

2011 Instructor Training Scheduled

The Commission has scheduled instructor training offerings for 2011, so you can begin making plans and adding dates to your calendar. The following presenters and topics have been finalized for next year.

February 25
Doug Devitre



Doug is growing in popularity as he attends the REEA conference every year and travels throughout the country offering programs for a variety of organizations. He received great reviews for an instructor training at the Oklahoma Real Estate Commission in July. He specializes in social media but is also well versed in other areas of technology. This will be a great offering for anyone who has a desire to learn more about technology and its use in the classroom.

May 6
Len Elder



Len is CEO and owner of Course Creators based in Tucson, AZ. His IDW entitled "The Magic of a Winning Presentation" was postponed in August due to the demand for CE instructors to be teaching courses for license renewal. Len has agreed to reschedule for May of 2011 so he can share his passion and excitement as a presenter. His background as a debate and communications coach, combined with the education of a law degree, adds to his effective style of presentation.

July 22
Pat Johnson



Pat is located in Georgia and has been involved in every type of instructor training associated with the state as well as the national level. She is highly regarded as an expert in course development, contract forms and language, and most recently, the use of simulations for testing and instructional design. Pat will present information on current hot topics in real estate that attendees can take back to their classrooms to share with students.

Education renewal is next year so it's time to make sure you have 12 hours of instructor CE on record prior to September 30, 2011. Also, if you are a CE instructor or school administrator and are not required to have these 12 hours, you are more than welcome to attend any of these programs.

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 that will take place in September of 2011. Take advantage of these great training opportunities and acquire not only hours needed for instructor renewal, but also valuable information and knowledge that can be used in the classroom.



2011 New Instructor Orientation

The Commission has scheduled dates for the New Instructor Orientation in 2011. If you know of anyone who desires to become an approved Prelicense Instructor, please let them know about these dates.

Applicants must have their completed application package into the Commission at least two weeks prior to the orientation.

New Instructor Orientation will be held on the following dates:

April 28-29
October 27-28

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Reminders for the New Year

LICENSED SCHOOLS are reminded that a current surety bond must be maintained in order to continue to offer prelicense and post license courses. It is the responsibility of the school administrator to make sure the school applies for the surety bond renewal well in advance of the expiration date. Once the school has received verification of the continuation of coverage, this document should be sent to David Bowen by fax, mail, or email.

DISTANCE EDUCATION INSTRUCTORS are reminded that the CDEI designation must remain current in order to continue to offer online

courses. If it is time for your renewal, please contact the Education Division for a discount code to be used for the renewal courses. Instructors who complete the CDEI renewal will receive six hours of instructor CE credit.

ALL SCHOOLS must include their license number, along with the approved school name, in all advertising. This amendment to Rule 790-X -1-.15(2) went into effect on October 1, 2009, but we are still seeing incidences where this regulation is being violated. We understand that



changes to advertisements can sometimes be a lengthy process but we feel that ample time has

been given for compliance. If questions arise regarding advertising requirements, please contact the Education staff.

THE INSTRUCTOR RESOURCE AREA formerly located in the Education section of the website is now a secure area. It can be accessed by logging in and selecting the Instructor Resources link under *Available Services*. Documents appropriate for the public are located in the *Education Resources* section under *Education*. However, documents that are only for the eyes of instructors are located in the secure Instructor Resources area.

AREEA 2011 By Alicia White, AREEA President

AREEA is a training organization that was established in the state of Alabama for all real estate educators. The mission of REEA is:

“...to provide resources and opportunities for professional development to individuals and organizations involved in Real Estate education.

REEA is dedicated to delivery of high-quality sales associates to the nation's real estate brokers, regulators, and, ultimately, to consumers. We strive to give our members the latest tools and techniques for effective adult education to meet and exceed the high

standards demanded in real estate's rapidly changing legal and professional environment.”

In Alabama, we strive to accomplish these same goals and objectives by networking, collaborating, and mentoring.

We had our first annual fall meeting on October 12 and 13, 2010, in Birmingham, AL at the Wynfrey Hotel. The turnout was fantastic. Our attendance



was 40+, we had greetings from Robert Scott, who is now the President of AAR and we had a six-hour instructor session conducted by Deborah Boswell. Deborah was fantastic and enthusiastic, and she provided us with much needed information for raising the bar for our profession. Everyone in attendance received six hours of instructor CE.

On March 30-31, 2011, we will have our annual spring meeting at the WindCreek Hotel and Casino. It will also be a 1 ½ day meeting. We will meet on the afternoon of the 30th and have instructor CE all day on the 31st. More details will be provided after the first of the year. The room cost will be \$109 per night.

AREEA has a blog located at www.areea2010.wordpress.com. Please stop by. Also, I am looking for articles for the blog. If you have something, please email it to me at smurfaw@netzero.net.

AREEA also has a Facebook page. The group name is AREEA. Please "like" the page. You have the ability to post comments and view pictures.

Won't you come join us? We would love to have you as a part of our organization. Please contact Debbie Coe at Debbie.Coe@aronov.com. She will email you the membership application. Membership is only \$25!

Does Your Class Have Personality? By Julie Norris, Education Auditor

Have you noticed that your classes have their own personalities? Of course, the personality of a class is, to an extent, determined by the various personalities of its students, but you, as the instructor, can influence a class's personality and help to make it more engaging and enjoyable for your students, as well as for yourself.

SET A COMFORTABLE ENVIRONMENT

It is common knowledge that students learn better in a comfortable, relaxed environment. Whether you are teaching a continuing education class or a prelicense or post license course, it is important to establish a positive rapport with and among your students. I have seen this beautifully executed in classes I have visited. Those are the classes that I enjoy the most – when the instructor is not afraid to let his or her personality come through and is interactive with students. In most of the classes that I audit, I am pleased to see the instructor with a smile on his or her face greeting students as they come into the classroom. This immediately sets a positive and interactive tone for your class.

ENCOURAGE INTERACTION

Having an introduction activity and/or incorporating a group activity into your instruction is important in letting students know that you are committed to providing a positive learning experience. There are many

suggestions for introduction activities that can be found online. These activities help students to feel more comfortable with each other and have a more open disposition. This will make them more focused in class and more willing to participate. Use good judgment when choosing your activities and make sure the activity is appropriate for your class size and not too time consuming.

The introduction activity may be as simple as pairing off students and having them to discuss with each other their names,

enjoy during the breaks. The class had a great personality. I enjoyed the class, and I could tell the students did, too.

For a larger class, individual introductions may take too much time, especially for a three-hour course. You may want to save your interaction prompt until you have taught some content. Then you can divide your students into groups to accomplish an assigned task concerning your content. This encourages interaction and breaks the monotony of lecture. Group activities related to content can also be found

to maintain control of the classroom. For example, ask students to talk quietly in their groups, and let them know when they have only a few minutes left to complete their group tasks.

Allowing students to participate means that you do have to give up a little control, but the rewards are better focus and enthusiasm from your students. You will also need to be open to various comments and opinions and be able to patiently listen without letting one student take up too much instruction time. Be prepared to say, "That is a great point. Let's move on so we can cover all of our content."

SHOW YOUR SENSE OF HUMOR

You do not have to be an entertainer or comedian to incorporate a little humor into your class. I have never been to a class where the teacher used humor when it was not appreciated by his or her students. Of course, be professional. If you are not sure whether your humor is appropriate or not, do not use it.

In my experience, the classes that students enjoy the most are the ones in which they are allowed to interact and mingle their individual personalities and form a group personality. If you are not already implementing interactive instruction, I encourage you to do so. You will enjoy the benefits of a class with personality!



company or job, and an interesting fact about themselves and then introducing each other to the class. This was done in a recent Salesperson Prelicense class that I attended, and the instructor said that the class has been outgoing and interactive ever since. They even coordinated a snack schedule to assign when each student would bring snacks to class to

online, but you can create your own activities to effectively reinforce your content and provide interaction to boost the personality of your class.

Interactive activities require careful planning, so be sure to think out your group activity before implementing it into a class. Make sure your instructions are very clear and that you establish specific rules



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Merry Christmas & Happy Holidays
from the
Alabama Real Estate Commission
Education Division

Pam Ryan Julie
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AMP Outline Specifications

You may recall an article in the July edition of The Educator entitled What is a Psychometrician?. That exciting article provided a glimpse into the world of AMP. One of the functions of AMP is providing a job analysis study to determine appropriate topics for the licensing examination. A job analysis survey was constructed and sent to over 45,000 licensees in all states in order to have a large sampling of responses. The result was 1,167 respondents from 38 states. AMP's Advisory Board evaluated those results and established decision rules to determine needed changes to exam content.

The survey was topic-based.

The lowest rating was a zero identifying a topic as "not part of practice" and the highest rating was a four identifying a topic as "extremely significant." It was decided that a topic should not be tested if a substantial number of respondents indicated that the topic is not part of practice. Based on these ratings, each topic was evaluated to determine if it should remain as part of the exam and, if so, how many questions should be associated with it. The national job analysis results were compared to each state's results to ensure there would be no contradiction when the national content outline was created.

An example of changes resulting from the job analysis survey is the topic of

timeshares. The survey revealed a very low rating nationally and in all states for that topic. As a result, it was removed from the detailed topic outline and will no longer be included on the examination. The occasional updating of the detailed topic outline is necessary to remain current in the preparation of individuals for licensure. The Executive Summary of this study can be accessed on the Commission's website in Education Resources under the Education heading. It will be included in the Miscellaneous links. The outline changes will be reflected on the examination in March of next year.

