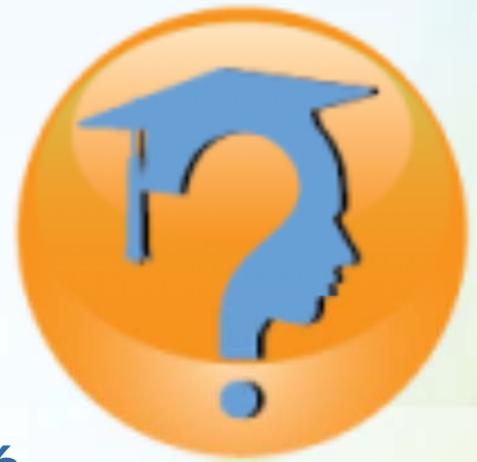


The Educator

Instructor Training Registration Form
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Education Snapshot
2016 Calendar of Events



Instructor Training-October 21, 2016

Putting Students First: Classroom Techniques That Enhance Learning



MIKE GAMBLIN will be presenting "Putting Students First: Classroom Techniques That Enhance Learning." Mike wears many hats. He opened Mike Gamblin Real Estate in 1992, a firm specializing in residential brokerage in the Treasure Valley and still remains the designated broker of the firm with approximately 15

agents. He holds the GRI (Graduate, REALTOR® Institute) and CRS (Certified Residential Specialist) designations.

Mike has been instructing real estate agents since 1998. In 2004 he opened the Idaho Real Estate School and by 2008 was Idaho's largest real estate school. Today the Idaho Real Estate School instructs new agents entering the business, as well as continuing education and broker prelicense courses around the state. An avid believer in staying involved in your profession, Mike has served as the president of the Ada County Association of REALTORS® in 1998 and was the 2004 State REALTOR® President. In 1998 Mike was the Board Forum Chairman for the National Association of REALTORS® where local REALTOR® boards would meet 3

times a year to discuss issues affecting them. Mike holds the CDEI (Certified Distance

Date: October 21, 2016
Course: Putting Students First: Classroom Techniques That Enhance Learning
Location: Alabama Real Estate Commission Training Room
Registration: 8:30–9:00 a.m.
Time: 9:00 a.m.–4:00 p.m.
Cost: \$95.00 (includes lunch and breaks)

Education Instructor) designation and is a member of the Real Estate Educators Association. In 2013 Mike was appointed to the Idaho Real Estate Commission by Governor Otter and is currently vice-chairman.

Completion of this training will provide six of the twelve hours needed to renew instructor approval in 2017. Remember, these hours 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. Make plans to attend this instructor training and acquire not only the hours needed for instructor renewal but also valuable information and knowledge that can be used in the classroom.

Registration
All participants must register through Auburn University's Office of Professional & Continuing Education (OPCE). The registration fee is \$95.00 which includes lunch and breaks.

REGISTRATION FORM

Putting Students First: Classroom Techniques That Enhance Learning

Presented by Mike Gamblin

Friday, October 21, 2016

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) *Classroom Techniques That Enhance Learning* – Received by October 7, 2016

(\$130) *Classroom Techniques That Enhance Learning* – Received after October 7, 2016

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.

Recent Rule Amendments Effective October 1

Recent rule amendments were first advertised and made available for comment on May 31 in an Education Essentials email. A public hearing was held at the Commission meeting on June 23 providing the opportunity for comments to be made directly to commissioners prior to the rules being adopted at the Commission meeting in July.

Although a total of nine rules were involved in the amendment process, some of these are merely adjustments in proper wording or references to information no longer being used. The six rules with substantive changes are explained below. For your convenience, each rule in its entirety will be added to the Instructor Resources section of the Commission's website.

Rule 790-X-1-.06 (Prelicense and Post License School Approval and Requirements)

This rule was amended to define the timeframes for prelicense and post license CMap entries as business days not including weekends and major holidays. Course credit must be submitted within three (3) business days of course completion. Currently, the deadline is based on calendar days, so this change should provide additional time to comply with the stated entry deadlines.

Also, the time a student is eligible to take and pass the license examination after completion of the salesperson and broker prelicense courses has been changed. The eligibility time is being reduced from one year to six months. We know that examinees have the best opportunity to pass the license examination when it is taken within the first 30 days after completing the prelicense course. The change in this deadline should encourage students to take the license examination as soon as possible.

This rule will affect all students who complete their prelicense course on October 1, 2016 or after. Students who complete the prelicense course prior to October 1 will still have the full year of eligibility to pass the license examination. We understand that this could create some issues for those finishing the course around the effective date so it is imperative that all students are aware of this change. You could have a student finish prelicense coursework in September but be required to take a make-up test due to a failure on the final exam or one of the incremental exams. If the make-up test is passed after October 1, that will be the end date of the course and this change will affect the student.

As a result of these changes, it will be necessary for you to review your exams and other paperwork for references to these timeframes so these items can be updated as needed.

Rule 790-X-1-.08 (Instructor Approval and Utilization)

The change in this rule is an attempt to further clarify the use of guest instructors. Prelicense and post license courses may use unapproved guest speakers without limitation as long as the approved instructor is present. There is really no change in regards to prelicense and post license courses.

The rule amendment addresses the use of unapproved guest speakers in a continuing education course. If one guest speaker is being utilized, he/she may present for only a portion of the class while the approved instructor is present and managing this additional content into the course material. An unapproved guest speaker may NOT teach the entire course. If multiple unapproved guest speakers are being used in a single continuing education



course to share their expertise, they will be able to be utilized without limitation as long as the approved instructor is present.

790-X-1-.10 (Application, Fees and Renewal Requirements for Instructors, Courses, Administrators, and Schools)

This amendment simply identifies a deadline and procedure for the change of Administrators at schools. If an Administrator of a school leaves, it will be necessary that this position be filled within 10 days. If a school is without an Administrator for more than 10 days, the school will automatically be placed on inactive status until a new Administrator is approved.

790-X-1-.11 (Course Content for Continuing Education)

Licensees are required to complete both Level 1 and Level 2 Risk Management courses to satisfy the continuing education requirement for license renewal and/or activation. Salespersons have had options when selecting their Level 2 Risk Management course while brokers were limited to the Risk Management for Brokers course. There are industry specific courses like Risk Management for the Commercial Practitioner and Risk Management for Property Managers that are available but could not be used by brokers to satisfy their Level 2 requirement.

In order to make the risk management courses more beneficial to all licensees, this amendment will allow brokers to have the same options that salespersons have. Beginning October 1, all licensees may satisfy the Level 2 Risk

Management requirement by completing Risk Management for Salespersons, Risk Management for Brokers, Risk Management for the Commercial Practitioner, or Risk Management for Property Managers courses. Since trust accounts are a crucial part of a qualifying broker's responsibilities, we are requiring that this information be included in all Level 2 courses.

790-X-1-.12 (Continuing Education Course Approval and Requirements)

This amendment allows the entries into CMap for continuing education to also be based on business days as seen in Rule 790-X-1-.06 for the prelicense and post license courses. Schools offering continuing education courses will have 5 business days to enter the schedule into CMap and 10 business days to award the credit after course completion. Remember, that weekends and major holidays will not be included in these deadlines.

790-X-1-.16 (Audits of Approved Schools and Instructors)

This rule is being amended to remove the requirement of schools to maintain registration records for their classes. The intent behind the original rule was to ensure that schools had the knowledge needed to adequately prepare for the projected number of students who might attend classes. With registration information, schools could confirm they had ample seating accommodations and course materials for all attendees. This required document is being removed from Rules 790-X-1-.06 and 790-X-1-.12 because seating is addressed in Rule 790-X-1-.19.

If there are any additional questions regarding these rule amendments or how they will directly affect your school, please contact the Education Division.

Commission Meetings Show Where Education is Needed

Most real estate courses offered for continuing education address common topics for licensees who mainly assist the public with buying and selling houses. There are other areas such as commercial real estate and property management where courses can be developed to help educate licensees in those specific areas and give them more options for satisfying the CE requirement.

Property management became more popular when the economy negatively affected the selling of houses. Since licensees were not able to sell the number of houses needed for their desired income, some decided to move into property management during that time. However, licensees did not avail themselves to the proper education in that area resulting in some licensees violating Alabama License Law by mishandling the funds of other people. As a result, the Commission continued to see licensees appear before commissioners due to formal complaints based on the fact that they mishandled the funds of others while attempting to manage properties for a fee.

Instructors can attend Commission meetings and actually see where education is needed. Property management is one of those areas. Feel free to visit the Commission for monthly meetings to see the variety of license law violations that are taking place and leave with great ideas for course development.

Publishing of Pass Rates

Beginning on October 1, the salesperson and broker examination pass rates for all schools will be published on the Commission's website. This information will be in a document located in the Education area of the Commission's homepage.

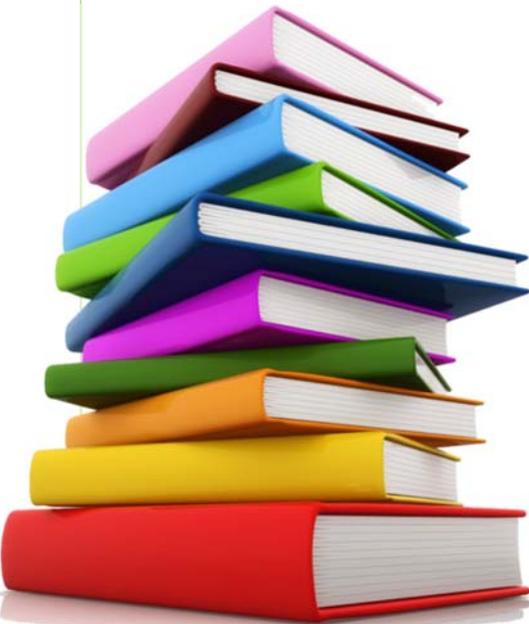
The listing will include passing percentages for the number of examinees who pass the exam the first time and passing percentages for all examinees, including retakes. The actual number of examinees used to calculate the averages will also be shared. These pass rates will be updated every month always representing the previous twelve months.

The examination numbers and passing percentages will also be identified in the Course Search Details for prelicense courses along with the specific course information such as dates and contact information shared by schools. This will allow the consumer to have access to a school's pass rates when selecting a school for prelicense courses.

Access to Required Documents

Documents and other requirements for prelicense, post license, and continuing education courses will be organized for each course and available on the Commission's website in the Instructor Resources area. It may be difficult for some instructors and administrators to remember the requirements for the various types of courses. A list of requirements for each course would be beneficial, so the Commission is organizing these documents to help instructors and administrators easily identify the needs for a specific type of course. For example, all documents and requirements that must be followed during a salesperson prelicense course will be combined in one area so they can be easily identified.

This will be available on the website by the end of the year so it can be used beginning in 2017. This will provide the information needed to make sure all requirements are being satisfied and all information is being shared with students in a specific course. Keep your eyes open for this new addition that will help everyone be more organized and prepared for courses to guarantee students hear and receive important information.





QUESTION

Since licensees are renewing and beginning to take CE for the next license renewal, what are the new Risk Management requirements?

ANSWER

Rule 790-X-1-.11 has been amended to allow all licensees to take any of the Level 2 Risk Management courses they desire. For example, qualifying brokers and associate brokers are no longer required to complete Risk Management for Brokers. They can choose Risk Management for Salespersons, Risk Management for Property Managers, or Risk Management for Commercial Practitioners. Any of these courses will satisfy the requirement. This rule amendment will not be official until October 1, but it can apply to any course taken for license renewal in 2018 or for license activation after October 1.



SALESPERSON EXAMINATION

Overall	First Time
Taken - 1775	Taken - 885
Passed - 803	Passed - 512
Overall Passing % - 45.2	First Time Passing % - 57.9

BROKER EXAMINATION

Overall	First Time
Taken - 95	Taken - 78
Passed - 82	Passed - 67
Overall Passing % - 86.3	First Time Passing % - 85.9

RECIPROCAL SALESPERSON EXAMINATION

Overall	First Time
Taken - 106	Taken - 103
Passed - 105	Passed - 102
Overall Passing % - 99.1	First Time Passing % - 99.0

RECIPROCAL BROKER EXAMINATION

Overall	First Time
Taken - 62	Taken - 51
Passed - 50	Passed - 44
Overall Passing % - 80.6	First Time Passing % - 86.3

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@arecalabamagov
arec.alabama.gov

2016 CALENDAR OF EVENTS

- SEPTEMBER** 29 Commission Meeting –Montgomery
- OCTOBER** 10 Commission Closed –Columbus Day/
Fraternal/American Indian Heritage Day•
- 21 Instructor Training –Mike Gamblin
- 27 Commission Meeting –Montgomery
- NOVEMBER** 11 Commission Closed –Veterans Day•
- 17-18 New Instructor Orientation
- 24 Commission Closed –Thanksgiving•
- DECEMBER** 1 Commission Meeting –Montgomery
- 26 Commission Closed -Christmas•

•Commission Offices Closed for State Holiday