
Cemetery Broker and Cemetery Salesperson

October 2005

Cemetery Broker and Cemetery Salesperson Requirements for Licensure

A cemetery broker is an individual who (1) sells or offers for sale, (2) buys or offers to buy, (3) lists, (4) leases or offers to lease, or (5) solicits or negotiates the purchase, sale, lease, or exchange of cemetery property or interment services. A **cemetery salesperson** is employed by a cemetery broker to perform any or all of the above services.

To be *eligible* for licensure as a **cemetery broker**, you must meet the following requirements:

- Have two years experience working as a Cemetery Salesperson, or submit a petition outlining in detail, two years general cemetery experience with your specific duties and responsibilities.
- Pass the Cemetery Broker Examination administered by the Cemetery and Funeral Bureaus.
- Be a California resident.
- Have committed no acts or crimes constituting grounds for license denial under Section 480 of the Business and Professions Code.

To *apply* for licensure as a **cemetery broker**, submit the following

- A completed application form and filing fee of \$400 to the Bureau's Licensing Division.
- Include your completed Request for Live Scan Service form or provide information when your fingerprints were previously submitted to the Bureau. For more information regarding Live Scan go to <http://cfb.ca.gov/livescan.htm>.
- If you do not have two years Cemetery Salesperson experience, submit a petition outlining in detail, two years general cemetery experience with your specific duties and experience you feel qualifies you to take examination.

The following are required for licensure, but not prior to sitting for the exam:

- For an individual broker license, post a Surety Bond of \$10,000.
- Submit a Corporate Resolution authorizing you to become the Broker on behalf of the Cemetery.
- For an association or co-partnership, provide a copy of the articles of association or agreement of partnership that authorize you to act as a Cemetery Broker.

The license term is one year, the renewal fee is \$300, and the late fee is \$150. The renewal fee for multiple corporate officers or partners is \$100 each, and the late fee is \$50.00.

**CEMETERY AND FUNERAL BUREAU FACT SHEET
CEMETERY BROKER AND CEMETERY SALESPERSON**

To be *eligible* to apply for licensure as a **Cemetery Salesperson**, you must meet the following requirements:

- Be employed by a licensed Cemetery Broker.
- Have committed no acts or crimes constituting grounds for denial of licensure under Section 480 of the Business and Professions Code.

To *apply* for licensure as a **Cemetery Salesperson**, you must do the following

- Submit a completed application form with your signature and that of the employing Cemetery Broker, along with a filing fee of \$30.
- Included your completed Request for Live Scan Service form or provided information when your fingerprints were previously submitted to the Bureau? For more information regarding Live Scan go to <http://cfb.ca.gov/livescan.htm>

The license term is one year, the renewal fee is \$25, and the late fee is \$25.00.

For more information about licensure as a Cemetery Broker or Cemetery Salesperson, call the Bureau's Licensing Division at (916) 574-7870.