

The Educator

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EDUCATION RENEWALS

It is that time again! All instructors, school administrators, schools, and courses must be renewed by September 30 according to Rule 790-X-1-.10 of Alabama License Law. A mailing with education renewal information has been sent. As with the education renewal in 2011, all renewals must take place online through the Commission's website and payments must be made by e-checks or credit cards.

As you prepare for renewals, please remember important expectations:

- ◆ On course renewals, you will be asked to give a detailed explanation of how your course benefits the **client or customer** of the licensee that will take the course...not the actual individual taking the course. You will then write your course objectives and timed outline based on that explanation.
- ◆ Do not submit the same course outline that was submitted for initial approval or for renewal in 2011 if you have made changes in the content and delivery of the course.
- ◆ All courses that you will continue teaching must be renewed, even if there is no renewal fee (i.e., prelicense, post license, Risk Management courses).

The Education Division will be available to answer any questions you have during the renewal process.

QUESTION

If I decide not to renew my school during this upcoming Education Renewal, what must I do with my school records?

ANSWER

According to Rule 790-X-1-.06(5)(m) and 790-X-1-.12(7), *"In the event a school closes and there is no school to whom the records would revert, the records for the previous four years must be turned over to the Commission."*

If a branch closes and the records can be turned over to the parent school, it will not be necessary for the records to be given to the Commission. The same applies if a school is bought by another school. The records could simply be turned over to the new owners and they will continue to maintain the records in compliance with the requirements in license law.

As the rule explains, the records are turned over to the Commission only when no other party is available to take responsibility for those records. If additional questions arise, please feel free to contact the Education Division.

CDEI Course Required for Renewal

If you are renewing your CDEI designation for the first time after earning it three years ago, you must complete the eight-hour CDEI Renewal Course. After completing the renewal course, you will be notified of your completion and also receive a certificate identifying your updated certification expiration date.

Those who are renewing the CDEI designation for the second time after completing the first renewal course three years ago must still renew this year even though a renewal course does not have to be completed. The CDEI program is still growing and a course for the second designation renewal is not available.

Therefore, the second CDEI renewal only involves completion of a renewal form and payment.

Basic information for the CDEI designation can be found at idecc.org. Information will be provided soon to those designees who are looking at the second renewal.

Instructor Training Recap

We are sure most of our prelicense/post license instructors are really missing instructor training. The Commission usually offers at least two if not three instructor trainings every year to make sure all prelicense/post license instructors have the opportunity to earn the required 12 hours as well as benefit from the information that is shared.

Risk Management Training at the Hyundai Plant in October of 2012

The Risk Management training offered in October of last year provided all CE that instructors would need for the 2013 education renewal. There was good attendance, and valuable information was shared by Anne Powell and Jim Lawrence to prepare instructors for the newly developed Risk Management courses divided into Levels 1 and 2.

Instructor Training at the AREEA Spring Meeting in April of 2013

There were some instructors who even attended the AREEA training with Len Elder in Mobile to get extra hours and great information to improve the value

of their teaching skills and presentations. Sometimes the value of a training overrides the excess hours that would be acquired.

We are now in the process of planning instructor training that will be offered during 2014 providing opportunities for the required 12 hours for education renewal in 2015. The Education Division looks forward to finding beneficial presenters and topics that can attract instructors and provide benefits. Information regarding these trainings will be publicized when it is available.



Classroom VS. Distance Education

We have heard some classroom instructors express concern over demand for distance education (online) courses eventually resulting in the extinction of classroom courses. This involves the fear that younger licensees will prefer doing everything online instead of actually attending classroom offerings leading to the slow decline of classroom offerings. Will this actually happen?

The following charts were prepared for the commissioners of the Alabama Real Estate Commission due to a special request for information. This is worth sharing with instructors and administrators as well since that is where concern was originally expressed. Look at the following charts to see statistics from the last license period and current statistics through the end of May for the current license period. This is a nice picture of where Alabama license applicants and licensees are choosing to satisfy education requirements.

2011-2012 License Period (10/01/2010 to 09/30/12)

| Course Type | Classroom | % | Distance Education | % | Total |
|------------------------------|---------------|-------------|--------------------|-------------|---------------|
| Salesperson Prelicense | 1,030 | 50.0 | 1,028 | 50.0 | 2,058 |
| Broker Prelicense | 101 | 27.4 | 268 | 72.6 | 369 |
| Post License | 399 | 32.2 | 841 | 67.8 | 1,240 |
| Reciprocal Salesperson | 54 | 19.3 | 226 | 80.7 | 280 |
| Reciprocal Broker Prelicense | 34 | 16.7 | 169 | 83.3 | 203 |
| Risk Management | 8,660 | 66.7 | 4,331 | 33.3 | 12,991 |
| Elective CE | 34,367 | 68.7 | 15,645 | 31.3 | 50,012 |
| All Courses | 44,645 | 66.5 | 22,508 | 33.5 | 67,153 |

2013-2014 License Period (10/01/2012 to 05/31/2013)

| Course Type | Classroom | % | Distance Education | % | Total |
|--|--------------|-------------|--------------------|-------------|--------------|
| Salesperson Prelicense | 381 | 45.1 | 463 | 54.9 | 844 |
| Broker Prelicense | 23 | 29.5 | 55 | 70.5 | 78 |
| Post License | 147 | 50.5 | 144 | 49.5 | 291 |
| Reciprocal Salesperson Prelicense | 10 | 11.6 | 76 | 88.4 | 86 |
| Reciprocal Broker Prelicense | 4 | 6.0 | 62 | 94.0 | 66 |
| Risk Management: That Delicate Balance | 9 | 3.9 | 221 | 96.1 | 230 |
| Risk Management: Avoiding Violations (Level 1) | 376 | 70.9 | 154 | 29.1 | 530 |
| Risk Management for Brokers (Level 2) | 238 | 77.3 | 70 | 22.7 | 308 |
| Risk Management for Salespersons (Level 2) | 102 | 55.1 | 83 | 44.9 | 185 |
| Elective CE | 4,424 | 74.2 | 1,537 | 25.8 | 5,961 |
| All Courses | 5,714 | 66.6 | 2,865 | 33.4 | 8,579 |

NOTE: *Risk Management: That Delicate Balance* was approved by commissioners to be offered through December 31, 2012 since the new Risk Management courses were still being developed by distance education providers and classroom instructors. That is the reason for the inclusion and the small numbers in the 2013-2014 License Period.

2013 REEA Conference

The 2013 REEA Conference was recently held in Ames, Iowa on the campus of Iowa State University.

This year's theme was **Insight, Action, and Growth** which was representative of REEA's situation over the last 18 months. The recent challenges required **Insight** in order to overcome, **Action** in order to move forward, and now **Growth** is the result and focus for the future. The association is now on solid footing and is committed to bringing value to its members. REEA's membership is back on the rise with 398 members including ten who actually joined at the conference.

An IDW (Instructor Development Workshop) was held as a pre-conference event and was attended by a record crowd. Over 100 people attended the "30 Great Things Every Instructor Should Know" class that was taught by five DREI (Distinguished Real Estate Instructor) presenters. The course was based on the Generally Accepted Principles of Education and provided a great deal of information for all who attended.

Once the conference began, there were sessions covering the



topics of technology, distance education, instruction, auctions, legal updates, mortgage updates, leadership, communication, positioning for the future, as well as the do's and don'ts of working with Education Directors. Of all the presenters at the conference, Alabama has brought in four of them to offer trainings to our instructors and hope to bring others in the near future.

Although there were two members of the Commission and five Alabama instructors in attendance, it would be nice to have more attending future conferences. Alabama was offered as a potential location for an upcoming REEA conference so there may be one in our state in the near future. This would give Alabama instructors the opportunity to attend in large numbers.

Education Current Snapshot

As of May 11, 2013

Prelicensure/Post License Instructors **147**

Continuing Education Instructors **249**

Licensed Schools **64**

Approved Schools **107**

Salesperson Examination*

Taken - **872**

Passed - **385**

Overall Passing % - **44.2**

1st Time Passing % - **56.7**

Broker

Examination*

Taken - **60**

Passed - **46**

Overall Passing % - **76.7**

1st Time Passing % - **85.1**

Reciprocal Salesperson Examination*

Taken - **52**

Passed - **49**

Overall Passing % - **94.2**

1st Time Passing % - **95.8**

Reciprocal Broker Examination*

Taken - **37**

Passed - **36**

Overall Passing % - **97.3**

1st Time Passing % - **97.2**

**For period January-May 2013*

CALENDAR OF EVENTS

JULY

19 Commission Meeting

AUGUST

23 Commission Meeting

SEPTEMBER

2 Labor Day - Commission Office Closed

18-22 ARELLO Annual Conference - Seattle

26 Commission Meeting

29-Oct. 2 AAR Annual Conference - Nashville

30 Education Renewal Deadline

OCTOBER

14 Columbus Day - Commission Office Closed

17-18 New Instructor Orientation

24 Commission Meeting

NOVEMBER

11 Veteran's Day - Commission Office Closed

21 Commission Meeting

28 Thanksgiving - Commission Office Closed