

The Educator

Effective January 3, 2023, Pearson VUE replaced PSI and became the contracted license examination provider for the Commission and is now offering all salesperson, broker, and reciprocal license examinations.

This change in license examination providers is resulting in several changes involving the license examination, score reports, and the information that is available to prelicense instructors.

- There will be no change to the state portions of the salesperson and broker license examinations as well as the reciprocal license examinations.
- The national portion of the salesperson license examination will be based on a different outline. However, the

information is still basic real estate just like the information used by previous examination providers. The biggest change is the national portion of the broker license examination. Simulation items were used for many years, but those have been discontinued. The broker license examination will now be using the same outline as the salesperson license examination with the only difference being the levels on which the items are written. For example, the section on Real Estate Practice on the salesperson license examination contains 14 items with **nine** based on *Knowledge*, **three** based on *Application*, and **two** based on *Analysis*. That section on the broker license examination has the same number of items, but **four** are based

on *Knowledge*, **four** are based on *Application*, and **five** are based on *Analysis*. As you can see, broker examinees are tested at a higher level.

- Passing score reports are now different because they do not include a license application. The score report will simply provide the examination score and a link that can be used to access an online application provided by the Commission. This will eventually initiate an online process with all necessary steps to have a license issued.
- Prelicense instructors have previously been able to access the exam performance of their students. There is now more information available for review. Beginning in February, take advantage of Pearson



VUE's login to access student exam results.

If you know of previous prelicense students who are still eligible to take the license examination and have been trying to schedule the examination through PSI, please share Pearson VUE's contact information below.

Website: <https://home.pearsonvue.com/al/realstate>
Phone: 888-926-9488
Email: pearsonvuecustomerservice@pearson.com

Education Staff Changes



DR. DAVID BOWEN has officially retired from the Commission as of January 1 after working in the Education Division for approximately 18 years. He assisted with the New Instructor Orientation, but his focus was always on the approval of prelicense instructors, CE instructors, licensed schools, approved schools, and CE courses. As the Commission advanced with technology, David became the main contact between the Education Division and the IT Division. David is appreciated for his contributions to the Education Division and the Commission. As many already know, David will be spending his retirement years in Auburn, Alabama.

A new employee has now joined the Education Division. **DR. BRITJNI JONES ANDERSON** was recently hired and began working at the Commission on January 3. Brittni earned a Doctoral degree in the area of education from Washington University in St. Louis. She has been employed by Auburn University at Montgomery as well as Troy University. Brittni will be learning about real estate and the Commission's responsibilities as she prepares to be an education auditor and trainer.



Pam Oates' responsibilities have changed and she has moved into the position previously held by David Bowen. Instead of traveling around the state for course and school audits, Pam is now reviewing and approving all education applications, working on needed education technology with the Commission's IT Division, and continuing to assist with the New Instructor Orientation.

We wish David an enjoyable retirement and welcome Brittni to our Commission team.

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Changes to the Prelicensure Instructor Approval Process

In an effort to improve real estate education, the Commission recently amended Rule 790-X-1-.07 which identifies the process in which a licensed broker can gain approval to be a prelicensure instructor. Previously, once the candidate obtained 70 points on the instructor application and attended the New Instructor Orientation (NIO), automatic approval to teach was granted. Now, due to the amended rule, additional steps must be successfully passed to obtain approval. After the initial pre-approval from the prelicensure instructor application, a candidate will complete two exams measuring proficiency on real estate content and license law prior to being

evaluated on presentation skills at the NIO. The scores received on each assessment will equate to point deductions which will determine the candidate's approval. A minimum of 70 points is required for approval after all deductions have been assessed. These 70 points needed for final approval are in no way related to the points needed for the initial pre-approval on the instructor application.

If a candidate performs poorly on the two exams and deductions result in an assessment score close to the 70-point cutoff, the candidate will have the choice of attending the NIO as planned in hopes of performing well on the presentation

assessment, or postponing attendance for a later NIO. If the candidate chooses to wait, better performance on the exams will be needed to provide more room for any deductions that may be taken at the NIO.

If a candidate has an exam assessment score below 70 points, the candidate will not qualify to attend the NIO and must wait until a future offering to try again. This candidate can be placed on the list for a future NIO unless notice is given that the candidate no longer wants to proceed with the approval process. Candidates may not immediately retake the exams

in hopes to qualify for the originally scheduled NIO.

Candidates who attend the NIO will be notified of their instructor approval or denial by mail the following week. If denied, the candidate will be required to attend an approved training to proceed with the instructor approval process. Once the required training is complete, the NIO process can be restarted.

If there are any questions regarding this new instructor approval process, you may contact Pam Oates at pam.oates@arec.alabama.gov or at 334-353-0873.



2023 Instructor Training Opportunities

ALABAMA REAL ESTATE COMMISSION

May 12

Instructor Development Workshop

PeggyAnn McConnochie
Commission Training Room

August 18

Instructor Development Workshop

Theresa Barnabei
Commission Training Room

Go to Auburn University's Office of Professional and Continuing Education (OPCE) website (auburn.edu/outreach/opce/re/) for details and registration.

BIRMINGHAM ASSOCIATION OF REALTORS®

March 10

Instructor Development Workshop

Amanda Adams
Birmingham

Go to the Birmingham Association of REALTORS® website, birminghamrealtors.com for details and registration.



PeggyAnn McConnochie



Theresa Barnabei

AREEA (ALABAMA REAL ESTATE EDUCATORS ASSOCIATION)

AREEA will offer one or two instructor development workshops.

Go to AREEA's website, alabamareea.org for details and registration.

REEA (REAL ESTATE EDUCATORS ASSOCIATION)

REEA Gold Standard IDWs 1 and 2 will be offered via Zoom **February 24-25**. The annual conference will be in Las Vegas, NV on **June 20-24**. REEA Gold Standard IDWs will be offered on **June 20, 21, and 24**. The conference sessions will be offered **June 22-23**. This instructor CE credit can be used for the current education renewal by those who do not have their 12 hours prior to the deadline.

Go to REEA's website, reea.org, for details and registration.

CDEI (CERTIFIED DISTANCE EDUCATION INSTRUCTOR)

Instructor CE hours can also be earned by completing CDEI courses offered by ARELLO® (Association of Real Estate License Law Officials).

Go to ARELLO's website, arello.org, for details and registration.



PROPOSED LEGISLATION

There are several areas of License Law that need to be changed and/or updated. The Commission is currently working on proposed legislation to make needed changes to statutes in License Law. Below is a summary of some of the proposed changes. The Commission also plans to update wording in statutes to make everything current, so other changes may be introduced as well.

SALESPERSON LICENSE

1. Complete a 60-hour Salesperson Prelicense 1 course to prepare for the license examination.
2. Pass the salesperson license examination.
3. Complete a 45-hour Salesperson Prelicense 2 course to learn how to use a salesperson license.
4. Apply for a Temporary Salesperson License.
5. Complete an additional 15 hours of training in residential, commercial, or property management education while licensed with a company.
6. Submit a completed *Core Competencies Checklist* signed by the company's qualifying broker.
7. Apply for an Original Salesperson License.

BROKER LICENSE

Associate Broker Status

1. Complete a 60-hour Broker Prelicense 1 course to prepare for the license examination.
2. Pass the broker license examination.
3. Complete 45-hour

Broker Prelicense 2 course to learn how to use a broker license.

4. Apply for a broker license using an application with a point system based on real estate experience and transactions.

Qualifying Broker Status

- This is currently being discussed.

BROKER LICENSE ELIGIBILITY

- Replace the requirement to have an active license for 24 of the previous 36 months with an active license for 48 of the previous 60 months.

RECAD

- Designated Single Agency will be added allowing for one agent in a company to represent the seller and another agent to represent the buyer without it being dual agency.
- Dual Agency will be when a licensee represents both buyer and seller, i.e.,



a me-op. Limited Consensual Dual Agency will be deleted.

- Sub Agency will be deleted.
- Transaction Broker will be changed to Transaction Facilitator.
- The agency disclosure on the offer to purchase that currently appears in Section 34-27-8 will be moved to RECAD in Section 34-27-82 and amended to reflect the new changes to RECAD.
- The definition of Imputed Knowledge will be added and then stated in the definition of Designated

Single Agency that neither the qualifying broker nor licensees involved in a transaction where there is designated agency shall be assumed to have imputed knowledge.

- Wording changes for clarification. As an example, brokerage firm is changed to real estate company.

Any change to statutes in License Law requires action by the Legislature. Please share your support of these changes with the appropriate senator and representatives in your area.

CMap Entry Reminders

We are starting to see more CMap course credit entries for courses that were never entered into *Manage Course Schedules*. As a reminder, all courses must be entered into the Commission's CMap program before they are offered. Rules 790-X-1-.06 and 790-X-1-.12 identify the requirement to submit that information five (5) business days prior to a course being offered. When a new course is first approved by the Commission, it is not automatically entered into CMap. A school's administrator is the responsible party to enter all course schedules and course credit in CMap.

Also, incorrect entries are still being made for prelicense courses and that information is automatically sent to the current license examination provider. All CMap information should be checked twice before it is Committed and entered into our system. Make sure the course number is correct, the beginning and

ending dates are correct, the student names are correct, etc. before any information is submitted.

Please remember it is a License Law requirement to submit information for all scheduled courses prior to a course being taught, and it is very important to submit all course credit entries as soon as possible after course completion. Course credit entries must be correct to avoid problems with licensing deadlines, license examination scheduling, and license renewal.





QUESTION

How can prelicense students schedule the license examination with Pearson VUE?

ANSWER

Pearson VUE will allow eligible candidates to schedule the license examination by calling 888-926-9488 or creating an account at <https://home.pearsonvue.com/all/realestate> to schedule online. If problems are experienced, Pearson VUE's Customer Service is available at pearsonvuecustomerservice@pearson.com.



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



Education Snapshot

August-December 2022

SALESPERSON EXAMINATION

Overall

Taken - 2,775

Passed - 1,066

Overall Passing % - 38.7

First Time

Taken - 1,347

Passed - 682

First Time Passing % - 50.6

BROKER EXAMINATION

Overall

Taken - 262

Passed - 201

Overall Passing % - 76.7

First Time

Taken - 203

Passed - 167

First Time Passing % - 82.3

RECIPROCAL SALESPERSON EXAMINATION

Overall

Taken - 356

Passed - 312

Overall Passing % - 87.6

First Time

Taken - 310

Passed - 274

First Time Passing % - 88.4

RECIPROCAL BROKER EXAMINATION

Overall

Taken - 164

Passed - 124

Overall Passing % - 75.6

First Time

Taken - 128

Passed - 97

First Time Passing % - 75.8

Calendar of Events

Dates and events are subject to change

February

15 Coffee With the Commission

16 Commission Meeting

20 Commission Offices Closed

23-24 New Instructor Orientation

March

22 Coffee With the Commission

23 Commission Meeting

April

20 Commission Meeting - Huntsville

24 Commission Offices Closed

May

24 Coffee With the Commission

25 Commission Meeting

29 Commission Offices Closed

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Follow us @ARECAlabamaGov on all platforms or visit our website AREC.alabama.gov

See You There!

