



# THE EDUCATOR

a publication of the Alabama Real Estate Commission

SEPTEMBER 2026



## MANDATORY RISK MANAGEMENT COURSE CHANGE

The mandatory Risk Management course is changing effective **October 1**.

- The current course entitled *Risk Management: Initial Contact to Accepted Offer* **must not** be offered after September.
- The new course entitled *Risk Management: From Signed to Sold* will be effective on **October 1**.

This means all licensees who are taking CE courses after September for a late renewal or for license activation must complete *Risk Management: From Signed to Sold*, **even if they have already completed the previous Risk Management course.**

Please change your course outlines and make sure you are teaching the correct Risk Management course beginning in October. Only instructors who attended the Risk Management IDW in May can teach the new course. Instructors who did not attend that training must wait until the next one is offered before teaching the new Risk Management course.



### REMEMBER:

1. A few changes were made to the Mandatory Broker CE Course outline, and those changes must be taught beginning **October 1**. Therefore, the updated course outline shared at the IDW must be used beginning **October 1**.
2. Remember to change the name of your Risk Management course when you advertise it and make sure you use the correct course title, which is *Risk Management: From Signed to Sold*.

Contact the Education Division if you have any questions.

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## REAL ESTATE LEGISLATION REMINDER: CHANGES TO LICENSE LAW

Two legislative acts became effective on **October 1, 2025**. Acts 2025-59 and 2025-380 resulted in changes to RECAD, out-of-state co-brokerage agreements, fines, and teams.

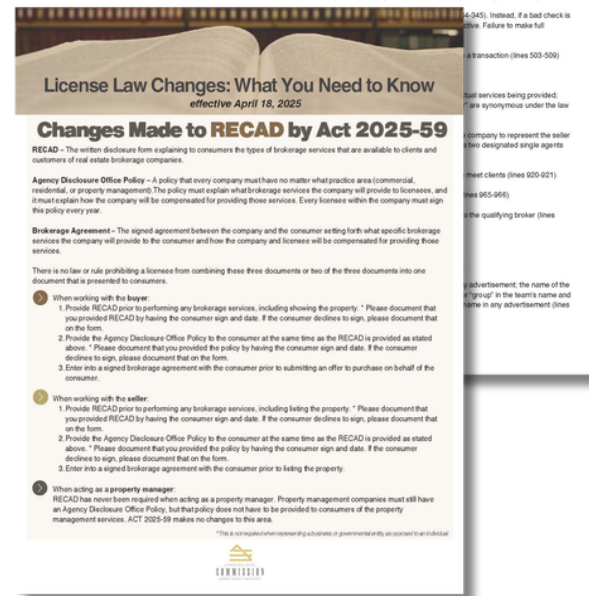
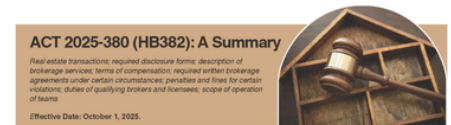
Explanations of all changes can be accessed by selecting a [Statutory Changes link](#) under Laws on the Commission's homepage. Take the opportunity to review this information which includes the actual Acts, summaries, whitepapers, forms, etc. Also, please make sure all prelicense, post license, and CE courses that contain this information have been updated accurately.

As a reminder, license examination items were reviewed and shared with Pearson for proper changes to be made. All examination items that were changed are tested on actual examinations before being scored. When acceptable performance has been identified, they will become scored items that determine the final score of the examination.

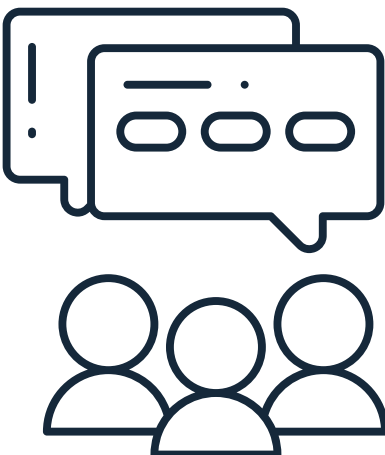
The upcoming changes to licensing and education were included in Act 2025-379, and they will be effective **October 1, 2028**. The Commission is in the process of preparing for these changes and more information will be shared when needed.

As instructors, please do not simply attempt to recall the upcoming changes to the licensing process and the effective date when talking to students. We have heard from licensees who were either told incorrect information or did not correctly understand the information they were told in a class. For example, one licensee called the Commission asking about the new 120-hour prelicense course that must be taken now and the license examination that is twice as hard. Neither is correct.

If you desire to share upcoming licensing and education changes with licensees, please tell them the effective date of the changes is **October 1, 2028**, and provide the PDF summary of Act 2025-379, previously identified as HB 225. This is better than attempting to correctly recall the changes.



## ATTENTION: PRIMARY DISTANCE EDUCATION PROVIDERS



Make sure you have developed the new course for *Risk Management: From Signed to Sold*. The new course must be certified by ARELLO for design and delivery before it is submitted to the Commission for content review. This course must replace the current *Risk Management: Initial Contact to Accepted Offer* on your website where individual courses and course packages are sold on **October 1**.

Also, replace the current Mandatory Broker CE Course with the updated course. Both the *Risk Management: From Signed to Sold* and the updated Mandatory Broker CE Course must be available on **October 1** for Alabama licensees.

As a reminder, new prelicense course outlines and other training outlines effective **October 2028** are being developed and will be shared in the near future to allow time for course development, ARELLO certification, and Commission approval.

## REMEMBER COURSE SCHEDULING IN EDUCATION MANAGEMENT (CMap)

The Commission is seeing an increasing number of real estate courses being offered without being entered in Manage Course Schedules in [Education Management \(CMap\)](#).

All scheduled courses are required to be entered in Education Management so they appear in Course Search on the Commission's website. These scheduled courses include 6-hour reciprocal prelicense courses that are being offered as part of a 60-hour prelicense course. The purpose of this is to allow licensees to see available courses in their area and also to allow education auditors to see available courses. This requirement is identified in Rules 790-X-1-.06 and 790-X-1-.12 in license law.

Failure to submit scheduled courses may be a simple oversight and not a common practice. However, we are seeing an increasing number of courses that were not entered in Manage Course Schedules when the course credit is submitted. Based on this, we are sending email notices to schools and administrators when this occurs. After multiple occurrences, our Legal Division wants to be notified to see if legal action is needed based on a violation of license law.

**Please make sure all prelicense, reciprocal prelicense, post license, and CE courses are entered into Education Management and appear in a Course Search prior to being offered. This is the responsibility of the school's administrator, but all instructors can check to verify.**



### SCHEDULING RECIPROCAL PRELICENSE COURSES

Some schools and instructors are offering a 6-hour reciprocal salesperson prelicense course as part of a 60-hour salesperson prelicense course. There is nothing wrong with that since the same content is taught in both courses. The same would apply to a 6-hour reciprocal broker prelicense course being offered during a 60-hour broker prelicense course.

However, these are still two separate courses and must be entered in [Education Management](#) and advertised as two separate courses. Even if they are offered at the same time and taught by the same instructor, these are two different courses that must be advertised that way.

If you are offering reciprocal prelicense courses as part of a 60-hour prelicense course, please enter both courses in [Education Management](#) so they are advertised separately.



## NAME CHANGE REMINDER

As mentioned in the January 2026 issue of The Educator newsletter, the Pearson VUE name is changing to be known simply as Pearson — part of a broader company-wide rebrand that brings all of Pearson's offerings together.

This is simply a name change.

Their commitment remains unchanged, and candidates will continue to receive the same exceptional exam delivery, security, and services that have always defined Pearson's work.

More information will be coming soon as they implement transition plans.



## SECURITY SCANNING UPDATE

The addition of security scanning (a.k.a. security wand) to candidate check-in started at all Pearson Professional Centers (PPCs) in April. All sites were fully launched by the end of the second quarter. This is strengthening candidate check-in policies to maintain exam integrity. All candidates at PPCs must be scanned during check-in. Those with medical or religious reasons may seek a waiver from Pearson using the established accommodation process. Pearson will enforce a zero-tolerance policy regarding the possession and/or use of unauthorized electronic devices in the testing area.

This policy mandates that unless pre-approved, all electronic devices are strictly forbidden inside the testing area.

Candidates will be instructed to power off and store all electronic devices, such as mobile phones, smart watches, and camera glasses before heading to the proctor station.

Candidates who fail to do so will not be permitted to test and may forfeit any exam fees paid.





#### QUESTION:

When can I start teaching the new Risk Management course?

#### ANSWER:

The new *Risk Management: From Signed to Sold* course is not effective until **October 1, 2026** and should not be taught prior to that date. The **current** *Risk Management: Initial Contact to Accepted Offer* course should not be taught after September. Any licensee in need of CE to activate a license in October must take the new *Risk Management: From Signed to Sold* course, even if the current Risk Management course was completed.



#### September

|    |                    |
|----|--------------------|
| 24 | Commission Meeting |
| 30 | CE Deadline        |

#### October

|       |                                                                                   |
|-------|-----------------------------------------------------------------------------------|
| 1     | <b>New</b> <i>Risk Management: From Signed to Sold</i> is effective and mandatory |
| 12    | Commission Office Closed                                                          |
| 15-16 | New Instructor Orientation                                                        |
| 21    | Coffee with the Commission                                                        |
| 22    | Commission Meeting                                                                |

#### November

|       |                            |
|-------|----------------------------|
| 11    | Commission Office Closed   |
| 18    | Coffee with the Commission |
| 19    | Commission Meeting         |
| 26-27 | Commission Office Closed   |

#### December

|    |                          |
|----|--------------------------|
| 25 | Commission Office Closed |
|----|--------------------------|

*Dates and events are subject to change.*



## EDUCATION SNAPSHOT MARCH - AUGUST 2026

### Salesperson Examination

#### Overall

Taken – 2,038  
Passed – 1,145  
Overall Passing % – 56.2

#### First Time

Taken – 1,251  
Passed – 866  
First Time Passing % – 69.2

### Broker Examination

#### Overall

Taken – 293  
Passed – 162  
Overall Passing % – 55.3

#### First Time

Taken – 171  
Passed – 122  
First Time Passing % – 71.3

### Reciprocal Salesperson Examination

#### Overall

Taken – 335  
Passed – 282  
Overall Passing % – 84.2

#### First Time

Taken – 286  
Passed – 245  
First Time Passing % – 85.7

### Reciprocal Broker Examination

#### Overall

Taken – 192  
Passed – 135  
Overall Passing % – 70.3

#### First Time

Taken – 138  
Passed – 99  
First Time Passing % – 71.7

ALABAMA REAL ESTATE  
**COMMISSION**  
EMPOWER, CONNECT, AND EDUCATE

**Get in Touch**  
1201 Carmichael Way  
Montgomery, AL 36106

Tel (334) 242-5544  
Fax (334) 270-9118  
arec@arec.alabama.gov