Alabama Real Estate Commission AUGUST 2014

The Educator

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Instructor Training October 17, 2014

Len Elder—Train The Trainer

An acclaimed national instructor, **Len Elder** serves as the Senior Instructor and Curriculum Developer at the Superior School of Real Estate's Raleigh, NC campus.

Len was previously located in Tucson, AZ where he was co-owner and course architect of a national real estate training and coaching company. He was also a senior instructor at the Hogan School of Real Estate for nearly a decade. Len leads instructor development workshops across the country and has earned the Distinguished Real Estate Instructor (DREI) certification with the Real Estate Educators Association (REEA). He is a regular speaker and presenter at conferences and conventions for the National Association of REALTORS®, the North Carolina Real Estate Educators Association, the Arizona Association of REALTORS®, and REEA.

Len is a great communicator who makes real estate education fun and engaging. His commitment to excellence and passion for the business will inspire anyone ready to put their real estate career into high gear.

Remember, the hours for this training 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. 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.

Date
October 17, 2014

Course
Train The Trainer

Location
Alabama Real Estate Commission Training Room

Registration Time
8:30—9:00 a.m.

Time
9:00 a.m.—4:00 p.m.

Cost
$95.00 (includes lunch and breaks)

How To Register
All participants must register through Auburn University's Office of Professional & Continuing Education (OPCE).

Use the enclosed registration form or register online at **auburn.edu/outreach/opce/re/arec.htm.**

REGISTRATION FORM

Instructor Development Workshop

Presented by Len Elder

Friday, October 17, 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)** ***Instructor Development Workshop*** **– Received by October 3, 2014**

❒ **($130)** ***Instructor Development Workshop*** **– Received after October 3, 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.

New Registration Process for Salesperson Prelicense Students

To support our efforts to protect social security numbers, all students in a salesperson prelicense course must pre-register and receive an identification number on the Commission's website in order for their credit to be sent to AMP for examination scheduling. As with many changes, certain things are learned after the change has been made effective. This article addresses one of these items involving the age of an individual who is getting licensed.

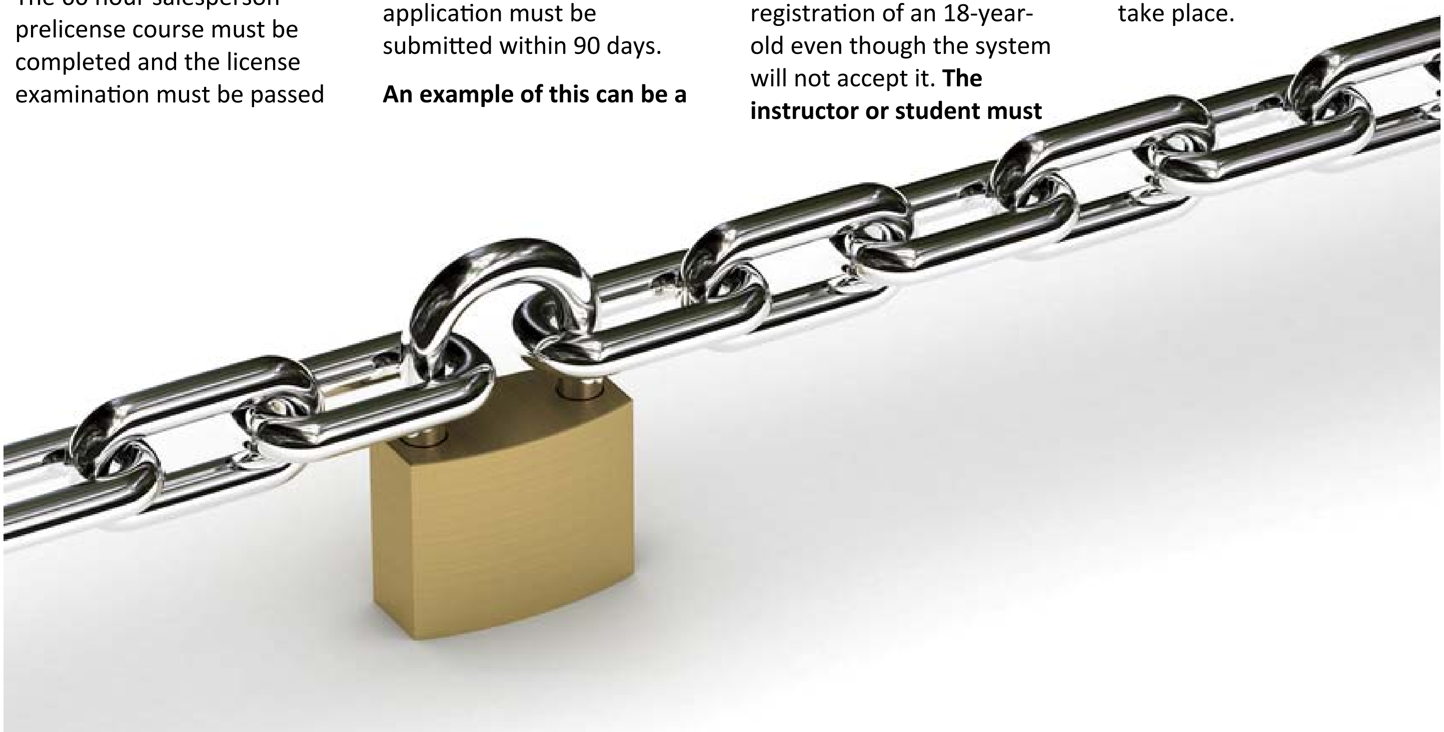
According to Alabama License Law, an individual will not be licensed prior to the age of 19. However, what about the license requirements that must be satisfied prior to licensure? The 60 hour salesperson prelicense course must be completed and the license examination must be passed prior to licensure. Since an individual must be 19 years old to be licensed, can he/she be 18 years old when completing the licensure requirements? That has always been allowed. However, the recent changes have revealed information that needs to be addressed. The system is not allowing an individual who is 18 years old to pre-register.

Before we look at an example, we need to identify the timing of licensure as identified in License Law. An individual has one year to complete the salesperson prelicense course. After that completion, the individual has one year to take and pass the licensing exam. Once the exam has been passed, the license application must be submitted within 90 days.

An example of this can be a salesperson prelicense student who takes the course while he is 18 years old. He may not become 19 years old until another six months have passed. Therefore, he should not take the licensing exam until 90 days prior to his birthday. This person has the right to wait the appropriate number of months to take the exam. However, that can be considered a disadvantage since the highest pass rates take place within one month of prelicense course completion. If an individual waits for a long period of time, the chances of passing the exam are significantly reduced.

After discussion, a decision was made to allow the pre-registration of an 18-year-old even though the system will not accept it. **The instructor or student must contact the Commission to let us know of the pre-registration of the 18-year-old since the system will not allow the individual to do it. The student must realize that he/she is sacrificing part of the eligibility period to take and pass the exam.** Even though license law allows 12 months, the age of this person reduces that time depending on the number of months between prelicense course completion and being the legal age to hold a license.

We recommend that prelicense instructors provide this information to all young students who register to take the prelicense course so that everyone is on the same page and no surprises will take place.



Arrange For Changes:
Important Information for Administrators and Instructors

"Change, like an artist, his paintbrush holding fast, affects not just the poppies, but also blades of grass." *-Anonymous*

Several changes have taken place over the past several months. These changes affect your administrative and instructional processes. Please be aware of the following important details to consider as a result of these changes.

Login Changes

Since the Commission's website login procedure has changed, any handouts that you give to students that contain instructions on logging in should be updated. Please proofread all handouts regularly to ensure that they are current. The updated *CMap Student Instruction Sheet* and other documents are available on the Commission's website in *Education Resources* and *Instructor Resources*.

Prelicense Course Evaluations

Salesperson Prelicense students, Reciprocal Salesperson Prelicense students, and Reciprocal Broker Prelicense students may now log in with their identification number to submit a prelicense course evaluation. Paper course evaluations will no longer be used.

Post License Students License Verification

Verify that students actually have a temporary license before enrolling them in a Post License course as identified in Rule 790-X-2-.03 and an amended Rule 790-X-1-.06 of Alabama License Law. This can be done by using the *License Search* feature on the Commission's website found under *Professionals/Licensing*. Students who have completed the Salesperson Prelicense course have an identification number used by instructors to enter their prelicense credit. This number is also used by students to log in to Online Services on the Commission's website. **Do not assume that this number is a license number**.

Education Snapshot

March-June 2014

Salesperson Examination

Overall	First Time
Taken - 1,131	Taken - 533
Passed - 412	Passed - 234
Overall Passing % - 36.4	First Time Passing %- 43.9

Broker Examination

Overall	First Time
Taken - 81	Taken - 60
Passed - 65	Passed - 53
Overall Passing % - 80.2	First Time Passing % - 88.3

Reciprocal Salesperson Examination

Overall	First Time
Taken - 54	Taken - 49
Passed - 47	Passed - 44
Overall Passing % - 87.0	First Time Passing % - 89.8

Reciprocal Broker Examination

Overall	First Time
Taken - 45	Taken - 40
Passed - 39	Passed - 35
Overall Passing % - 86.7	First Time Passing % - 87.5

QUESTION?

Can a licensee take both the *Risk Management for Brokers* and *Risk Management for Salespersons* courses?

ANSWER.

Yes. Qualifying Brokers and Associate Brokers must take *Risk Management: Avoiding Violations* and *Risk Management for Brokers*. They can take *Risk Management for Salespersons* if desired and have it satisfy part of the nine-hour elective CE requirement.

Salespersons must take *Risk Management: Avoiding Violations* and can choose from any other Risk Management course to satisfy that six-hour requirement. Any additional Risk Management courses taken beyond the six-hour requirement can be used to satisfy part of the nine-hour elective CE requirement.

AMP Score Report Interpretation

Applied Measurement Professionals, Inc. (AMP) participated in an instructor training on February 21, 2014. During the training, a discussion arose of how to interpret the score reports candidates receive upon leaving the exam site, and especially how failing candidates can obtain meaningful information from these score reports to assist them in studying for a future Alabama Salesperson exam. This can be explained in two steps: determining how far below passing the candidate fell and finding areas to focus on to make up that deficit.

The first step is for candidates to assess their exam score provided directly under their pass/fail status. This number can range from 0-99. The scores of failing candidates will fall below 70, but just how far below that cut score is important. A lower score will mean that the candidate has more room for improvement. However, the further you move away from the passing score of 70, the greater the distance from passing upon re-taking the exam becomes, in terms of raw points to be earned. This is due to the 140 available points on the Alabama Salesperson exam being compressed into the above 0-99 scale. In other words, the further from 70 down the scale, the wider the shortfall in performance can potentially become, in terms of raw points to be earned for a passing score upon retaking the exam (e.g. a score of 65 is more than 5 raw points from a passing score of 70). This will necessitate even greater effort than may be initially apparent from the reported score.

Now that the candidate has a relative idea of the overall performance, he/she can look for areas on which to focus that will yield the best opportunities to close the gap to a passing score. This can be accomplished by looking at the bar charts on the score report denoting

"Low" and "High" performance areas. It is important to note that the "High" and "Low" for each category is relative to the number of items in each section on the exam (pages 5 and 6 of the AMP *Candidate Handbook*). Citing those distributions, candidates can more efficiently target areas to study in order to more effectively increase their overall score when they re-take the Salesperson exam. For example:

- If performance scores in the "Finance" and "Marketing Regulations" sections are equally low, study time would be better spent on the "Finance" due to it having almost twice the number of items on the exam.
- If "Real Property" and "State Portion" performance are equally low, it is more beneficial to concentrate study time on the "State Portion" due to it having almost three times the number of items on the exam.

Of course, very low scores in any section should also be a priority for study, especially for candidates far below passing who will need to identify more potential areas for improvement than candidates closer to a score of 70.

The feedback given on the score report along with the item distribution information in the AMP *Candidate Handbook* are powerful tools for candidates who fail the Salesperson examination to use in order to improve future performance. It is our hope that this article was helpful in highlighting how they can be used together to set realistic goals, help candidates avoid feeling overwhelmed, and ultimately succeed.

Calendar Of Events

September

1
Labor Day

17-21
ARELLO Annual Conference
Philadelphia, PA

29
Commission Meeting
Mobile

October

13
Columbus Day

16
AREEA Meeting
Montgomery

17
Instructor Training
Len Elder

23
Commission Meeting
Montgomery

November

11
Veterans Day

20-21
New Instructor Orientation

27
Thanksgiving Day

December

4
Commission Meeting
Montgomery

25
Christmas