

The Educator

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Larry Fabrey, PhD
Senior VP of Psychometrics AMP

Instructor Training is February 21

The license examination for salesperson candidates is a topic that continues to be discussed among prelicense instructors. There are questions regarding the when, how, and by whom the questions on the examinations are written. Larry Fabrey with AMP will be present to discuss the examinations and the outlines provided by AMP. A comparison of exam results for Alabama examination candidates and other states using AMP's examination services will provide a better understanding of the overall performance on the examination.

Larry Fabrey is the Senior Vice President of Psychometrics with AMP and has been with the organization since 1989. He received his doctorate degree in educational psychology from Penn State University, with an emphasis in measurement, statistics, and human learning. Since joining the AMP staff, he has served as a measurement consultant for various AMP client organizations, including the real estate licensing examination programs and nursing certification programs. He will discuss Alabama's licensing examinations, including the review of questions from the Salesperson examination. This will include performance results from Alabama examinees compared to other states using AMP.

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 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

February 21, 2014

COURSE

AMP License Examinations

LOCATION

Alabama Real Estate Commission Training Room

REGISTRATION

8:30–9:00 a.m.

TIME

9:00 a.m.–4:00 p.m.

COST

\$95.00 (includes lunch and breaks)

REGISTRATION

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

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

Administrator and Instructor Responsibilities...A Team Effort

Administrators and instructors should work closely together when offering courses to ensure that the entire process is well managed and in compliance with the rules and regulations established in license law. Listed below are specific responsibilities of administrators and instructors. You will notice that several responsibilities are shared, such as providing a controlled classroom environment and providing CMap instructions. Please learn your responsibilities as a school administrator and/or instructor and work as a team to ensure the most beneficial results from your course offerings. Thank you for the valuable education that you provide and for your effective administration and instruction.

INSTRUCTOR RESPONSIBILITIES

- *Class starts on time
- *Explanation and enforcement of classroom rules and policies
- *Preparation and organization
- *Attendance monitoring (including the number and length of breaks)
- *Student behavior management
- *Clear learning objectives
- *Approved content and timeline followed
- *Use of Generally Accepted Practices in Education (GAPE Principles)
- *Content knowledge
- *Clear presentation of content
- *Use of visual aids
- *Learning strategies used other than lecture
- *Class participation encouraged
- *Demonstration of positive attitude toward subject, students, and others
- *Student credit and course evaluation instructions (CMap Student Instructions Sheet)

ADMINISTRATOR RESPONSIBILITIES

- *Correct information posted in CMap
- *Attendance monitoring (including the number and length of breaks)
- *Student behavior management
- *Ensuring the students' use of electronic devices is related to instruction
- *Sufficient supply of course materials for students, if used
- *Student credit and course evaluation instructions (CMap Student Instructions Sheet)
- *Adequate classroom space
- *Adequate lighting
- *Adequate writing surface
- *Classroom arrangement
- *Comfortable classroom temperature
- *Learning environment free of distractions

Final Education Renewal Results

The 2013 education renewal for instructors, courses, schools, and school administrators has come to a close.

The following renewal statistics show the results.

Instructors, schools, and school administrators renewed as of October 1, 2013

Prelicense/Post License Instructors	119 of 147	80.9%
Continuing Education Instructors	119 of 257	46.3%
Approved Schools	73 of 107	68.2%
Licensed Schools	59 of 64	92.2%
School Administrators	58 of 72	80.6%

Instructors, schools, and school administrators renewed as of January 2, 2014

Prelicense/Post License Instructors	133 of 147	90.5%
Continuing Education Instructors	143 of 257	55.6%
Approved Schools	87 of 107	81.3%
Licensed Schools	63 of 64	98.4%
School Administrators	64 of 72	88.9%

Active Instructors, schools, and school administrators as of January 2, 2014

Includes those added between September 30, 2013 and December 31, 2013

Prelicense/Post License Instructors	138
Continuing Education Instructors	157
Approved Schools	87
Licensed Schools	66
School Administrators	65



AMP Candidate Handbooks and Examination Fee

A new Candidate Handbook dated November 2013 is available. The Candidate Handbook is available on AMP's website at goamp.com. Prelicense instructors should make sure students are aware of the Candidate Handbook and have access to it for examination information.

The revised Candidate Handbook reflects the examination fee increasing to \$75. *This fee will be effective through September of 2015.*

Classroom Electronics Etiquette



(2) Administrators shall not submit course credit to the Commission for a student who fails to comply with student attendance participation standards prescribed in Paragraph (1) (a) & (b) of this Rule.

School administrators and instructors have various methods for managing the use of electronic devices in a classroom. Some tell students to turn anything with an “off” button off, some allow the use of electronic devices if specific guidelines are followed, and some do not mention the use of electronic devices when discussing class rules with students. The Alabama Real Estate Commission does not prohibit, nor discourage, the appropriate use of electronic devices in a classroom.

When managing the use of electronic devices in your classrooms, an important rule to keep in mind is License Law Rule 790-X-1-.14, which states,

(1) Administrators and instructors shall take steps to ensure that all students comply with the following participation standards:
(a) A student shall direct his/her attention to the instruction being provided and refrain from engaging in activities unrelated to the instruction.

(b) A student shall refrain from engaging in activities which are distracting to other students or the instructor, or which otherwise disrupt the orderly conduct of a class such as personal conversations, talking on cell phones, and anything else that causes distracting noise.

Electronic devices have become an integral part of many classes. They are sometimes used as part of instruction, and many students prefer using electronic note-taking devices instead of the traditional pen and paper method. As technology continues to become a part of everyday activities and personal functions, administrators and instructors have become more comfortable with students using electronics in the classroom. It is important that electronic device usage is monitored during a class to ensure that students are using their devices for class-related activities.

If an administrator/instructor determines that electronic devices are causing distractions in a class and/or are not being used appropriately, then this issue should be addressed with the student or students who are in violation of the above participation rule. One sure way to minimize distractions, electronic or otherwise, is to firmly establish Rule 790-X-1-.14 at the beginning of each class session. This clearly communicates to students that you expect their actions and attention to be focused on instruction and that they should not do anything that distracts other students or the instructor.



Education Snapshot

November-December 2013

SALESPERSON EXAMINATION

Overall

Taken - 386
Passed - 161
Overall Passing % - 41.7

First Time

Taken - 211
Passed - 113
First Time Passing - 53.6

BROKER EXAMINATION

Overall

Taken - 20
Passed - 18
Overall Passing % - 90.0

First Time

Taken - 19
Passed - 17
First Time Passing - 89.5

RECIPROCAL SALESPERSON

EXAMINATION Overall

Taken - 17
Passed - 17
Overall Passing % - 100

First Time

Taken - 17
Passed - 17
First Time Passing - 100

RECIPROCAL BROKER

EXAMINATION Overall

Taken - 24
Passed - 23
Overall Passing % - 95.8

First Time

Taken - 22
Passed - 21
First Time Passing - 95.5



QUESTION?

I renewed my salesperson license on inactive status in 2012 and have not been active this license period. I just finished the 15 hours of CE, and I want to activate my license. If I activate now, will I need 15 more hours by this September in order to renew my license on active status for the 2014 renewal?

ANSWER.

Yes. The 15 hours of CE that you currently have would be archived upon license activation and would enable you to be active only for the remainder of this license period, which ends September 30, 2014. In order to have an active license for the next license period beginning October 1, 2014, you would need 15 more CE hours. However, if you keep your license on inactive status until after you renew your license this year, you may use those CE hours to activate in the new license period if the courses were taken after your 2012 renewal date.



**A Message From
Karel Murry, DREI, CSP
2013-2014 REEA President**

As real estate educators, we are in a position to shape the attitudes and enhance the knowledge of today's licensee. The Real Estate Educators Association (REEA) is dedicated to providing resources and opportunities for professional development to individuals and organizations involved in real estate education so they can better serve their customer base. We do this by facilitating communication and cooperation among our members who are concerned with instruction of real estate education, and raising the competence and performance of these people to the highest level.

Here are just a few of the reasons why we believe you will find incredible VALUE in becoming a REEA Member **NOW**:

TOP BENEFITS OF BEING A REEA MEMBER TODAY

Professionalism and Influence in the Industry: Having the ability to earn the prestigious DREI – Distinguished Real Estate Instructor Award, (offered exclusively through REEA Membership) and associate with and learn from these outstanding contributors to the field of real estate education.

Networking with Other Education Professionals: Meeting, learning and networking with top educators, peers, professionals from other fields in real estate education that have diverse approaches in a non-threatening atmosphere as well as building friendships with other professionals engaged in real estate education across the country.

Learn from the Best: Sharing knowledge, quality classroom materials, and resources with our peers and having access to new ideas, products, books and services, as well as learning invaluable cutting edge teaching techniques, tools, content as well as emerging issues and trends.

Educational Growth: Sharing and gaining cutting edge ideas for instructors for classroom techniques and delivery methods through DREI and GAPE principles.

Future Opportunities: Meeting potential clients, vendors and publishers for future opportunities. Providing opportunities for connecting with instructors to teach at associations for licensees and Instructor development.

What's Next?: Platform to see what is coming next in real estate education relating to technology and other hot topics in order to create an effective business plan – keeping updated on developments that impact what we teach in the classroom. Having exposure to new perspectives via REEAction and REEALine.

Connecting: Connecting through sharing of experiences and expanding my knowledge nationally which helps us stay

abreast of topics germane to real estate education.

Membership Directory: Are you looking for a speaker, an expert or someone that has information or experience you would find useful? Find them in the REEA Directory which now provides additional information including member photos, areas of expertise, social networking, and member blog sites.

Stay on Top through Information: Members have access to information that will help them stay current in the classroom.

Online Resource Library – an electronic archive of articles, presentations, and other relevant resources on a number of different topics and issues.

REEAction e-Newsletter – the monthly electronic newsletter published to keep members updated on important industry news, events, and information.

REELine – the on-demand email listserve that provides members the ability to instantly connect and communicate with fellow members.

Involvement: As with anything in life, you will get out of your membership what you put into it. Getting involved in REEA is your opportunity to engage in the association's work and build lifelong networks and friendships with your colleagues.

Annual Conference: Our annual Conference is where all of the benefits of membership come together. Your membership supports REEA's ability to organize and execute a world class annual educational conference on a variety of timely topics and issues.

We invite you to **JOIN US TODAY** by going to reea.org/join/. We are the organization that provides the resources and opportunities for professional development to individuals and organizations involved in real estate education. Discover all of the benefits of membership by checking us out online at reea.org. Thank you for all you do to raise the bar of professionalism in the field of real estate education.

AREC CALENDAR OF EVENTS

JANUARY	20	Martin Luther King, Jr./Robert E. Lee Birthdays*
	21-23	AAR Winter Conference - Montgomery
	23	Commission Meeting
FEBRUARY	7	ACREcon - Birmingham
	17	Presidents' Day*
	19	Commission Meeting
	21	Instructor Training
MARCH	20	Commission Meeting
APRIL	9-12	ARELLO® Midyear Meeting - San Diego
	23	Commission Meeting
	28	Confederate Memorial Day*

*Commission Office Closed for State Holiday