

THE EDUCATOR

ANNUAL INSTRUCTORS' SEMINAR OCTOBER 18, 2002 Registration Form Enclosed

Who Should Attend: Annual Instructors' Seminar

If you are approved to teach prelicense, post license or any of the required or mandatory continuing education courses, you must attend the Annual Instructors' Seminar on October 18. The local associations of REALTORS® as well as other organizations who sponsor continuing education courses are encouraged to have a key person in their organization present. The program is open to all school personnel, real estate educators from other states, potential instructors, licensees and anyone who has an interest in the program.

Important: You must register directly with Auburn University. See enclosed registration form.

Registration Information For The Annual Seminar On October 18, 2002

You can register by phone at (334) 844-5100; fax at (334) 844-3101; by mail at Auburn University Outreach Program Office, 301 O.D. Smith Hall, Auburn University, Alabama 36849; online at www.auburn.edu/outreach/arec2002. Registrations received via fax, email or telephone REQUIRE a Visa or MasterCard number or purchase order number for payment. Auburn University must receive both the registration form and fee from participants in order to be considered registered. Remember the deadline is October 4, 2002. After that, participants will incur an additional \$50 late registration fee.

Participants who register less than five working days prior to the conference date should do so by phone to ensure confirmation of registration.

LOCATION AND LODGING

The Annual Instructors' Seminar and the Instructor Development Workshop (see separate registration form for the IDW) will be held in the Auburn University Dixon Hotel and Conference Center located at 241 South College Street on the Auburn University Campus. Ample parking is provided adjacent to the Conference Center.

Hotel rooms may be reserved by calling 1-800-2AUBURN. Please identify yourself as a participant in the "Alabama Real Estate Commission" program. Room rates are \$74.00 plus tax per night. The room block cut off date is September 16, 2002. Make your reservations by September 16! Rooms may be reserved on a space available basis after that date.

CANCELLATIONS AND REFUNDS

Written refund requests received by October 4, 2002, will result in a refund of fees less a \$15 administration charge. Refund requests received after October 4 will not be honored. A substitute participant may be designated in place of a registrant who cannot attend.

Auburn University and the Outreach Program Office reserve the right to cancel, postpone, or combine workshop sections, to limit registrations, or to change instructors or speakers.

CREDIT

Those attending the Annual Instructors' Seminar will receive 6 hours of elective CE credit. The Annual Seminar will also count for 5 points on the instructor's application for potential instructors. The Instructor Development Workshop (cosponsored by AAR and AREEA) will count as 5 points on the instructor's application. ☐

Annual Instructors' Seminar

Friday, October 18, 2002

**Registration Deadline:
Friday, October 4, 2002**

**Fee: \$84 received by
10/04/02**

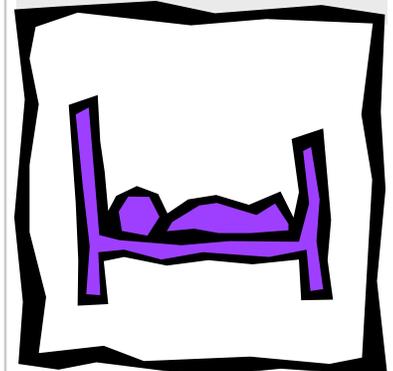
**Late Fee: \$134 received
after 10/04/02**

Registration: 7:45 am

Seminar: 8:30 am-3:45 pm

- **Seminar starts at 8:30 am sharp! Be on time!**
- **Auburn University Hotel and Dixon Conference Center**

***The block of
rooms at the
hotel will be
held until
September 16***



ANNUAL INSTRUCTORS' SEMINAR AGENDA

Friday, October 18, 2002

7:45 – 8:30 a.m. REGISTRATION AND CONTINENTAL BREAKFAST

8:30 – 8:45 a.m. OPENING GENERAL SESSION – WELCOME AND INTRODUCTIONS

Bill Poole, Chairman, Alabama Real Estate Commission (AREC)
D. Philip Lasater, Executive Director, AREC

8:45 – 10:00 a.m. “COMPUTER ADMINISTERED EXAMINATIONS BEGIN OCTOBER 21, 2002: HOW IT WILL WORK”

Through a competitive bidding process, the Alabama Real Estate Commission has selected Applied Measurement Professionals, Inc. (AMP) to begin administering the licensing examinations in a computer based testing (CBT) format beginning October 21, 2002. This session is intended to provide all information needed for instructors to assist their students in applying for and completing the licensing examination process. Each step in the process will be described and displayed. Upon conclusion of this session, the participant should have a clear idea of the options available to candidates, and what to expect related to the testing process from start to finish.

**Larry Fabrey, Ph.D., Vice President, Measurement Research
Applied Measurement Professionals, Lenexa, Kansas**

10:00 – 10:20 a.m. BREAK

10:20 – 11:30 a.m. INTRODUCTION OF BREAKOUT SESSION SPEAKERS

License Law Jam Session - “Reciprocity and Other Confusing Topics”

The Commission has been recording questions we are receiving from licensees and instructors. Confusion abounds on some topics. Charles and Pat will go over the issues we know are problematic plus you will have an opportunity to ask questions to help clarify the License Law. Have your questions ready. Send them in advance to AREC if you prefer.

**Pat Anderson, Education Director, AREC
Charles Sowell, General Counsel, AREC**

11:30 – 12:40 p.m. Luncheon (Included)

12:40 – 2:10 p.m. Concurrent Sessions (Choose One)

1. Distance Education: A New Opportunity for Schools

Do you want to offer distance education courses? Perhaps you are just interested in learning what distance education is all about. If so, this is the session for you. Bob Collins has been in the real estate distance education field for the last 15 years. He will take you live on the Internet to show you courses which are designed to produce a good learning experience. Then you will see some real estate Internet courses which are poor examples of distance education. How can you design good courses or select quality courses for delivery? How will distance education benefit your school? What are the different delivery methods and which would be best for you? How do you meet the needs of your students and satisfy the requirements of the Alabama Real Estate Commission? This session will provide the answers you want.

Bob Collins, Ph.D., CompuTaught, Inc., Marietta, Georgia

2. Meth Labs and Toxic Mold—What Licensees Need to Know

Methamphetamine Labs affect the health and safety of licensees, their customers and clients. They impact our environment in ways we never imagined. Remediation is often impossible and always expensive. Learn how to identify possible meth labs and how to protect yourself and others. Although toxic mold is gaining increasing national media attention and has become the subject of a growing number of lawsuits, little is really known about the extent and significance of the mold problem. How widespread is it? Where is it most likely to occur and under what conditions? What and how serious are the health problems linked to mold exposure? What can be done to combat and prevent mold infiltration into homes, apartments, and the workplace? You will not only receive some answers to these questions but also useful information you can share with licensees along with information to help them reduce their legal liability.

**Dr. Leonard Zumpano, Chair of Real Estate
Alabama Real Estate Research and Education Center, Tuscaloosa, Alabama
Susan Davis, Americas Best, Sequim, Washington**

3. How Can Housing be Unfair?

Have people champing at the bit to come to your Fair Housing classes. You can do this by having practical information to share with classes on how to pinpoint areas of concern in Fair Housing for licensees and how they can protect themselves in the event they are accused of a violation of the Fair Housing Law. You will receive a terrific pretest for your Fair Housing class that focuses on common myths and violations of the Fair Housing Law. You will also receive several other handouts to use in class such as a list of terms that licensees can

and cannot use when talking about properties. Priscilla is an experienced speaker and trainer having conducted programs for over 25 real estate companies in the last year, as well as pre-ownership classes for the community. You will get great information on what licensees need to know in the practice of real estate when it comes to Fair Housing.

Priscilla Dunwoody, Housing Counselor
Jefferson County Housing Authority, Birmingham, Alabama

4. Risk Management for Property Owners and Managers

One of the greatest areas of risk in real estate is in property management yet there is little information which targets how to reduce the risk of liability and law suits for property owners, property managers and companies whose licensees engage in property management. Now there is! Approved by the Alabama Real Estate Commission to fulfill the required CE hours in Risk Management, attend this session to get this information first hand from course author Marcia Norris. Then, add this course to your inventory of courses. Required texts are available from the Alabama Research and Education Center. They will also be available for purchase at the seminar.

Marcia Norris, Broker, Educator and Author
LAH School of Real Estate, Birmingham, Alabama

5. Exam Review and More About the New Testing Format and Process

Participants in this session will have an opportunity to review a typical examination used for real estate licensing in Alabama. Individual examination items will be projected one at a time for the group of participants to read, and to briefly discuss, if desired. The display on the screen will emulate the computer screen that will actually be seen by real estate licensing examination candidates beginning October 21, 2002. Participants will not only obtain insights into the content of the examination, they will have an opportunity to become more familiar with the new testing format. Those who have specific questions about computer based testing that were not answered in the morning session will have an opportunity to ask those questions during this session.

Larry Fabrey, Ph.D. Applied Measurement Professionals, Lenexa, Kansas

2:10 – 2:30 p.m. BREAK

2:30 – 3:40 p.m. Closing Session "Teaching Legal Issues – A Real Estate Case Law Update"

This session will be a presentation of recent, pertinent cases that are both illustrative of trends in current real estate law and useful teaching tools. The cases will cover basic issues of contracts, as well as hot zoning issues and brokerage topics. You'll be able to take the information back and use it immediately in your next class, whether it's law, brokerage, or principles of real estate.

Charles J. Jacobus, DREI, Attorney at Law, Author
Houston, Texas

CHANGE IN POLICY ON 15 HOUR BROKER'S PRELICENSE COURSE

As all of you are well aware, the 15 hour broker's prelicense course consists of 3 hours each in: Risk Management, License Law, RECAD, Fair Housing and Contract Writing. At the recommendation of instructors, the Commission is adding another option whereby broker applicants can obtain their 15 hours. They can now take your exam review, provided it is at least 15 hours in length, in lieu of the five 3-hour courses as stated above. To be clear, those taking the 15 hour broker's prelicense course can elect to take the prelicense course EITHER way. You must still send in the course information form and roster for these students regardless of which option the student chooses.





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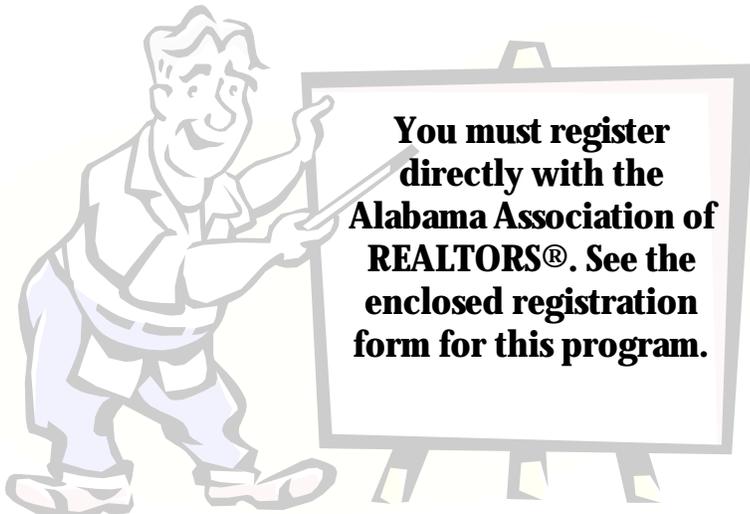
D. Philip Lasater, Executive Director
Vernita Oliver-Lane, Editor

***AREEA Annual Meeting
Begins At 5:00 p.m.
on October 17***

**INSTRUCTOR DEVELOPMENT WORKSHOP
THURSDAY, OCTOBER 17, 2002
8:00 A.M.— 5:00 P.M.**

COSPONSORED BY ALABAMA ASSOCIATION OF REALTORS® (AAR) AND
THE ALABAMA REAL ESTATE EDUCATORS ASSOCIATION (AREEA).

Do you want more students? Word spreads quickly about good teachers. Even the most seasoned instructor can learn new ways to make classes more interesting and dynamic. Sharpen your teaching skills by coming to this IDW taught by two of the top IDW presenters: **Tripp Anderson** and **Sylvia Shellnut**.



FEE: **\$89**— received by October 11

LATE FEE: **\$129**— received past October 11 (includes a \$40 penalty fee)

Mail registration form for Instructor Development Workshop DIRECTLY TO:
Alabama Association of REALTORS®
522 Washington Avenue
Montgomery, AL 36104

OR

Fax to 334-262-7598