broker forms and applications.

When using the proper broker forms no reference should be made to the name (*or fictitious name*) of the broker for whom the *broker-salesperson* works. That type of information is irrelevant as there is no reference in the DRE records that such a working relationship exists. It is also imperative that a *broker-salesperson* speak for himself or herself, meaning that any requests for record changes be made by the *broker-salesperson* and not by anyone else on his or her behalf.

A *broker-salesperson* should never use salesperson forms or applications when renewing or making changes to a broker record. Doing so will possibly cause errors to the record and delays in processing whatever is requested. ***Remember — a broker is always a broker regardless of any working relationship that may exist with another broker.***
