

The Educator

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Instructor Training August 18 Engagement: That's the Thing!



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.

Len has offered previous instructor trainings for both the Commission and AREEA. The morning session will look at the "Why's", the "How's" and the "What's" of student engagement in the classroom that increase the students' retention of material leading up to the flipped classroom model and other techniques. The afternoon session will

address the use of storytelling, as well as the technology side of student engagement through PowerPoint.

Completion of this training will provide six of the twelve hours needed to renew instructor approval in 2017. 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. Make plans to attend this instructor training and acquire not only the hours needed for instructor renewal but also valuable information and knowledge that can be used in the classroom.

DATE
August 18, 2017

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)

Three Reminders for Education Renewal

1. The renewal of instructors, courses, schools, and administrators is right around the corner. If you have not received a letter from the Commission's Education Division, you should be receiving it in the near future. This mailing will explain the process for all renewals which must be completed prior to October 1, 2017.

2. Make sure all courses

have been renewed if you have scheduled to teach them after September. You can always check the Commission's website to see if you have a course scheduled. Do not teach courses which have not been renewed. If an instructor does teach an unrenewed CE course after September, students can be denied



instructor CE and renewed on active status prior to the next scheduled instructor training, the instructor CE hours from the next training will be applied toward the education

CE credit and a formal complaint can be filed against the instructor and the sponsoring school.

3. If a prelicense instructor has acquired 12 hours of

renewal in 2019. All renewal requirements will have to be satisfied prior to a scheduled training in order for instructor CE hours to be used in 2019.

Salesperson Prelicense Course Incremental Testing Clarification

Rule 790-X-1-.06(5)(g) of Alabama License Law states that Salesperson Prelicense instructors "shall offer incremental assessments including a final course exam. Students shall pass all required incremental assessments and the required final course exam that adequately measures mastery of course content and make a minimum course grade of 70% to successfully complete the prelicense and post license courses."

For clarification, incremental assessments must be offered during the salesperson prelicense course and every student must pass the assessments, but the assessment scores do not have to count as part of the final course grade. However, it is important that you document and keep on file the incremental assessments that were offered and each student's score to

verify that you are complying with this requirement.

This is similar to asynchronous distance education or online courses. Quizzes must be passed in each section of the course in order to continue to the next section. However, those quiz grades do not determine the final course grade. Only the final exam determines the passing grade.

If you do choose to use the incremental assessments to determine the final course grade and need assistance computing the average, do not hesitate to let the Education Division assist you with this.



A new **online Salesperson Original Application** is now available and can be accessed by logging in to *Online Services* on the Commission's website and selecting a link to this application located under *Available Services*. This can make the issuing of a license much quicker.

As addressed in Section 34-27-33, Rule 790-X-1-.06, and Rule 790-X-2-.03 of Alabama License Law, all licensees with a temporary salesperson license must complete the 30-hour post license course and apply for an original salesperson license, even if they plan to be on inactive status. This

has always been done with a *Salesperson Original Application* that is available in the *Forms* section of the Commission's website.

POST LICENSE INSTRUCTORS AND ADMINISTRATORS

You are required by Rule 790-X-1-.06 to "provide the *Application for Real Estate Salesperson's Original License to all post license students.*" This can now be accomplished by either providing a printed copy, showing them the link under *Forms* on the website, or by telling them how to access the online application after logging in on the Commission's website.

Use Current and Updated Documents

There are occasions when required documents must be updated. For example, Item #2 on the *Licensing Process and Deadlines Form* was amended on October 1, 2016 to identify the six-month deadline to pass the real estate exam as opposed to the previous one-year deadline. Prelicense and Post License students must be given the appropriate *Licensing Process and Deadlines Form*.

All required course documents are now in course folders in Instructor Resources, making it easy for instructors and administrators to know what forms must be used. An email announcing these folders was sent on February 14, and an article was published in the April 2017 issue of The Educator newsletter.

- Classroom instructors must print current documents from our website when needed to make sure they are current.
- Distance Education providers must check all documents in their courses to make sure they are current.



Check Exam Performance of Students

Due to the inability of some prelicense instructors to successfully log in and access the needed exam pass rates on AMP's website, the Commission was given new contact information allowing instructors and administrators to create a username and password. If you do not currently have login information for AMP's website (goamp.com) to access your students' exam performance information, contact AMP by email or phone to create your username and password. The updated email address is portalsupport@psionline.com and is monitored by several AMP staff members throughout the day. Instructors can also call 800-345-6559 and ask to be forwarded to the correct person to request a username and password. This exam information is accessed by selecting *School User* found under the *Portals* heading on AMP's homepage. The login will provide access to the School Portal where *Reports* can be selected to view examination data for your school.



AREEA Instructor Training

The Alabama Real Estate Educators Association (AREEA) will be offering Part 2 of their certification program on September 15, 2017 at Virginia College, 6200 Atlanta Highway, in Montgomery, Alabama. Karel Murray will return to offer *Content Delivery* which is Part 2 of a three-part series in AREEA's new *Certified Real Estate Instructor* certification program and will provide six hours of instructor CE.

The *Certified Real Estate Instructor* certification is designed by Karel Murray and AREEA to teach instructors how to present like a professional. Students make quick judgments based on their perceptions of instructors—from first contact through the presentation of material. If the instructor's speaking skills are weak or the programs are lackluster, students may not recognize the instructor's expertise. This certification program will expose instructors to a mixture of training and development applications, as well as professional speaking techniques, which will help ensure training programs and classes are as dynamic and effective as possible.



QUESTION

Can I get a copy of a course outline from the Commission if I want to renew a CE course?

ANSWER

The Commission does not send course outlines to instructors. All CE instructors should be keeping a copy of all approved CE course outlines. It's as simple as keeping an electronic version on your own computer which can be copied into the correct text box for course renewal. Electronic versions of course outlines make it easy and convenient for them to be available for school requests, course renewal, and content updates when needed.



SALESPERSON EXAMINATION

Overall

Taken - 1,238
Passed - 622
Overall Passing % - 50.2

First Time

Taken - 738
Passed - 465
First Time Passing % - 63.0

BROKER EXAMINATION

Overall

Taken - 48
Passed - 43
Overall Passing % - 89.6

First Time

Taken - 43
Passed - 39
First Time Passing % - 90.7

RECIPROCAL SALESPERSON EXAMINATION

Overall

Taken - 61
Passed - 60
Overall Passing % - 98.4

First Time

Taken - 60
Passed - 60
First Time Passing % - 100

RECIPROCAL BROKER EXAMINATION

Overall

Taken - 42
Passed - 35
Overall Passing % - 83.3

First Time

Taken - 35
Passed - 29
First Time Passing % - 82.9

2017 CALENDAR OF EVENTS

AUGUST	18	Instructor Training w/ Len Elder - Montgomery
	24	Commission Meeting - Montgomery
SEPTEMBER	4	Commission Office Closed - Labor Day
	15	AREEA Instructor Training w/ Karel Murray - Montgomery
	20-23	ARELLO Annual Conference - Honolulu, HI
OCTOBER	28	Commission Meeting - Birmingham
	9	Commission Office Closed - Columbus Day
NOVEMBER	26	Commission Meeting - Montgomery
	10	Commission Office Closed - Veterans Day
DECEMBER	16-17	New Instructor Orientation - Montgomery
	23	Commission Office Closed - Thanksgiving Day
	30	Commission Meeting - Montgomery
	25	Commission Office Closed - Christmas Day

KEEP UP WITH THE LATEST

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