



# THE EDUCATOR

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## INSTRUCTOR TRAININGS IN 2026

The next education renewal will take place in 2027 and will include all instructors, courses, and schools. All prelicense instructors must have 12 hours of instructor CE to satisfy renewal requirements and continue teaching. Here are options for satisfying this requirement:

- Instructor trainings offered by the Commission every year.
- Instructor trainings offered by AREEA every year.
- IDWs that are taken in the classroom in other states.
- Attendance at the REEA Annual Conference.
- Online trainings approved by the Commission. Information for these trainings is available in Instructor Resources on the Commission's website.

The Commission will be offering two instructor trainings this year:

### April 24

Anne Powell will be providing training for the **current** *Risk Management: Initial Contact to Accepted Offer* course.

Instructors who are already approved to teach the course may attend for a refresher. This training will be offered in the Commission's training room.

ANNE POWELL



LAURYE BRUNSON

### May 15

Anne Powell and Laurye Brunson will also provide training for the **new** *Risk Management: From Signed to Sold* course which was developed by a task force last year. **All instructors who desire to teach the new mandatory Risk Management course must attend this training**, which will be offered at Frazer Church, 6000 Atlanta Highway, in Montgomery. The room titled The Gathering Place will be used for this training. The next opportunity for the training will be in 2028.

Registration will be available on [Auburn University's Office of Professional & Continuing Education website](#). The Commission will also advertise AREEA instructor trainings when the information is available.

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## RISK MANAGEMENT COURSE CHANGE

The current mandatory course for all licensees is *Risk Management: Initial Contact to Accepted Offer*. This outline has been in use since October 2020, and it is time to make a change. A new course outline has been developed with the intent to become effective on October 1, 2026. That means the new course entitled *Risk Management: From Signed to Sold* will be required for license renewal in 2028. Any licensee who needs to activate a license after October 1, 2026, must take the new Risk Management course even if the previous course was completed.

### Mark your 2026 calendars!

Instructor training for *Risk Management: From Signed to Sold* will take place on May 15, 2026, at Frazer Church, 6000 Atlanta Highway, in Montgomery. All instructors who are approved to teach the mandatory Risk Management course MUST attend this instructor training to receive approval to teach the new course. Please add this date to your calendar now and plan to attend this training. Anyone who does not attend will have to wait until another training is offered in early 2028.

More detailed information will be presented closer to the date of the training.



## 60-HOUR SALESPERSON PRELICENSE COURSE REMINDERS

- Students' time of arrival should be included when they sign in for a class so that instructors can keep an accurate record of attendance.
- 90% attendance is required for Salesperson Prelicense course credit. After a student misses six hours of instruction, any future time missed must be made up before the student can receive course credit. Make-up sessions must cover missed content. Attendance documentation must be kept for make-up sessions.
- Course Credit History lists should be kept on file on paper or electronically. This helps instructors confirm that they have submitted course credit successfully.
- A student's course end date may be different from the scheduled course end date. A student's course end date is the date that all course requirements were satisfied by that student.
- Rule 790-X-1-.06(5)(g) requires that instructors offer incremental assessments including a final examination throughout the course. The students must pass the incremental assessments with a minimum score of 70. The incremental assessments should be calculated into the final course grade providing motivation for students to study. Students should receive a syllabus or an explanation of all assessments and their percentage of the final grade at the beginning of the course.
- The following records should be kept for a minimum of four years:
  - Licensing Process and Deadlines forms initialed/signed by the student and signed by the instructor
  - Attendance documentation
  - Course credit history
  - Course examinations
  - Course examination answer sheets
- License examination results are emailed to school administrators each Monday if students from their school have taken the license examination in the previous week. Instructors or administrators should follow up with students who fail the license examination and assist them with preparing for another attempt.



# PEARSON VUE EXAMINATION CANDIDATE HANDBOOK

## REMINDER

Please share the Pearson VUE Candidate Handbook with your prelicense students. We receive calls from applicants who do not know how to schedule the license examination.

Examination candidates can find Candidate Handbooks, Content Outlines, special requests, and practice tests on Pearson VUE's [Alabama-specific website](#).

This link can also be found on the homepage of the Commission's website.

The Candidate Handbook provides information on the following:

- Making examination reservations
- Test center locations
- Examination fees
- Accommodations
- Candidate identification
- Allotted time for examinations
- Retakes
- Score explanation



Whether you are teaching in the classroom or offering distance education courses, please make sure all prelicense students are aware of this information.

## EXAMINATION PROVIDER NAME CHANGE

All prelicense instructors are currently familiar with the name Pearson VUE as our license examination provider. The Pearson VUE name is evolving and will soon be known simply as **Pearson** — part of a broader company-wide rebrand that brings all of Pearson's offerings together.

A change of this scale takes time, so you may notice a mix of the names Pearson VUE and Pearson appearing for a while. You will see the new approach more often as we progress through 2026. They plan to ensure a smooth transition, allowing enough time to communicate the changes to your prelicense students and examination candidates, and helping to reduce any confusion.

This is simply a name change. Their commitment remains unchanged, and candidates will continue to receive the same exceptional exam delivery, security, and services that have always defined Pearson's work. More information will be coming soon as they implement transition plans.



## CDEI REMINDER

Instructors may forget to notify the Education Division when they have obtained or renewed their Certified Distance Education Instructor (CDEI™) designation. As of October 1, 2025, all 12 instructor CE hours can be earned after completing both courses required to obtain the designation. Six (6) instructor CE hours can be earned every three (3) years after the CDEI Renewal Course is completed. To receive the hours, you may forward your completion certificate to the Education Division.

## CHANGES TO LICENSE LAW

Two legislative acts became effective on October 1 of last year. Acts 2025-59 and 2025-380 resulted in changes to RECAD, out-of-state co-brokerage agreements, fines, and teams.

As a result of the legislation, rule amendments were presented to commissioners for approval. Two rules were quickly made effective on October 1 as emergency rules. That means they were effective on October 1 even though the full amendment process will not be completed until February 2026. These two rules are 790-X-3-.13 and 790-X-3-.14. They can now be accessed on our [website](#) and the License Law app.

One proposed rule amendment was challenged and is being reviewed by the Attorney General for an official opinion. This is Rule 790-X-3-.17 addressing agreements to show property. An update will be shared as soon as possible.

Please make sure all prelicense, post license, and CE courses that contain this information have been updated accurately. All changes can be located on the Commission's website under the Laws heading on the homepage. Simply select the [Statutory Changes](#) link.

License examination items were reviewed and shared with Pearson VUE for proper changes to be made. All examination items that were changed are tested on actual examinations before being scored. When acceptable performance has been identified, they will become scored items that determine the final score of the examination.

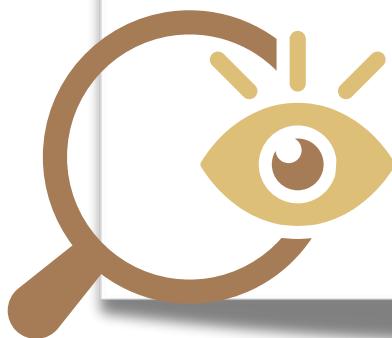
We appreciate your patience as we have attempted to provide all changes in License Law based on the legislation passed in 2025.



## UPDATED COURSE SEARCH

The [Course Search](#) on our website has been updated mainly in the area of CE courses. There is now an option to search for All CE Courses. This will allow someone to see all available courses in one search instead of using three different searches for Risk Management, Mandatory Broker CE Course, and elective CE courses.

This is very helpful for licensees who desire to take all CE courses from the same instructor. They can simply search for All CE Courses and sort the results in the Instructor Name column.



### Welcome to Course Search

Please follow the prompts to find the right course for you. Select the information button for more information.

Please select a course format:  Classroom  Distance Education (Online)

Please select a course type:  Salesperson Prelicense  Post License  Broker Prelicense  Reciprocal Salesperson Prelicense  Reciprocal Broker Prelicense

#### Continuing Education Courses [i](#)

All CE Courses  CE Risk Management  CE Mandatory Broker Course  CE Elective

### Check Your Courses on Course Search

Since this is a new year, please take time to check and make sure all courses are appearing on the Commission's Course Search. This is especially important for asynchronous distance education providers. All classroom and distance education courses must show in the Course Search if they are being offered. There is a possibility all courses may not have been renewed and are not available to add to Course Search. If so, these courses should not be taught. Please take time to check to make sure all courses currently being offered or scheduled to be offered are in Course Search.

## COURSE SCHEDULE ENTRIES IN EDUCATION MANAGEMENT (CMap)

Please remember to enter all scheduled courses in **Education Management**. This includes classroom and distance education courses. There are two main reasons for this:

1. The Commission needs to be aware of all courses being taught so information can be shared with people interested in getting a license, as well as current licensees. Also, this helps in the planning of course audits.
2. License applicants and licensees need to see these scheduled courses using the Course Search on our website because that is where they are directed when asking for course availability and options. Failing to enter courses in CMap can result in fewer students for schools.



All classroom course schedules (including virtual courses) must be entered in five (5) business days prior to the first class. Course credit for prelicense and post license students must be entered within three (3) business days of course completion. Course credit for CE course students must be entered within 10 days of course completion.

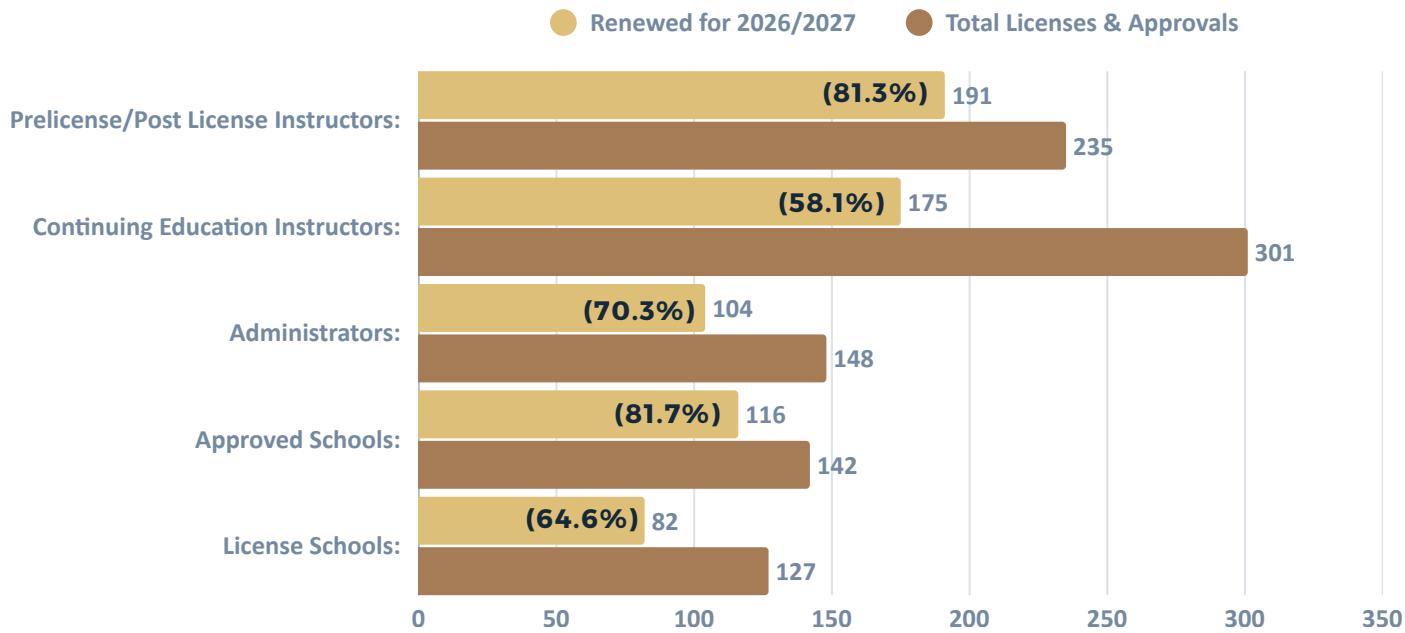
Please submit accurate course information at the proper time as required by License Law. If this is not done, the Education Division receives a notification that course credit was submitted for a course that was not entered in *Manage Course Schedules*. Proper submission of course schedules helps the Commission advertise available courses and also helps schools fill their seats with students.

Please check all courses you currently have scheduled to make sure they are showing in Course Search on the Commission's website. If they are not, it may be a result of the course information not being entered.

## 2025 EDUCATION RENEWAL

We had a successful education renewal from mid-June to the end of September. We thank all instructors and administrators who completed the necessary renewals prior to the October 1 deadline.

Here are license renewal statistics as of January 1, 2026:



# Q & A

**QUESTION:**

When does the licensing process change?

**ANSWER:**

The effective date of legislation that is changing prelicense and post license course requirements is October 1, 2028. Nothing needs to be changed now. Information will be shared prior to the effective date.



**February**

5-6	New Instructor Orientation
19	Commission Meeting

**March**

19	Commission Meeting
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**April**

23	Commission Meeting
24	Risk Management: Initial Contact to Accepted Offer IDW
27	Commission Office Closed

**May**

15	New Risk Management IDW at Frazer Church, 6000 Atlanta Highway, in Montgomery
21	Commission Meeting - Birmingham
25	Commission Office Closed

*Dates and events are subject to change.*



## EDUCATION SNAPSHOT JUNE - DECEMBER 2025

### Salesperson Examination

Overall	First Time
Taken – 2,400	Taken – 1,421
Passed – 1,294	Passed – 999
Overall Passing % – 53.9	First Time Passing % – 70.3

### Broker Examination

Overall	First Time
Taken – 376	Taken – 192
Passed – 189	Passed – 125
Overall Passing % – 50.3	First Time Passing % – 65.1

### Reciprocal Salesperson Examination

Overall	First Time
Taken – 440	Taken – 358
Passed – 367	Passed – 307
Overall Passing % – 83.4	First Time Passing % – 85.8

### Reciprocal Broker Examination

Overall	First Time
Taken – 204	Taken – 152
Passed – 153	Passed – 116
Overall Passing % – 75.0	First Time Passing % – 76.3



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