

The Educator

Important Deadline Changes

Will This Continue?

New Risk Management Requirement—*Risk Management: Contact to Closing*

Pre-Registration ID Numbers Reminder

Q & A

Current Education Snapshot

Calendar of Events

NEW Risk Management Instructor Training October 16, 2020

Anne Powell will be presenting an instructor training for the **new** Risk Management course entitled ***Risk Management: Contact to Closing***. This course has been developed and will be required for active license renewal in 2022. Anne is the Director of Career Development for Roberts Brothers Inc. in Mobile and is an approved real estate instructor who assisted in the original training offered for the current Risk Management courses. She also led a task force in the development of the new Risk Management course.

IMPORTANT

- All prelicense instructors who desire to teach the new mandatory *Risk Management: Contact to Closing* course during the next license period beginning October 1, 2020 must participate in this instructor training scheduled for October 16. CE instructors who have a real estate license and attorneys can also attend the training.
- Due to current restrictions associated with the COVID-19 pandemic as well as instructor feedback, this training will be offered by video conference using the Zoom app instead of the usual training room setting. Participants must have access to the Zoom app and participate in all six hours of the training.
- Check-in will begin at 8:00 a.m. Everyone is encouraged to join the training by 8:30 a.m. to make sure there are no connection problems.

Completion of this training on October 16 will provide six of the twelve hours needed to renew instructor approval in 2021. 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.

REGISTRATION

All participants must register through Auburn University's Office of Professional & Continuing Education (OPCE). Early registration is strongly encouraged.



DATE

October 16, 2020

COURSE

*Risk Management:
Contact to Closing*

LOCATION

Zoom

TIME

9:00 a.m. – 3:30 p.m.

COST

\$109—Early Bird
(Received by September 18)

\$129—Standard
(Received by October 9)

\$159—Late
(Received after October 9)

REGISTRATION FORM

Risk Management: Contact to Closing Presented by Anne Powell

Friday, October 16, 2020

9:00 a.m. – 3:30 p.m.

Zoom App

REGISTRANT INFORMATION

Name _____
LAST FIRST MI

Address _____

CITY STATE ZIP

Phone _____ Fax _____

Email Address _____

NAME AND AFFILIATION PREFERENCE FOR NAME TAG

COURSE INFORMATION

- (\$109) *Risk Management: Contact to Closing* – Received by September 18, 2020**
- (\$129) *Risk Management: Contact to Closing* – Received by October 9, 2020**
- (\$159) *Risk Management: Contact to Closing* – Received after October 9, 2020**

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.



IMPORTANT Deadline Changes

This has been an odd and unique year so far. Due to the COVID-19 pandemic, many changes have been made by the Commission to assist real estate licensees and license applicants in satisfying license requirements. Below is a summary of these temporary changes:

Preliminary course completion deadline

Both the salesperson and broker preliminary courses must be completed within one year as stated in License Law. However, due to the pandemic, this deadline is not currently being enforced and no future deadline exists.

License examination deadline

The license examinations for salesperson and broker license applicants must be passed within six (6) months as stated in License Law. However, due to the pandemic, this deadline is not currently being enforced and no future deadline exists.

Post license course completion deadline

The post license course must be completed within

six (6) months to remain active as stated in License Law. However, due to the pandemic, this deadline is not currently being enforced and no future deadline exists.

Application submission deadline

The Original Salesperson License application must be submitted when the post license course is completed to avoid being forced to

inactive status. A licensee will not be forced to inactive status if the post license course is not completed as previously stated.

CE deadline

15 hours of approved CE courses must be completed before October 1 to avoid an inactive license as stated in License Law. However, due to the pandemic, this deadline was extended to

December 31.

There is one deadline that has not been affected by COVID-19, and that is the license renewal deadline. All licenses must be renewed by August 31 to avoid the \$150 late renewal fee.

Hopefully, life and real estate will return to normal in 2021.

Will This Continue?

COVID-19 has dramatically changed the world in which we live. Where real estate licensing and education is concerned, changes have also been made. How long will these changes be in effect? Will this continue or will everything return to "normal"? The Commission is planning to return to all license requirements and deadlines identified in License Law as soon as COVID-19 will allow it. In case you have forgotten about the normal real estate deadlines and requirements, here is a list of important items in our normal real estate world:

- * All deadlines will once again be enforced including the salesperson and broker preliminary course deadlines, the license examination deadline, the post license course deadline, the license application deadline, and the CE completion deadline.



- * All courses approved to be offered in the classroom will be required to be offered in the classroom instead of Zoom, Teams, and other apps.
- * Scheduled meetings, trainings, and conferences will be offered and enjoyed instead of being cancelled, delayed, or offered through Zoom.

Some people may be enjoying the changes that have been made in 2020, but others may be asking how much more can we take before returning to normal? We look forward to 2021.

New Risk Management Requirement

Risk Management: Contact to Closing



Ginny Brandau Morgan, Ginny Willis, and Commissioner Susan Smith. Due to the sharing of time, knowledge, and experience, this task force was able to assist in finalizing the new Risk Management course outline in July.

Now, a mandatory training is being offered on October 16 for all instructors who desire to teach this new Risk Management course entitled ***Risk Management: Contact to Closing***. This training is being offered via Zoom due to various reasons associated with COVID-19.

To prepare for this CE requirement change, please read the following scenarios that will occur during this transition.

The current Risk Management CE requirement for all licensees involves two courses:

Level 1: Risk Management: Avoiding Violations

Level 2: Risk Management for Salespersons, Risk Management for Brokers, or an industry-specific Risk Management course approved by the Commission.

These courses became mandatory in October of 2012 after course development was finalized, Rule 790-X-1-.11 was amended, and a 2-day instructor training was offered. Therefore, this requirement has been effective for four consecutive license periods, and it is now time for a change. The decision to make this change was approved by commissioners in November 2019 and a task force was organized to begin developing this new course. Task force members included: Anne Powell, Jimmie Ann Campbell, James Anderson, Sherry Weeks, Shulanda Franks, Ron Mason, Jim Bailey, Lebron Little,

1. Any licensee who has not completed the CE requirement prior to October 1, 2020 will be able to continue taking the current Level 1 and Level 2 Risk Management courses to satisfy the CE requirement for the 2020 license renewal. This is based on the CE deadline being extended from September 30, 2020 to December 31, 2020 due to COVID-19.
2. As of January 1, 2021, any licensee who is taking CE courses to renew or activate a license **MUST** complete the new *Risk Management: Contact to Closing* course.

Preregistration ID Numbers Reminder

The Commission continues to receive phone calls from salesperson prelicense and reciprocal prelicense students who have completed the prelicense course and do not know what to do next. They have no idea about the preregistration ID number that is needed for course credit to be submitted. These are mainly distance education students who may have possibly overlooked important information prior to beginning course lessons.

All distance education providers must provide either a link to the preregistration ID or instructions on how students can preregister. This information must be provided in a location that will be easily noticed by all salesperson and reciprocal prelicense students.



QUESTION

Do licensees have to do anything after successfully completing the post license course?

ANSWER

YES! We are continuing to be told by temporary salesperson licensees that they do not know anything about the requirement to get an Original Salesperson License when they complete the post license course. This requirement is identified in the post license course outline and instructors must share it with all post license students. All post license instructors and distance education providers must tell every post license student how to obtain the Salesperson's Original License Application to be submitted to the Commission. [Rule 790-X-1-.06(5)(j)]

Calendar of Events

Dates and events are subject to change

AUGUST

20 Commission Meeting

SEPTEMBER

7 Commission Office Closed — Labor Day

17 Commission Meeting

23-26 ARELLO® Annual Conference — Zoom

OCTOBER

12 Commission Office Closed — Columbus Day

16 New Risk Management Instructor Training — Zoom

22 Commission Meeting

29-30 New Instructor Orientation

NOVEMBER

11 Commission Office Closed — Veterans Day

19 Commission Meeting

26 Commission Office Closed — Thanksgiving



SALESPERSON EXAMINATION

Overall

Taken - 1,213

Passed - 646

Overall Passing % - 53.3

First Time

Taken - 812

Passed - 494

First Time Passing % - 60.8

BROKER EXAMINATION

Overall

Taken - 127

Passed - 108

Overall Passing % - 85.0

First Time

Taken - 109

Passed - 97

First Time Passing % - 89.0

RECIPROCAL SALESPERSON EXAMINATION

Overall

Taken - 130

Passed - 116

Overall Passing % - 89.2

First Time

Taken - 122

Passed - 110

First Time Passing % - 90.2

RECIPROCAL BROKER EXAMINATION

Overall

Taken - 75

Passed - 59

Overall Passing % - 78.7

First Time

Taken - 66

Passed - 51

First Time Passing % - 77.3



**Log in to Online Services at
arec.alabama.gov to find
Instructor Resources under
Available Services.**