

THE EDUCATOR

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State of Alabama
Real Estate Commission
1201 Carmichael Way
Montgomery, AL 36106-3674

Hear Ye! Hear Ye! Important For All Educators!

**Mandatory Risk Management
Training October 7**

**Annual Instructors' Seminar
October 8**

**Auburn Hotel and Conference
Center**

Both Days 9:00 a.m.– 4:00 p.m.



October 7, 1999

Due to a new requirement for a CE course in Risk Management, there has been a change in the agenda for Thursday, October 7, 1999. On July 23, 1999, the Commission adopted an amendment to Rule 790-X-1-.09, which requires all licensees who have NOT completed their 12 hours of CE by September 1, 1999, to take the Commission prescribed course in "Risk Management" during this license period. It will then become mandatory for ALL licensees beginning with the next license period.

Since this will be a required continuing education course for licensees, all instructors must take the full day of training before being approved to teach it. Therefore, October 7 will be the Risk Management training for instructors who wish to teach it during this license period. If you do not plan to teach it, you do not have to attend but you are certainly welcome and encouraged to attend. Course developer/instructor Peggy Powell and attorney/broker Randy McKinney will teach the class. The course and course manuals are being developed under the direction of the Alabama Real Estate Research and Education Center. More information will be available in the brochure due out in early September.

October 8, 1999

The Annual Instructors' Seminar will be held on Friday, October 8. **It is mandatory attendance for all pre and post license instructors and those who teach any of the mandatory continuing education**

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MAKE YOUR HOTEL RESERVATIONS NOW!

The Alabama Real Estate Commission has a block of rooms reserved at the Auburn Hotel and Conference Center for the nights of Wednesday, October 6 and Thursday, October 7. The block is reserved until September 5, 1999. The rate is \$66.00 plus tax per night for one to four persons in the room. You can make your reservations by calling 1-800-2-AUBURN which is 1-800-228-2876.

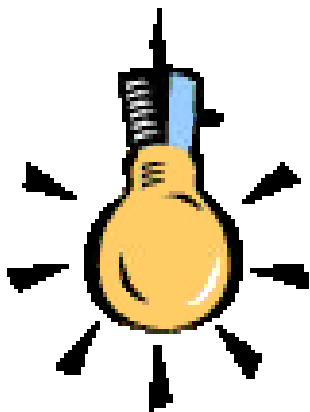
**Make Your Reservations
Before Labor Day.**

General sessions will include updates of law and rule changes, changes to the AMP content outline, and other points of interest to all instructors.

Continued from Page 1

courses. Also, each continuing education provider must have some representative present. This applies to Associations of Realtors® and other organizations who offer continuing education. Our greatest “noncompliance” problems are being seen with CE providers who do not attend this meeting. **Since all the new rules, statutes and procedures are covered here, whomever is responsible for reporting to the Commission from each organization must attend.** Alternatively, that person may appoint an appropriate person to attend in his or her place. This is a new position for the Commission, so take heed. Contact the Commission if you have any questions. ☒

Don't Forget



**Make Your Hotel
Reservations Now!!**

Sessions for School Administrators and Registrars To Be Offered On October 8 Along With Instructor Breakouts

Breakout Session 1: "Dotting Your I's and Crossing Your T's The AREC Way" Education Specialist, Chris Porter and Education Assistant, Gloria Ingram will teach a breakout session specifically for school administrators and registrars. This will target procedural matters along with all rules and regulations which affect filing and reporting of student enrollments. You will have an opportunity to ask questions and seek guidance on your procedures.

Breakout Session 2: "CePc: Get Rid of The Paper" This session will feature Commission Information Specialist Vernita Oliver-Lane and Assistant Manager of Information Systems, Brett Scott who will give you hands on training on the CePc program. This is the Commission's program for electronic filing of course attendance and credit. If you are using the current CE certificates (scan sheets), you do not need to. Make your life easier and learn to use CePc. This is another session which would be helpful for registrars as well as instructors. Bring your laptops.

Breakout Session 3: "Let's Talk About It" Roundtables hosted by Alabama REEA: The morning roundtables will be to discuss the new outlines for "Post License," "License Law/Trust Funds," "RECAD," "Fair Housing, Equal Opportunity and ADA" and "Suggested Activities of Post License and the Mandatory CE Courses". The afternoon roundtables will consist of the following topics: "Making a Profit From Teaching," "Teaching with Technology," "Coaching VS Lecture," "Use of Props," and "Proper Use of Humor in the Classroom." All of the roundtables will be lead by Alabama educators who are members of the Real Estate Educators Association.

Breakout Session 4: "Tips and Techniques for Teaching Buyer Agency" featuring Dianna Brouters, DREI, GRI, LTG, CBR, ABR. Dianna is REEA's 1998 Educator of the Year and is one of the top Buyer Agency speakers in the country. She developed and is a presenter for the CBR "Certified Buyer Representative" designation courses. This session on buyer agency will be RECAD specific. Participants will receive handouts, overheads, outline and learning objectives for a 3 hour CE course which you can offer at your school.

Breakout Session 5: "Exam Review-What's New?" Applied Measurement Professionals (AMP) will be on hand to conduct the exam review session. Covered in the general session will be the job analysis survey conducted by AMP and how the results will affect the content outline and exams beginning January 2000.

Breakout Session 6: "Serving the Needs of Home Buyers with Disabilities" This session will provide information on how real estate licensees can best serve clients with disabilities. Some of the discussion topics will include types of disabilities, sensitive use of language, determining a client's accessibility needs, and mortgage programs for people with disabilities. Session presenters will be personnel from the Community Living Initiative which is funded by the Alabama Developmental Disabilities Planning Council at the University of Alabama. Joining them will be James Meacham who purchased a home through the initiative. Mr. Meacham has been blind since age 20 as the result of a hunting accident.

Sorting Out What You Have Heard

Everyone has been hearing about the new 3 hour Risk Management course, a change in the mandatory CE courses, the increase to 15 hours of CE every two years and the removal of the 65 year old exemption. Don't make any assumptions, because you may not have the whole story. Let's take these four topics one by one.

1. Risk Management course: Rule 790-X-1-.09 has been amended to require that all licensees take a Commission prescribed course in Risk Management beginning September 1, 1999. Licensees who have completed their 12 hours by September 1 will not be required to take the course until next license period. Those who have not completed 12 hours by September 1, 1999, must complete the Risk Management course by August 31, 2000. For those of you who wish to teach it, the instructor training will be available on October 7, 1999.

2. Change in the list of

mandatory CE courses:

Effective September 1, 1999, the mandatory list of CE courses in Rule 790-X-1-.09 will be as follows: All licensees will take the 3 hour course in Risk Management. The remaining 3 hours of the 6 hour mandatory requirement may come from the following list: License Law/Trust Funds (these two have been combined); RECAD (RECAD 700 and 701 have been combined), and Fair Housing, Equal Opportunity, and ADA (formerly the Fair Housing course).

3. Increase in CE hours from 12 to 15 begins *NEXT LICENSE PERIOD*.

Yes, this did pass the legislature but it does not become effective until October 1, 2000. Licensees are only required to have 12 hours for the upcoming renewal.

4. Elimination of the 65 year old exemption begins *NEXT LICENSE PERIOD*, but some licensees are grandfathered.

Here is the real story. Nothing changes for this license period. Licensees who are 65 or over on or before September 30, 2000, and who have been licensed continuously for the preceding ten years, are exempt from meeting continuing education requirements for the renewals due by August 31, 2000 (this license period). Here is the change: **READ THIS CAREFULLY.** Beginning on October 1, 2000, those who were exempt from CE on September 30, 2000 will remain exempt forever or until the law changes. Those people were grandfathered. Those

— who reach age 65 on October 1, 2000, or after, will no longer be exempt from CE requirements.

If You Are Confused...

We will go over this at the Annual Instructors' Seminar. For now, just know that both the 15-hour requirement and the elimination of the 65-year-old exemption do not become effective until October 1, 2000. You may plan to offer the Risk Management course after October 7, 1999, provided you attend the instructor training program.

Code Of Ethics – Course Code 201

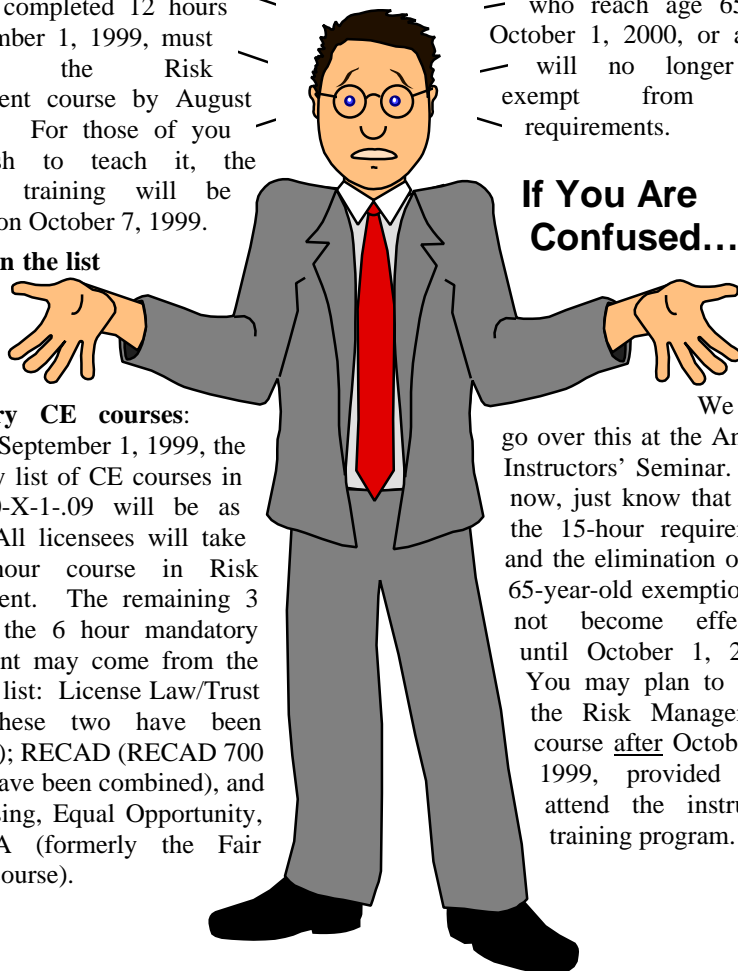
For those of you who teach the Code of Ethics as an elective CE course, please use Course Code 201. Since some of the local Association of Realtors® require their members to take this course, the Commission must be able to identify this particular elective course. Take note Code of Ethics instructors. Gloria will be real unhappy if you do not use Course Code 201!

Outlines Replace Manuals

You will hear more about this in October. The Commission's Education Task Force has developed outlines for the following four courses: Post License, RECAD, License Law/Trust Funds, and Fair Housing, Equal Opportunity and ADA. Each outline will come with a resource list and a PowerPoint presentation if you wish to purchase it for our cost to reproduce them on disk.

Distance Education

Current rules now require all courses offered through distance education to be ARELLO certified. That means that all of you who are using computer based training courses; i.e., those from CompuTaught or Dearborn, must get your courses certified as a secondary provider. There will be a meeting at the Commission office on September 22 to help you understand the process. It will mean a change in the way you currently administer the program. ARELLO, the Association of Real Estate License Law Officials, has developed a set of Standards for the delivery of distance education courses. Those who are currently using distance education courses will be notified individually regarding details of this meeting. If you are not currently offering distance education but wish to attend, you must let the Commission know by August 30, 1999. For schools who do not get their courses certified as a secondary provider, you will no longer be able to administer distance education courses.





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Certificates Of Completion

Use originals! OR, use CePc. Order the originals from the Commission office. You may duplicate other forms but NOT the certificates of completion. Thanks! ☺

**Reminder: Make those
hotel reservations at the
Auburn Hotel and
Conference Center no
later than September 5,
1999. Call 1-800-2AUBURN.**

