



GEORGIA REAL ESTATE EXAM GLOSSARY

Georgia salesperson

A Georgia salesperson is an individual licensed to perform real estate brokerage activity on behalf of a broker.

OFFICIAL AREA

State Laws and Rules

KNOWLEDGE CLUSTER

Georgia licensing

LEARNING SYSTEM

Define, distinguish, apply, retrieve

SOURCE STANDARD

Official exam outline plus authoritative Georgia or federal references where the topic has a controlling rule. Independent educational resource, not affiliated with GREC or PSI.

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01 / COMPLETE LESSON

Build the complete exam definition

Learn the rule, separate it from the nearest distractor, then apply it to a Georgia fact pattern.

CORE DEFINITION

What does Georgia salesperson mean?

A Georgia salesperson is an individual licensed to perform real estate brokerage activity on behalf of a broker. The salesperson works under broker supervision and may receive real estate compensation only through the appropriate broker.

CLOSEST DISTINCTION

How do you separate the nearest exam answer?

A salesperson cannot operate an independent brokerage. A broker holds the higher license class and may perform the broader functions authorized by law.

GEORGIA APPLICATION

What changes or stays the same in Georgia?

The salesperson path includes qualifying education, the PSI examination, license application requirements, broker affiliation for active practice, and first-year post-license education.

WORKED EXAMPLE

A licensee negotiates a purchase for a brokerage's client and is paid through the brokerage rather than directly by the client.

EXAM TRAP

A salesperson may perform substantial transaction work, but that does not make the salesperson an independent broker.

Memory cue: A salesperson may perform substantial transaction work, but that does not make the salesperson an independent broker.



02 / PRACTICE AND MASTERY

Retrieve the rule under exam conditions

Answer before reading the explanation. Then explain why every distractor belongs to a different term.

ORIGINAL PRACTICE CHECK

Which statement correctly explains Georgia salesperson?

- A** A Georgia broker is a person licensed at the broker level to perform brokerage activities and exercise the authority allowed to that license class.
- B** An associate broker is an individual who holds a Georgia broker license but works on behalf of another broker or licensed firm rather than serving as the qualifying broker responsible for that brokerage.
- C** A sponsoring broker is the Georgia broker with whom a salesperson or certain other licensee affiliates so the license can be active and the licensee can perform brokerage activity through that broker.
- D** A Georgia salesperson is an individual licensed to perform real estate brokerage activity on behalf of a broker.

CORRECT ANSWER: D

Georgia salesperson is correct. A Georgia salesperson is an individual licensed to perform real estate brokerage activity on behalf of a broker. The salesperson works under broker supervision and may receive real estate compensation only through the appropriate broker. A salesperson cannot operate an independent brokerage. A broker holds the higher license class and may perform the broader functions authorized by law. The salesperson path includes qualifying education, the PSI examination, license application requirements, broker affiliation for active practice, and first-year post-license education.

MASTERY TRACKER

Mark each box only when you can perform the skill without looking.

- ☐ I can define the term in one precise sentence.
- ☐ I can separate it from the closest look-alike.
- ☐ I can explain the Georgia rule or confirm that the national rule applies.
- ☐ I can answer the practice check and explain every option.



03 / CONNECTIONS AND AUTHORITY

Connect the term to the wider exam

Use these relationships to move from isolated recall to a connected exam model.

RELATED TERM

Broker

A Georgia broker is a person licensed at the broker level to perform brokerage activities and exercise the authority allowed to that license class.

<https://www.passgeorgiarealestate.com/glossary/broker>

RELATED TERM

Associate broker

An associate broker is an individual who holds a Georgia broker license but works on behalf of another broker or licensed firm rather than serving as the qualifying broker responsible for that brokerage.

<https://www.passgeorgiarealestate.com/glossary/associate-broker>

RELATED TERM

Sponsoring broker

A sponsoring broker is the Georgia broker with whom a salesperson or certain other licensee affiliates so the license can be active and the licensee can perform brokerage activity through that broker.

<https://www.passgeorgiarealestate.com/glossary/sponsoring-broker>

RELATED TERM

Active license

An active Georgia real estate license authorizes the holder to perform acts within that license class while properly affiliated, supervised, renewed, and compliant with applicable education and legal requirements.

<https://www.passgeorgiarealestate.com/glossary/active-license>

RECOMMENDED NEXT COMPLETE LESSON

State Laws and Rules complete lesson

<https://www.passgeorgiarealestate.com/study-guide/georgia-laws-and-rules/obtaining-and-activating>

EXAM SOURCES AND AUTHORITY NOTES

1. PSI Georgia Candidate Information Bulletin, 7/1/2026

Official exam administration and content-outline source.

<https://test-takers.psiexams.com/api/content/bulletin/4672>

2. Georgia Real Estate License Law, O.C.G.A. Title 43, Chapter 40

GREC's official portal to Title 43, Chapter 40 and related real estate laws.

<https://grec.state.ga.us/information-research/license-law/>

3. Georgia Real Estate Commission Rules, Chapter 520-1

Official Georgia Secretary of State publication of Commission rules governing licensure and brokerage.

<https://rules.sos.ga.gov/gac/520-1>