

The Educator

Instructor Training: Using Engagement to Improve Student Performance | May 12



PeggyAnn McConnochie will be presenting suggestions on how to improve prelicense instructor skills in preparing students for a license examination. This can be done through engagement and teaching what they need to know and retain to pass the license examination. The similarities and differences between the former license examination provider (PSI) and the new examination provider (Pearson VUE) will be discussed to assist in making a successful and smooth transition.

PeggyAnn McConnochie is the owner of a consulting company based in Juneau, Alaska that specializes in real estate education and training, real estate mediation and facilitation, brokerage planning, expert witness work, and real estate success "coaching." She offers prelicense, post license, and CE courses via classroom, correspondence, virtual, and blended trainings. PeggyAnn is a member of the DREI (Distinguished Real Estate Instructor) Council and serves on the DREI Video Review Committee. She served on the Board of Directors for REEA (Real Estate Educators Association) and has served on the Alaska Real Estate Commission including the position of Chair of the Commission for several years. In addition to

receiving the DREI in 2016, she has also received the Distinguished Service Award from the National Association of REALTORS® and REALTOR® of the Year from the Alaska Association of REALTORS® on two separate occasions.

Completion of this training on May 12 will provide six of the twelve hours needed to renew instructor approval this year. 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.

Date

May 12

Course

Using Engagement to Improve Student Performance

Location

Alabama Real Estate Commission Training Room

Time

9:00 a.m. – 4:00 p.m.

Cost

\$129 for early registration and \$159 for late registration

Registration

Registration is currently available on Auburn University's Office of Professional & Continuing Education website at auburn.edu/outreach/opce/rel/arec.

Instructors who are only approved to offer CE courses are **not** required to have the 12 hours of instructor CE to renew their instructor approval. Those hours are only required for prelicense instructors.

CDEI Renewal Course

All instructors who have had the Certified Distance Education Instructor (CDEI) designation for any length of time know that some renewals have had different requirements. For example, one renewal simply consisted of a requirement to answer specific questions and share personal benefits of the CDEI. Other renewals required the completion of multiple renewal courses. That is no longer the case. The CDEI renewal now only requires the completion of one CDEI Renewal Course for each renewal. This renewal course can also contribute toward Alabama

prelicense instructor renewal by satisfying 6 of the 12 instructor CE hours that are required. Simply send the CDEI course completion certificate to the Education Division and receive 6 hours of instructor CE credit.

If your CDEI designation is up for renewal soon, you may have already received notification of the new renewal course from ARELLO/IDECC. Many hours of work have been spent by ARELLO members and Dr. Mac Adkins writing and reviewing the lessons of this course to make sure that it



provides valuable information. Commission staff members Ryan and Pam have already completed the renewal course and there are 83 Alabama instructors who have the CDEI designation. If you have questions about the CDEI designation or an upcoming renewal, feel free to contact us.

INDEX

- Salesperson Prelicense Course Instruction: Care Enough to Change
- License Examination Registration
- Pearson VUE Reports
- License Examination Scoring
- Q & A
- Instructor Orientation Dates
- Calculator Policy Change
- Education Snapshot
- Calendar Of Events

REGISTRATION FORM

Using Engagement to Improve Student Performance

Presented by PeggyAnn McConnochie

Friday, May 12, 2023

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.

- (\$129) *Using Engagement to Improve Student Performance – Received by April 28, 2023*
- (\$159) *Using Engagement to Improve Student Performance – Received after April 28, 2023*

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/opce/re

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.

Salesperson Prelicense Course Instruction: Care Enough to Change

Students make significant sacrifices to attend *Salesperson Prelicense* courses, and they bring big dreams to your classroom. Your preparation directly affects your students' success. The main purpose of the *Salesperson Prelicense* course is to help students learn the content needed to pass the license examination and become licensed. Making time to plan effective instruction, activities, and tests covering the license examination content demonstrates that your primary goal is the success of your students.

A common problem that we

are seeing in the *Salesperson Prelicense* courses is that much of the content being taught is on topics that will not be included on the license examination. Instructors are using a textbook to guide instruction instead of the license examination outline. Textbooks can be good resources, but they contain a vast amount of information that is not on the license examination. Help students focus on relevant content by also using your knowledge and experience and your own sources.

Concentrated planning, studying, instruction,

activities, and testing based on the license examination outline should greatly increase your school's pass rate. If your students are continually not passing the license examination, do you care enough to change your plan to better meet their needs?

Below are reminders/ planning tips for teaching this course:

- Make sure you are using the correct course outline. Current outlines can be found at arec.alabama.gov under *Professionals/Education/ Education Resources*.
- Know the course outline thoroughly, including the number of examination items in each section. Concentrate on this content instead of every chapter or section in a textbook. Do not waste time covering complete chapters of a textbook or assigning all unit review questions if that content is not included

on the license examination.

- Know the content thoroughly enough to not have to read much from a source during instruction.
- Create incremental quizzes and tests that reflect what students will see on the license examination. Encourage students to take the practice exams available at pearsonvue.com/all/realstate. You may order practice exams for yourself for insight on what students can expect on the license examination.
- Plan engaging activities that require students to use content knowledge.

Your efforts in providing solid instruction for your students is appreciated! Thank you to those who work hard to help students make their dreams come true.



License Examination Registration

It is important to make sure that prelicense students are aware that when registering with Pearson VUE to schedule a licensing examination, the name that they use must match the name on the form of ID that is presented. The names must be an exact match, or the students will be turned away when they arrive to take the license examination.

This inconvenience can be avoided by looking at their ID, such as a driver's license, and entering the exact name when pre-registering on our website to obtain an ID number. If the names do not

match, we must resend the data to Pearson VUE prolonging the registration time.

It is also very important to go over the license examination registration process with your students. Many students call the Commission to schedule a license examination within hours of completing a prelicense course. Please remind them that you have 3 business days to submit the course credit to us. They can log in to our website and check their Education History to see when the prelicense course credit has been posted. Once

it has been submitted, we then transmit that information to Pearson VUE at the end of each day. Examination candidates can contact Pearson VUE the following day at 888-926-9488 or home.pearsonvue.com/all/realstate to register and schedule the license examination using the ID number with the ARO prefix.

These simple steps can go a long way to simplify registering for the license examination.

Hopefully the students will then be less anxious about the process and can concentrate on the task of achieving a passing score.



Pearson VUE Reports

As you know, the Commission changed examination providers in January of this year from PSI to Pearson VUE. In the past, Administrators had to log in to the PSI Portal to see performance reports for students, but now an email with this information is sent by Pearson VUE every Monday. The Commission staff worked with Pearson VUE to find the reports that would provide similar information schools had been accustomed to viewing. Administrators should receive three separate emails with one report per email. These emails are sent only to schools that had students take a license examination during the previous week. If

someone is the Administrator for all school branches, a set of emails will be received for each branch.

The three reports being sent are explained below so Administrators will know the information being received and how to interpret it.

EXAM PERFORMANCE SUMMARY BY SCHOOL

This report gives a general breakdown of each examination and provides the number of examinees, the number passing, and the passing percentage. This report also separates the repeaters and their performance on the examination and lastly provides overall performance with both groups combined. This is a great snapshot of how a school's students are performing.



SCHOOL CONTENT AREA PERFORMANCE

This report provides the performance of a school's students on the individual content areas as compared to the performance of other schools on those same content areas. The information from this report also identifies weak areas that may require more emphasis during instruction. Since it also provides an average of how examinees from other schools perform on those same areas, an Administrator can glean how the performance of students

from his/her school compares to other schools.

CANDIDATE PERFORMANCE DETAIL BY SCHOOL

This report provides performance information on a school's individual students for the different sections of the examination. This report was not originally provided, but it became available on March 6.

It would be beneficial if Administrators would make this information available to prelicense instructors so they can adjust their instruction if it is seen to be necessary. Do not simply let these emails clutter your inbox. Use the information to make your prelicense courses the best they can be. If you have questions, please contact the Education staff.

License Examination Scoring

The current license examination score reports used by Pearson VUE are different from those used by previous license examination providers. The current score reports are marked as *Pass* or *Fail*. The Passing Scaled Score of 70 is included to identify the minimum score needed to pass the examination. If passed, the score report does not provide the actual scaled examination score. It simply states the examination was passed. However, if failed, the scaled numeric score is identified along with diagnostic information relating to both the general section and the state-specific section. In other words, a failing examinee can identify the content areas where improvement is needed.

As has always been the case with previous license examination providers (AMP and PSI), a scaled score is used. This is based on the

fact that the difficulty of examination forms can vary slightly based on the examination items that were automatically chosen. To guarantee all examinees are tested the same way with no unfair advantage or disadvantage, a statistical procedure known as equating is used. Professional psychometricians determine the equating process to guarantee no examinees have an advantage over other examinees.

Also, there is no longer a license application attached to the score report. If a candidate has passed the examination, a link is identified on the score report providing access to a license application that can be printed. This application is still in the development process and will eventually be an electronic application to be completed online instead of printing. This will be shared with everyone when it

becomes available.

For more information on license examination scoring, please refer to the current Candidate Handbook that is only available on the Alabama section of Pearson VUE's

website. It can be accessed using the following link: home.pearsonvue.com/all/realstate. This link and the Pearson VUE phone number are both identified on our homepage.



Alabama Real Estate Commission



Candidate Name
Address Line 1
Address Line 2
City, State PostalCode

Candidate ID: 53330
Exam Date: 11/30/2022

Examination: **Alabama Salesperson**
Examination Result: **FAIL**
Passing Scaled Score: 70 Your Scaled Score: 40



Alabama Real Estate Commission



Candidate Name
Address Line 1
Address Line 2
City, State PostalCode

Candidate ID: 54321
Exam Date: 11/29/2022

Examination: **Alabama Salesperson**
Examination Result: **PASS**
Passing Scaled Score: 70 Your Scaled Score: Pass



QUESTION

Do my prelicense students know the license examination score when they pass?

ANSWER

Pearson VUE does not provide an actual score on passing score reports. The score report shows the required score to pass (a passing scaled score of 70) and the candidate's scaled score of PASS. If someone fails the license examination, the score report will show the passing scaled score of 70 and the candidate's actual scaled score along with the performance in each section. This helps a failing candidate know how to prepare for a retake.

Instructor Orientation Dates

June 8-9
August 24-25
November 2-3

Calendar of Events

Dates and events are subject to change

April

20 Commission Meeting in Huntsville
24 Commission Offices Closed

May

12 Instructor Training with PeggyAnn McConnochie
24 Coffee With the Commission
25 Commission Meeting
29 Commission Office Closed

June

5 Commission Offices Closed
8-9 New Instructor Orientation
20-24 REEA Conference in Las Vegas
21 Coffee With the Commission
22 Commission Meeting

July

4 Commission Offices Closed

August

16 Coffee With the Commission
17 Commission Meeting
18 Instructor Training with Theresa Barnabei
24-25 New Instructor Orientation



Education Snapshot

January-March 2023

SALESPERSON EXAMINATION

Overall

Taken - 1,276
Passed - 718
Overall Passing % - 56.3

First Time

Taken - 905
Passed - 578
First Time Passing % - 63.9

BROKER EXAMINATION

Overall

Taken - 185
Passed - 65
Overall Passing % - 35.1

First Time

Taken - 105
Passed - 42
First Time Passing % - 40.0

RECIPROCAL SALESPERSON EXAMINATION

Overall

Taken - 226
Passed - 206
Overall Passing % - 91.2

First Time

Taken - 213
Passed - 193
First Time Passing % - 90.6

RECIPROCAL BROKER EXAMINATION

Overall

Taken - 95
Passed - 75
Overall Passing % - 78.9

First Time

Taken - 84
Passed - 65
First Time Passing % - 77.4

Calculator Policy Change

In the past, license examination candidates were instructed to bring a simple four-function calculator to the test center to use when taking the license examination. Pearson VUE, the new examination provider, **does not** allow calculators to be brought into the test center, nor do they provide a physical calculator to the candidates. There will, however, be a calculator within the examination that students can access to perform calculations.



Please make sure your prelicense students are aware of this change, so they are not surprised on the day of their examination with this information. Students do not need the added stress of thinking that they will not have access to a calculator.