


The Educator

AMP Exam Site Changes
Examination Deadline Change
Remember Instructor CE Credit Requirement
CDEI Designation for Distance Education Instructors
Checking Exam Performance of Students
Published Examination Pass Rates
Q & A
Education Snapshot
2017 Calendar of Events



**New
 Instructor
 Orientation
 2017 Schedule**

2017 Instructor Training Schedule



February 17, 2017
John Hamilton

John Hamilton will be offering a training entitled “*Classroom Climate Change: Making Our Instruction Great—Regardless the Weather.*” John is a long time real estate broker and educator who served as the Regional Director for Polley Associates – Pennsylvania’s largest real estate school—for over 25 years. John has conducted sales and negotiation trainings as well as instructor development workshops in 49 of the 50 states and four Canadian provinces. He offered an instructor training for AREEA in April of 2016 and received positive comments on his information and presentation. He holds the DREI designation from the Real Estate Educators Association (REEA) and served as their President in 2002.



May 12, 2017
Juanita McDowell

Juanita McDowell is a seasoned speaker delivering keynotes and workshops on topics like mobile technology, social media, communication, time management, and personal growth and development. She owns a training company that delivers over 200 workshops and seminars each year. She has offered previous trainings for both the Commission and AREEA. Juanita has won numerous awards for her training including the Georgia Real Estate Educators Association 2013 Instructor of the Year and the 2011 and 2012 GAR Partner in Education Instructor of the Year.



August 18, 2017
Len Elder

Len Elder is a senior instructor and curriculum developer for Superior School of Real Estate in North Carolina. He leads instructor development workshops across the country and has earned the Distinguished Real Estate Instructor (DREI) designation with REEA. He is a regular speaker and presenter at conferences and conventions for the National Association of REALTORS®, the North Carolina Real Estate Educators Association, the Arizona Association of REALTORS®, and REEA. Len is the author of several publications and a great communicator who makes real estate education fun and engaging.

The Commission’s New Instructor Orientation is designed to provide important and beneficial information to brokers who desire to gain the approval to teach salesperson prelicense, broker prelicense, and post license courses. The New Instructor Orientation includes information on Alabama License Law, teaching methods for various learning styles, and interactive instructional techniques. It also requires each participant to make a presentation for instructional feedback. This is designed to help instructor applicants be prepared to properly teach individuals using effective teaching strategies.

**The Commission has
 scheduled several New
 Instructor Orientations in
 2017 on the following dates:**

February 2-3
July 13-14
November 16-17

If you know of anyone with a broker’s license who is working to become a Prelicense/Post License Instructor, please have them contact David Bowen at david.bowen@arec.alabama.gov.

Attendance at these trainings will provide instructor CE hours for the 2017 education renewal.

REGISTRATION FORM

Classroom Climate Change: Making Our Instruction Great-Regardless the Weather

Presented by John Hamilton

Friday, February 17, 2017 9:00 a.m. – 4:00 p.m.

1201 Carmichael Way, Montgomery, AL

Alabama Real Estate Commission

REGISTRANT INFORMATION

Name _____
LAST FIRST MI

Address _____

CITY STATE ZIP

Phone _____ Fax _____

Email Address _____

NAME AND AFFILIATION PREFERENCE FOR NAME TAG

COURSE INFORMATION

Lunch will be provided.

- (\$ 95) *Classroom Climate Change* – Received by February 3, 2017
- (\$130) *Classroom Climate Change* – Received after February 3, 2017

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.

AMP Exam Site Changes

In case you have not yet heard, AMP, the Commission's contracted exam provider, has been acquired by another exam provider (PSI) resulting in changes to exam site locations. **The salesperson and broker outlines and examinations have not changed at all.** However, exam sites have changed and are identified in the December AMP Candidate Handbook.

After the examination appointment has been scheduled, a confirmation email will be sent with the assessment center address and directions. These locations offer more options for daily testing times and availability on all Saturdays. Any questions regarding these new examination sites can be shared with AMP's

Candidate Services at (800) 345-6559.

- **Birmingham**
PSI/AMP
100 Centerview Drive
Suite 100
Vestavia, AL 35216
- **Dothan**
Dothan-A+ Academic Services
3245 Montgomery Highway
Dogwood Court, Suite 7
Dothan, AL 36303
- **Huntsville**
PSI/AMP
4900 University Square
Suite 4
Huntsville, AL 35816
- **Mobile**
PSI/AMP
Dorsey Center
6051-B Airport Boulevard
Mobile, AL 36608
- **Montgomery**
PSI/AMP
500 Interstate Park Drive
Suite 530
Montgomery, AL 36109



Examination Deadline Change

In a rule amendment that was advertised earlier this year and became effective on October 1, the deadline for passing the salesperson or broker license examination was changed from 12 months to 6 months. Individuals who completed a salesperson or broker prelicense course after September 30 now have only 6 months to pass the examination following completion of their prelicense course. This new requirement should contribute to an improvement in examination pass rates since individuals will not be allowed to wait a long period of time before taking the examination.

Prelicense instructors, make sure your students who complete a salesperson or broker prelicense course after September 30 sign the updated *Licensing Process & Deadlines* form which is available in the Education Resources area of the Commission's website. The most recent form must be given to all prelicense students.

NOTE: Individuals taking a reciprocal license examination still have 12 months to pass the examination. This could change to six months in the near future.

Remember Instructor CE Credit Requirement

Next summer will be the time for Education renewals including instructors, courses, and schools. One important requirement to remember is the instructor CE credit required for Prelicense/Post License instructors. Of course, those who are approved only to teach CE courses do not have to take the instructor CE.

We are sure you checked your licensee CE credit several months ago to make sure you had the required number of CE hours prior to the license renewal deadline. Well, it's time to begin checking CE again. All Prelicense/Post License instructors must check their instructor CE and know the

number of hours that still need to be taken for education renewal. Have you recently checked your hours on the Commission's website? Do you have your required 12 hours?

This reminder is being shared now because there



are only three remaining instructor trainings scheduled by the Commission. We see approximately 200 chairs that need to be filled in these three planned trainings in order for everyone to have the required number of instructor CE hours. That is too many when our training room will accommodate fewer than 60 participants at each of the three trainings. If everyone waits until the last two trainings, there is no possible way we could accommodate everyone. Those who wait too long may not be able to attend a planned training and will either have to find acceptable training somewhere else prior to the

deadline or see their licenses placed on inactive status in October. You know what that means – no instruction until the instructor CE is earned and the approval has been activated prior to January 1, 2018. Otherwise, the approval will lapse.

Once again, the Commission can't accommodate all last-minute instructors needing CE credit, so don't wait too long. You may become an inactive instructor in October and have to go somewhere else to get the instructor CE credit needed for activation.

CDEI Designation for Distance Education Instructors

The CDEI (Certified Distance Education Instructor) designation is required for all instructors who teach distance education (online) courses and is identified in Rule 790-X-1-.21 of Alabama License Law.

The CDEI program is divided into two courses: *How and Why Adults Learn* focuses on educational theory and *Principles of Good Practice for Teaching Online* applies those theories in an online professional education context. Each course contains five major learning objectives. To earn the CDEI certification, the student must complete both courses.

The CDEI designation must be renewed every three years. The following explains requirements for each renewal:

First Renewal

The first renewal involves coursework including incremental assessments and discussion board postings. Each quiz must be passed with a minimum score (usually 90%). A final summative assessment must be passed with a score of 90 percent or better.

Second Renewal

As part of the second renewal application, individuals are presented with several essay questions asking for an understanding of key concepts from the CDEI courses and how the concepts have been applied as an instructor.

Remaining Renewals

Renewals following the second CDEI renewal involve a catalog



of 3-5 hour courses on specialized topics relevant to distance education instruction. These courses are still in the stage of development, but four courses have already been developed to be used for renewal in 2017. Two courses of interest can be chosen for each renewal cycle.

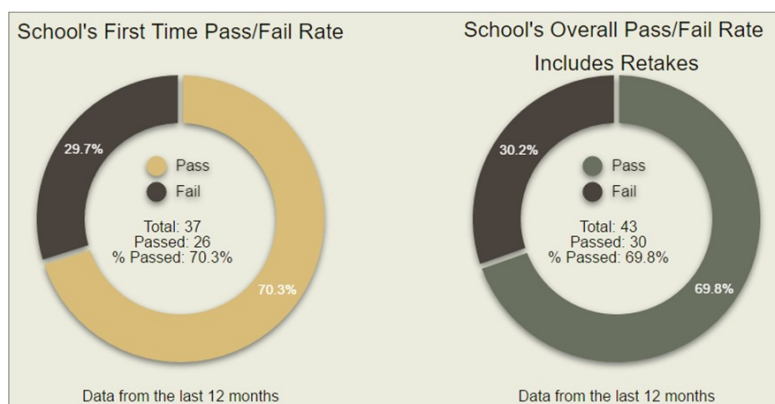
With the exception of the second renewal, all CDEI courses will provide instructor CE for the next education renewal.

For more information on CDEI courses, visit ARELLO's website at arello.org and access *Distance Education Certification* under the *Programs* heading.

Published Examination Pass Rates

As mentioned in the September 2016 issue of *The Educator* newsletter, the Commission planned to begin publishing the examination pass rates of licensed schools in October. Well, that plan has come to fruition. A document showing school examination statistics for the previous 12 months for individuals who passed the exam the first time as well as an overall pass rate including examination retakes is now available. The statistics will be updated each month to show the previous 12 months.

In addition to the examination statistics of all schools being available to



compare and sort pass rates, examination statistics can also be found in the course information for all prelicense courses. You can see an example of this below:

The Commission receives calls from individuals looking for a school that offers the salesperson prelicense course and they often ask

for examination pass rates. They want to know the school's examination statistics to make sure they are making the right prelicense course decision.

The pass rates can be found under the *Professionals* heading as well as the *Consumers* heading on the Commission's website.

Checking Exam Performance of Students

Prelicense instructors are able to log in on AMP's website to check the performance of their students who take the license examination. **This has been available since January 2016.**

Contact AMP if you need to set up your login username and password so you can have access to the performance of your students as they take the license examination. This will help instructors who want to keep up with student performance on the exam but have students who do not want to share failing scores.



QUESTION

Is *Code of Ethics* required for license renewal or activation?

ANSWER

No. Licensees continue to confuse the REALTOR® membership requirement with a real estate license requirement. Code of Ethics is only required for REALTORS® and their membership with the local, state, and national associations of REALTORS®. The Alabama Real Estate Commission has never required a *Code of Ethics* course for license renewal or activation. Any *Code of Ethics* course that is approved for CE credit and is completed by a licensee will contribute toward the 15 hours of CE needed for license renewal or activation, but this specific course has never been a requirement.

AREEA Instructor Training

AREEA is planning on offering an IDW on March 31, 2017. This will be held in the training room at the Alabama Real Estate Commission following the AREEA meeting on March 30. Make plans to attend this training as it will be offered through the national chapter of REEA. This instructor training is in addition to the three trainings scheduled to be offered by the Commission in 2017. More detailed information will be shared prior to the training.



Education Snapshot

September-November 2016

SALESPERSON EXAMINATION

| | |
|--------------------------|-----------------------------|
| Overall | First Time |
| Taken - 987 | Taken - 514 |
| Passed - 478 | Passed - 321 |
| Overall Passing % - 48.4 | First Time Passing % - 62.5 |

BROKER EXAMINATION

| | |
|--------------------------|-----------------------------|
| Overall | First Time |
| Taken - 62 | Taken - 57 |
| Passed - 57 | Passed - 54 |
| Overall Passing % - 91.9 | First Time Passing % - 94.7 |

RECIPROCAL SALESPERSON EXAMINATION

| | |
|--------------------------|-----------------------------|
| Overall | First Time |
| Taken - 55 | Taken - 52 |
| Passed - 53 | Passed - 50 |
| Overall Passing % - 96.4 | First Time Passing % - 96.2 |

RECIPROCAL BROKER EXAMINATION

| | |
|--------------------------|-----------------------------|
| Overall | First Time |
| Taken - 49 | Taken - 43 |
| Passed - 45 | Passed - 40 |
| Overall Passing % - 91.8 | First Time Passing % - 93.0 |

2017 CALENDAR OF EVENTS

| | | |
|-----------------|-----|---|
| JANUARY | 16 | Commission Office Closed - Martin Luther King Jr./Robert E. Lee Birthdays |
| | 19 | Commission Meeting - Montgomery |
| FEBRUARY | 2-3 | New Instructor Orientation |
| | 10 | ACREcon - Birmingham <i>The Club</i> |
| | 14 | Commission Meeting - Montgomery |
| | 17 | Instructor Training with John Hamilton |
| | 20 | Commission Office Closed - George Washington/Thomas Jefferson Birthdays |
| MARCH | 23 | Commission Meeting - Montgomery |
| APRIL | 20 | Commission Meeting - Montgomery |
| | 24 | Commission Office Closed - Confederate Memorial Day |

•Commission Offices Closed for State Holiday

KEEP UP WITH THE LATEST

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YOUTUBE

@arecalabamagov

arec.alabama.gov