



THE EDUCATOR

a publication of the Alabama Real Estate Commission

MARCH 2025



INSTRUCTOR TRAINING TO BE HELD MAY 2



The Modern Real Estate Instructor

Craig Grant

Craig Grant will be offering “The Modern Real Estate Instructor” addressing topics such as professionalism, the modern flipped classroom, instructional material, AI and technology, virtual presentations, and memorable/impactful presentations.

Craig travels the country offering trainings for a variety of organizations including REEA and REALTOR® organizations. He is the CEO of The Real Estate Technology Institute.



This training will provide 6 of the 12 hours needed to renew instructor approval this year. Remember, these hours are not interchangeable with CE hours that are needed to renew your real estate license. These CE hours are only applied toward the renewal of your instructor approval.

LOCATION: ALABAMA REAL ESTATE COMMISSION TRAINING ROOM

TIME: 9:00 A.M. – 4:00 P.M.

COST: \$149 FOR EARLY REGISTRATION AND \$199 FOR LATE REGISTRATION

Registration is available on Auburn University’s Office of Professional & Continuing Education website at auburn.edu/outreach/opce/re/arec.htm.

Instructors who are only approved to offer CE courses are **not** required to have the 12 hours of instructor CE to renew their instructor approval. Those hours are only required for prelicense instructors.

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REGISTRATION FORM

The Modern Real Estate Instructor
Presented by Craig Grant

Friday, May 2, 2025

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.

(\$149) *The Modern Real Estate Instructor* – Received by April 16, 2025

(\$199) *The Modern Real Estate Instructor* – Received after April 16, 2025

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.

AREEA IDWS FOR 2025

The Alabama Real Estate Educators Association (AREEA) will be offering instructor trainings this year in addition to the Commission's instructor trainings. The Commission always offers six-hour IDWs, but AREEA will offer three-hour IDWs hoping this will provide more flexibility for instructors and increase engagement during the sessions.



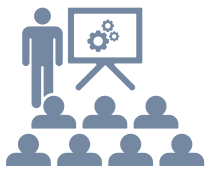
Revisiting the Risk Management Course: Enriching Your Skills for an Engaging CE Class

Lebron Little

March 14 | 10:00 a.m. – 1:00 p.m.

Birmingham Associations of REALTORS®

This course is designed to help approved Risk Management instructors navigate and enrich the mandatory course outline. This is not a substitute for the six-hour Risk Management Instructor Training required by the Commission. The goal of this IDW is to assist and refresh the skills of instructors who are already approved to teach Risk Management.



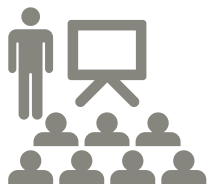
Blueprints for Success: Crafting Real Estate Curriculum - Part 1

Janie Wood, CREI, CDEI, GSI, GSI Instructor

April 11 | 10:00 a.m. – 1:00 p.m.

Baldwin County Association of REALTORS®

Designing an effective real estate course starts with a strong foundation. Offered as the first course in a two-part series, in this initial session, real estate instructors will learn the essential steps to create an engaging and structured curriculum tailored to their audience. From defining learning objectives to organizing content and developing assessment strategies, this class will provide the tools and confidence needed to bring your course ideas to life. Whether you are building a new class from scratch or refining an existing one, this session will set you on the path to instructional success.



Blueprints for Success: Crafting Real Estate Curriculum - Part 2

Janie Wood, CREI, CDEI, GSI, GSI Instructor

June 20 | 10:00 a.m. – 1:00 p.m.

Location to be determined

Building on Part 1, but also serving as a stand-alone course, this interactive workshop guides you through transforming course ideas into an engaging outline. Using Gape Principles, Bloom's Taxonomy, and adult learning strategies, you will develop a clear framework with refined learning objectives, logical content sequencing, and interactive techniques to enhance student engagement. You will create a comprehensive course outline and content strategy—whether designing a new course or improving an existing course. The session also includes a step-by-step guide for submitting courses to the Alabama Real Estate Commission. Finally, you will have a ready-to-implement course outline and a deeper understanding of effective real estate curriculum design.



ARELLO® Certification Basics for Synchronous On-Line Courses

Amanda Adams, CDEI, CREI, CREI Trainer

August 22

Virtual via ZOOM

This training explores key points of the ARELLO® certification for synchronous distance education courses. Attendees will learn practical approaches that can be immediately applied to their application process.

Registration can be completed on AREEA's website at www.alabamareea.org. Instructors who are only approved to offer CE courses are not required to have the 12 hours of instructor CE to renew their instructor approval. Those hours are required only for prelicense instructors.



AREEA WORKSHOPS FOR 2025

The Alabama Real Estate Educators Association (AREEA) will be offering workshops which are FREE for members and licensees. All workshops are presented over Zoom and are recorded for later viewing. For more information or to register, visit www.alabamareea.org.

Judging a Book by Its Cover: What's the preferred book for Sales Pre-License Courses?

Lillie Fuse-Williams

March 12 | 3:00 p.m.

Join us for a FREE workshop as Ms. Lillian Fuse-Williams explores the pros and cons of the popular real estate textbooks (the "blue book" and the "yellow book").

What's New with Pearson VUE?

Amanda Adams

April 9 | 3:00 p.m.

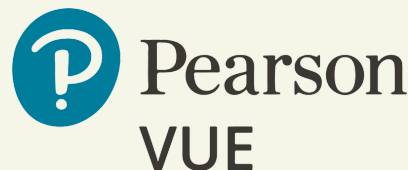
Join us for a FREE workshop as we take a closer look at the updated Pearson VUE Detailed Content Outlines for salesperson and broker license examinations. These changes are scheduled to take effect on April 1, 2025.

REVISED LICENSE EXAMINATION OUTLINES

As stated in a January 8 email, Pearson VUE's outlines will be updated with minor changes effective April 1. You can begin teaching the updated content for students who will be taking the license examination after March. Make sure your students are prepared for these changes.

These are the same changes that were initially advertised in July of 2024 with an effective date of August 22, 2024. The content outlines identifying these changes were shared in that email. The effective date was changed to April 1, 2025, and another email with the outlines was sent on January 8, 2025.

The updated outlines can be accessed on the Commission's website in Education Resources and Instructor Resources.



LICENSE EXAMINATION TIMING

Even though there is one license examination with one passing score, the national and state portions are separate parts of the examination. Basically, an examinee begins with the national portion and has 2½ hours to complete it. Then the examinee can begin the state portion and has one hour to complete it. The examinee cannot bounce back and forth between the two portions. Once the national portion has been exited, it cannot be accessed again.

Please make sure your prelicense students understand this so they do not exit the national portion of the examination with unanswered items. The wording below is provided with the salesperson and broker examinations to make sure examinees understand this.

You are about to begin the National/General section of the Alabama Salesperson Exam

You have the following number of minutes to complete the first section of the exam: 150

This section contains the following number of scored items: 85

You will not be able to return to this section once you have completed it.

When you are ready to begin, select "Next" to continue.

You are about to begin the State section of the Alabama Salesperson Exam

You have the following number of minutes to complete the second section of the exam: 60

This section contains the following number of scored items: 45

You will not be able to return to this section once you have completed it.

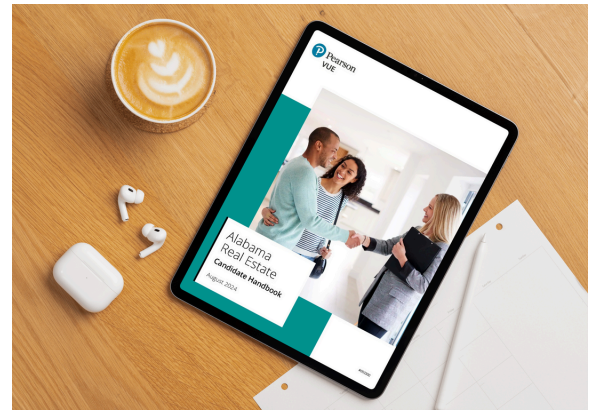
When you are ready to begin, select "Next" to continue.

PEARSON VUE EXAMINATION CANDIDATE HANDBOOK

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.

The Alabama-specific website for examination candidates is www.pearsonvue.com/us/en/al/realestate.html. This is where the Candidate Handbook, Content Outlines, special requests, and practice tests can be accessed.

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



CHECK YOUR SCHOOL'S EXAMINATION STATISTICS

Please take advantage of the examination results Pearson VUE provides schools. This allows prelicense instructors to see students who have taken the license examination and if they successfully passed it. Please stay in contact with your students after they complete the prelicense course because some may need extra assistance after prelicense course completion.

- If you have a student who has not taken the license examination within one or two months of course completion, contact that student.
- If you have a student who has failed the license examination multiple times, contact that student and offer assistance.

The performance of students on the license examination is very important for your school. Not keeping track of license examination results for your school can result in very low examination pass rates that are advertised on the Commission's website.

PROPOSED LEGISLATION

The Commission has submitted proposed legislation again this year. A difference from previous years will be the division of one bill into multiple bills based on the topic. Here is a list of the bills:



- Real Estate License Education Enhancement Act
- Real Estate License Integrity and Consumer Protection Act
- Real Estate License Modernization Act
- RECAD Update Act

The main act affecting schools and instructors is the Real Estate License Education Enhancement Act. This contains the same information that has been shared previously identifying changes in the licensing process such as replacing the 30-hour Post License course with a 45-hour Prelicense 2 course. These updated bills will be posted on [the Commission's homepage](#) where they can be reviewed for specific details. Your assistance in contacting your local representatives to get this legislation passed would be appreciated.

RULE AMENDMENTS

The following rule amendments related to education became effective on February 14, 2025.

- *Rule 790-X-1-.06* - Prelicense and Post License School Approval and Requirements
 - Students can receive no more than 8 hours of credit per day in prelicense and post license courses.
- *Rule 790-X-1-.21* - Distance Education Courses
 - A moderator separate from the instructor must be used in synchronous distance education courses with 10 or more students.
 - Acceptable proctoring is explained for synchronous and asynchronous distance education courses.
- *Rule 790-X-3-.16* - Advertising (New Rule)
 - The word “prominently” for advertising is now defined in rule.



The following rule amendments will be effective on April 14, 2025.

- *Rule 790-X-1-.12* - Continuing Education Course Approval and Requirements
 - Licensees can earn no more than 8 hours of CE credit in one day.
 - No longer can a special request for 1 ½ hour CE courses be made.
 - Course applications must now be submitted 30 days prior to the beginning date of the course.

Please contact the Education Division if you have questions regarding these amendments.

EDUCATION RENEWAL IN 2025

Education renewals will take place this year and will include all instructors, courses, and schools. All prelicense instructors approved before October 1, 2024, must have 12 hours of instructor CE to satisfy renewal requirements and continue teaching. Instructors approved October 1, 2024, or after must have 12 hours of instructor CE beginning with the 2027 education renewal. Here are options for satisfying this requirement:

- Instructor trainings offered by the Commission
- Instructor trainings offered by AREEA
- Online options located in Instructor Resources on the Commission’s website
- IDWs that are taken in the classroom in other states
- Attendance at the REEA Annual Conference



Also, remember to maintain your approved course outlines in your personal files for all of your elective CE courses. These need to be used when teaching the course and for course renewal. The Education Division cannot supply approved course outlines for all instructors during renewal. These outlines must be maintained by instructors, used when teaching, and updated when necessary if content needs to be changed during the two-year approval period.

NEW EMPLOYEE IN EDUCATION DIVISION



We are proud to announce the hiring of Cassandra James as an Education Auditor. Cassandra joined us on February 3 and is in the process of learning about the Commission and our education requirements. Cassandra has worked with Montgomery Public Schools as a teacher, an Alabama Reading Initiative Specialist, a Multi-Tiered System of Support Coach (MTSS), and an assistant principal. She has helped teachers provide direct, explicit, and systematic instruction, worked on continuous improvement plans, provided technical assistance, and supported teachers through classroom visits, modeling, and feedback.

We are excited to have Cassandra join us as an Education Auditor and look forward to her meeting all instructors.



QUESTION:

Where can prelicense instructors see their students' license examination performance?

ANSWER:

Pearson VUE provides emails to administrators each week if a school's students have taken license examinations. Prelicense instructors can use this to see how students are performing and determine if some need special assistance. Emails are not sent if students did not take the license examination.

Calendar

March	
20	Commission Meeting
April	
1	Effective Date for Revised Pearson VUE Examinations
11	AREEA Instructor Training in Baldwin County
24	Commission Meeting in Dothan
28	Commission Office Closed
May	
2	Instructor Training with Craig Grant
22	Commission Meeting
26	Commission Office Closed
June	
1	Commission Office Closed
12-13	New Instructor Orientation
20	AREEA Instructor Development Workshop
26	Commission Meeting

Dates and events are subject to change.



EDUCATION SNAPSHOT OCTOBER 2024 - JANUARY 2025

Salesperson Examination

Overall

Taken – 1,341
Passed – 726
Overall Passing % – 54.1

First Time

Taken – 789
Passed – 555
First Time Passing % – 70.3

Broker Examination

Overall

Taken – 184
Passed – 84
Overall Passing % – 45.7

First Time

Taken – 87
Passed – 46
First Time Passing % – 52.9

Reciprocal Salesperson Examination

Overall

Taken – 259
Passed – 226
Overall Passing % – 87.3

First Time

Taken – 225
Passed – 197
First Time Passing % – 87.6


Reciprocal Broker Examination

Overall

Taken – 116
Passed – 94
Overall Passing % – 81.0

First Time

Taken – 89
Passed – 68
First Time Passing % – 76.4



ALABAMA REAL ESTATE
COMMISSION
EMPOWER, CONNECT, AND EDUCATE

Get in Touch
1201 Carmichael Way
Montgomery, AL 36106

Tel (334) 242-5544
Fax (334) 270-9118
arec@arec.alabama.gov

