

The Educator

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Q&A



AREEA 2014 Spring Conference April 3-4

Juanita McDowell will present a six-hour workshop which is a complete overview of the adult training function with an infusion of real estate and technology concerns. Each module will teach participants how to apply proven principles of adult learning to their training and how to use innovative tools to help better connect with their audience.

This program is ideal for:

- Seasoned practitioners who need a refresher to improve their training techniques and those who desire to know the latest strategies for delivering powerful and highly effective training
- Novice trainers who seek valuable education for delivering interactive and engaging content to adult learners
- Individuals who present to important audiences

REGISTRATION

Go to AREEA2010.wordpress.com and click on the AREEA 2014 Spring Conference tab.

Registration/Donation of \$99 for members

Registration/Donation of \$109 for non-members

LOCATION

The Birmingham Association of REALTORS®-3501 Independence Drive

AGENDA

Thursday, April 3—3:30-5:30 p.m.

AREEA membership meeting

Friday, April 4—9:00 a.m.-4:00 p.m.

Instructor Training (6 hours of Instructor CE)

CALENDAR OF EVENTS

APRIL

- 3-4 AREEA Meeting-
Birmingham
- 9-12 ARELLO® Midyear
Meeting-San Diego
- 23 Commission Meeting
- 28 Confederate Memorial
Day*

MAY

- 9 Risk Management
Instructor Training
- 15-16 New Instructor
Orientation
- 22 Commission Meeting
- 26 Memorial Day*
- 30 Instructor Training with
Juanita McDowell

JUNE

- 2 Jefferson Davis'
Birthday*
- 3-5 ARELLO District 2/3
Conference-Omaha, NE
- 8-11 AAR Summer Conference-
Destin, FL
- 19 Commission Meeting
- 20-23 REEA Conference-
Scottsdale, AZ

*Commission Offices Closed for State
Holiday

Instructor Trainings Coming in May

All participants in these two trainings must register through Auburn University's Office of Professional and Continuing Education (OPCE). Use the registration form or register online at auburn.edu/outreach/opce/re/arec.htm.



MAY 9

RISK MANAGEMENT

LOCATION Alabama Real Estate Commission

REGISTRATION 8:00–8:30 a.m.

TIME 8:30 a.m.–4:30 p.m.

COST \$95.00 (includes lunch and breaks)

Anne Powell will present the Risk Management training for individuals who were not able to attend the initial instructor training in October of 2012 or any other training for the new Risk Management courses. This training is open to brokers who have been approved as instructors since the last training as well as any instructor who may have attended a previous Risk Management instructor training but wants a refresher course. Instructors attending this course will receive instructor CE credit for the next education renewal in 2015.

Anne is the Director of Career Development for Roberts Brothers, Inc. and is a Certified Real Estate Instructor. She specializes in real estate education, consulting, motivational training, and coaching. She has taught in multiple states, is a GRI instructor and is certified to teach a variety of REBAC courses including ABR, SFR, SRES, and others. Anne is a Senior Council Member for the ACRE Leadership Council (Alabama Center for Real Estate through the University of Alabama) and is a past President of the Alabama Real Estate Educators Association. She assisted in writing the outlines for the 30 Hour Post License and 60 Hour Broker Prelicense courses for the state of Alabama.

New Instructor Orientation

New Instructor Orientation will be held in the Commission training room on **May 15-16, 2014**. If you are contemplating becoming a Prelicense/Post License Instructor, please contact David Bowen as soon as possible to discuss the approval process and determine where you stand as far as points are concerned. **You can reach David at 334.353.0848 or david.bowen@arec.alabama.gov.**

Please share this information with anyone in your company or school who may be considering becoming an instructor as they may not be on our current education email list.



MAY 30

TRAIN THE TRAINER

LOCATION Alabama Real Estate Commission

REGISTRATION 8:30–9:00 a.m.

TIME 9:00 a.m.–4:00 p.m.

COST \$95.00 (includes lunch and breaks)

Juanita McDowell will present a 6-hour Train the Trainer program in May. Each module in the program is designed to spice up a learning program, adding synergistic elements that will turn the boring and ordinary into an unforgettable experience. Anyone who attends the AREEA instructor training with Juanita can also attend this training as it will not be the same presentation.

Juanita received her Master's degree in electrical engineering from Georgia Institute of Technology and began a corporate career with AT&T. She began her real estate career as a loan consultant in 2004 and was very successful, earning several awards. She is now the owner of In Motion Real Estate Institute located in Smyrna and Atlanta, Georgia. Each year, her company trains over a thousand real estate licensees, educators, corporate employees, and entrepreneurs in the area of marketing and technology. Her specialty areas are mobile technology, social media, Google business training, Facebook, and Microsoft applications. She is a member of the Georgia Real Estate Educators Association, American Society of Training and Development, and Jack and Jill of America, Inc. Juanita has offered presentations at various events sponsored by the Alabama Association of REALTORS® and received very positive feedback. Her enjoyable presentations offer valuable information on the use of technology that can help any instructor in his or her classroom and personal life.

The hours for these two trainings are not interchangeable with CE hours that are needed to renew your broker license. These CE hours are only applied toward the renewal of your instructor approval that will take place in 2015. Those seeking to become an instructor will receive 5 points toward their instructor application for each training attended. Take advantage of this great training opportunity and acquire not only hours needed for instructor renewal but also valuable information and knowledge that can be used in the classroom.

REGISTRATION FORM

Train the Trainer

Presented by Juanita McDowell

Friday, May 30, 2014

9:00 a.m. – 4:00 p.m.

1201 Carmichael Way, Montgomery, AL

Alabama Real Estate Commission

REGISTRANT INFORMATION

Name _____
LAST FIRST MI

Address _____

CITY STATE ZIP

Phone _____ Fax _____

Email Address _____

NAME AND AFFILIATION PREFERENCE FOR NAME TAG

COURSE INFORMATION

Lunch will be provided.

(\$ 95) *Train the Trainer* – Received by May 16, 2014

(\$130) *Train the Trainer* – Received after May 16, 2014

FOUR EASY WAYS TO REGISTER

FAX this form to 334/844-3101

CALL in your information to 334/844-5100

MAIL this form to Office of Professional & Continuing Education, 301 O.D. Smith Hall, Auburn, AL 36849

WEB online at www.auburn.edu/outreach/arec

PAYMENT INFORMATION

Check Money Order Purchase Order
 Visa MasterCard American Express Discover

Expiration Date _____ Card or Purchase Order Number _____

Authorized Signature _____

Registrations received via FAX, email or telephone MUST contain a credit card number or purchase order number. Otherwise, you will not be considered registered.

MAKE CHECKS PAYABLE TO AUBURN UNIVERSITY

TOTAL ENCLOSED _____

CANCELLATIONS and REFUNDS

Written refund requests received no later than seven days prior to the program will result in a refund of fees less a \$15 administration charge. Refund requests received after that cannot be honored. A substitute participant may be designated in place of a registrant who cannot attend. Auburn University and the Office of Professional & Continuing Education reserve the right to cancel, postpone, or combine workshop sections, to limit registration, or to change instructors or speakers.

This program is designed to be accessible to all who wish to attend. Should you have a special need, please call 334.844.5100.

Risk Management Reminders

With 2014 being a license renewal year, we will see a large number of licensees finally making a decision to take continuing education courses in the summer months. As advertised over the past year and a half, the Risk Management requirements have been changed. There are now two Risk Management courses that must be taken for a total of six hours. The remaining nine hours of the required 15 hours for active license renewal can be approved courses chosen by the licensee. Here is the explanation of the new requirements:

Rule 790-X-1-.11 of Alabama License Law was amended and now reads:

1) To meet continuing education requirements, licensees shall complete fifteen (15) clock hours each license period as set out below beginning October 1, 2012:

(a) Three (3) clock hours in Risk Management – Level 1. In this level, brokers and salespersons shall take the Risk Management: Avoiding Violations course.

(b) Three (3) clock hours in Risk Management – Level 2. In this level, all brokers shall take the Risk Management for Brokers course. Salespersons shall take the Risk Management for Salespersons course, the Risk Management for Brokers

course, or an industry-specific Risk Management course approved for Level 2 credit by the Commission.

(c) Nine (9) clock hours in Commission-approved courses

The following emblems represent the different Risk Management courses that are required. They can be located in the Instructor Resources area of the Commission's website. Feel free to use these for advertising and explaining the new Risk Management requirements. All licensees must have a Level 1 and Level 2 course for a total of six hours in order to satisfy license activation and renewal requirements.



LEVEL 1 for Risk Management includes the *Risk Management: Avoiding Violations* course **required for all licensees**...both salespersons and brokers.



LEVEL 2 for Risk Management includes the *Risk Management for Brokers* course which is **required for all brokers**...both associate and qualifying.



LEVEL 2 for Risk Management also includes the *Risk Management for Salespersons* course and Risk Management courses in other areas approved by the Commission.

When teaching these Risk Management courses, keep



in mind that the course content deals only with managing the risks in the areas of real estate included in the outline. There is no need for a very detailed discussion of the topic which can lead to many questions resulting in the course

ending prior to all of the outline being covered. For example, if a student wants or needs a detailed explanation of contracts, he or she will need to take a course on contracts. The Risk Management course should only address the risks involved in the use of contracts. Please keep this in mind as you are preparing to teach a course and inform your students as well.



2014 REEA Conference

The 2014 Annual Conference of the Real Estate Educator's Association (REEA) will be held **June 20-23, 2014** in Scottsdale, Arizona. **Registration and hotel information is available on REEA's website at reaa.org.**

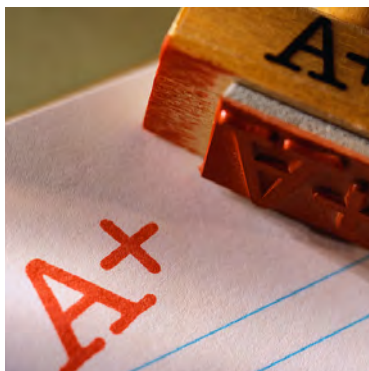
On June 20, an IDW will be taught by Marie Spodek, DREI, and Theresa Bamabei. Preliminary Instructors who attend this IDW will receive six hours of instructor training toward the hours needed for the 2015 education renewal.

There will be numerous education sessions throughout the day on June 21 and June 22. Preliminary Instructors who attend all of the education sessions on both days will receive twelve hours of instructor training toward the hours needed for the 2015 education renewal.

Those who are seeking to become Preliminary/Post License Instructors will receive 5 points on their application for attending the IDW and 10 points for attending the education sessions.

On June 23, the DREI Leadership Council will hold a session from 9:00 a.m. to 12:00 p.m. to discuss requirements for becoming a Distinguished Real Estate Instructor. This designation was designed by REEA to recognize excellence among real estate instructors and is awarded only to those REEA members who demonstrate outstanding knowledge of their profession, experience, and classroom performance. Currently, there are less than 70 active DREIs and none in Alabama. More information about the DREI designation is found on REEA's website.

AMP Examination Results



For all prelicense instructors who are interested in examination pass rates for students, you have access to that information through AMP's website at goamp.com. For an instructor to log in and see examination results, just select *Portals* at the top of the homepage and then

select *School User*. This will reveal the School User Login asking for username and password. If you have forgotten your login credentials, contact Ami Lucky at AMP as she is the best resource for school portal users. Ami's email address is ALucky@goamp.com.

There are two reports available on the portal: *Graduate Listing* and the *Alabama Real Estate - School Summary*. There is also the *News and Current Events* section which is periodically updated with new information.

Make use of this beneficial site to stay current with the performance of your students and all Alabama examinees.

Course Application & Reporting Reminders

Instructors and schools are reminded that Rule 790-X-1-.12(4) of Alabama License Law prohibits the advertisement of a course prior to the course being approved by the Real Estate Commission. This Rule also requires that the course application be submitted to the Commission at least 14 days prior to the proposed beginning date of the course. Instructors and schools are further reminded that section (5) of this Rule requires that courses be reported in CMap at least one week prior to the course offering.

The failure to follow the rules regarding course

applications could lead to serious consequences. First of all, the course may be denied if not submitted within the required time frame. Second, credit may be denied to those attending a CE course that was not properly set up in CMap at least one week prior to the course offering. Third, a formal complaint may be filed against a school administrator or instructor that habitually fails to follow the rules regarding courses.

Please make every effort to fully comply with Rule 790-X-1-.12(4) and (5). If you have any questions, please feel free to call the Education Division.



Education Snapshot

January-February 2014

SALESPERSON EXAMINATION

Overall

Taken 457
Passed - 194
Overall Passing % - 42.5

First Time

Taken - 232
Passed - 120
First Time Passing - 51.7

BROKER EXAMINATION

Overall

Taken - 18
Passed - 8
Overall Passing % - 44.4

First Time

Taken - 12
Passed - 7
First Time Passing - 58.3

RECIPROCAL SALESPERSON

EXAMINATION

Overall

Taken - 24
Passed - 20
Overall Passing % - 83.3

First Time

Taken - 22
Passed - 19
First Time Passing - 86.4

RECIPROCAL BROKER

EXAMINATION

Overall

Taken - 25
Passed - 24
Overall Passing % - 96.0

First Time

Taken - 23
Passed - 22
First Time Passing - 95.7

QUESTION
Is a Code of Ethics course required for license renewal?

ANSWER
No. The Code of Ethics course is required to be taken every four years to maintain membership in the National Association of REALTORS® (NAR). It is not required for license renewal. A licensee who takes a Code of Ethics course may receive continuing education credit if the course has been submitted to the Real Estate Commission for approval. The Commission does not give continuing education credit for the Code of Ethics online course that can be taken on the NAR website.