

The Educator

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EDUCATION RENEWAL
BEGINS

JUNE 15, 2021

Notification will be
mailed early June.

2021 INSTRUCTOR TRAINING OPPORTUNITIES

A total of four instructor trainings have been offered since the last education renewal and more trainings are scheduled. There are still instructors who do not have 12 hours of instructor CE and time is running out.

Upcoming instructor training options include the following:

- Ed Hatch is currently scheduled to offer an IDW in the Commission's training room on September 17. This will be "The Art of Instruction: Unique, Compelling, & Valuable" which was originally scheduled for August 7, 2020. More information will be shared closer to this date, but online registration is currently available on Auburn University's Office of Professional & Continuing Education website auburn.edu/outreach/opce/re/arec.
- The Real Estate Educators Association (REEA) annual conference was originally planned to take place in June. Due to COVID-19, the conference is currently scheduled to take place in Atlanta, GA on October 7-11. REEA Gold Standard IDWs will be offered on October 7, 8, and 11. The conference is October 9-10. Go to reea.org to find more details.
- AREEA could possibly offer another instructor training in September.
- Instructor CE hours can also be earned by completing various CDEI courses. Speak to someone in the Education Division regarding this option.

Please remember that all instructors who do not have their 12 hours of instructor training by September 30 will automatically be placed on inactive status on October 1

and will have limited opportunities to obtain their required hours before the December 31 deadline.

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.

Update on Classroom Courses Affected by COVID-19

Earlier in 2020, due to the COVID-19 pandemic, the decision was made to allow classroom courses to be offered via Zoom, Teams, or some other virtual platform. Beginning July 1, 2021, all courses originally approved as a classroom course must be offered in the classroom. If an instructor desires to continue offering courses through a virtual platform, these courses must be submitted to ARELLO® (Association of Real Estate License Law Officials) for distance education certification based on Alabama License Law Rule 790-X-1-.21. This instructor must also complete courses required for the CDEI (Certified Distance Education Instructor) designation.

If appropriate action by instructors is taken to continue offering virtual courses, classroom requirements such as writing surfaces, paying attention, not arriving late or leaving early, etc. still apply. These requirements are based on License Law as well as observations that were made during a previous instructor training. Contact the Education Division if you have questions regarding ARELLO® certification.

Qualifying Broker Prelicensure Course Update

With assistance from a task force of instructors, a qualifying broker course was developed in 2020 and explained in the October Risk Management instructor training. The plan for the newly developed course was to change statute and initially offer it as a mandatory course for anyone desiring to be a qualifying broker. The proposed requirements were to be as follows:

- Salespersons who desire to become a qualifying broker must complete the 60-hour broker prelicensure course as well as the 3-hour qualifying broker prelicensure course. Salespersons who desire to become an associate broker only have to complete the 60-hour broker prelicensure course.
- Associate brokers who desire to become a qualifying broker have already completed the 60-hour broker prelicensure course and will only have to complete the 3-hour qualifying broker course.

Following the statute change, License Law rules would be amended to make it a mandatory course for all qualifying brokers each license period.



Because proper legislation adding that requirement to a License Law statute was not successful this year, the course will not be a mandatory course when originally planned. Another attempt at proper legislation will take place at a future date.

All instructors who received approval to offer this course last year may continue offering it as an elective CE course until the planned License Law changes have been completed. Another instructor training will be provided for instructors who were not able to attend last October. Currently, this is simply an elective CE course and requires a course application and course review fee.

When Can a Student Take the Post License Course?

The Commission has received calls from several licensees stating they started the 30-hour post license course before they received their temporary salesperson license, and now the school will not give them credit for the post license course. Some individuals confess to actually completing the course prior to being licensed.

Schools that offer the post license course should not let a student begin the course without providing a license number. Distance education providers should not simply ask for any 6-digit number to confirm licensure. All schools should check and verify these numbers using the *License Search* feature on the Commission's website. If people desiring to take the post license course only have an ID number and do not have a temporary salesperson license number, they will not appear in the *License Search* results.

Basically, all schools must verify licensure before allowing a student to begin the post license course.



Check Your School's Exam Pass Rates!

All prelicensure instructors should be constantly checking the examination pass rates of their prelicensure students. As shared previously on multiple occasions, this is available with a login on PSI's *School/Jurisdiction User* area of their website.

Constantly checking your school's exam statistics can allow you to recognize problems and act to address them. Here are a couple of examples:

You may see former students who have not taken the license examination several months after completing your prelicensure course. Call or email them and tell them to take the examination instead of delaying it. The Commission has previously provided statistics showing the best performance on the examination occurs when the exam is taken within one month of prelicensure course completion. Make sure your students are aware of that, so they do not delay taking the exam which could negatively affect your school's pass rate.

You may see former students who have failed the examination three or four times after completing your prelicensure course. Call or email them and provide more assistance in preparing them for the examination. You can ask them to identify the areas of the examination where they are performing at low levels and assist them.

Basically, if you care about your school's examination pass rate, which is publicly advertised on the Commission's website, you are not finished with your students when they leave your classroom.

Course Credit Entries Reminder

Course credit entries are very important to the individuals who have completed real estate courses. Some are ready to take the license examination and are prevented from doing so because a school has not submitted their prelicense course credit to the Commission. Some are ready to activate a license and are prevented from doing so because a school has not submitted their CE course credit to the Commission.

Deadlines for course credit entries are identified in License Law and **must** be followed by schools offering classroom courses and schools offering distance education courses. We understand that occasional mistakes are made, but all schools must develop a reliable process of accurately reporting real estate course credit through CMap.

:PRELICENSE COURSE CREDIT License applicants do not like to wait for course credit to be reported because most are ready to take the license examination as soon as they complete the course. Salesperson and broker prelicense course credit must be entered in CMap within three (3) business days of the date students satisfy all course requirements. Late credit entries reduce the period of time applicants have to pass the license examination. [License Law Reference: *Rule 790-X-1-.06(4)*]



EXAMPLE: Recently, a distance education prelicense student was denied two months to take the license examination based on a late credit entry by the distance education provider.

:POST LICENSE COURSE CREDIT Temporary salespersons are ready for their original salesperson license to be issued, but they have to wait on post license course credit to be submitted. Post license course credit must be entered in CMap within three (3) business days of the date students satisfy all course requirements. [License Law Reference: *Rule 790-X-1-.06(4)*]

:CE COURSE CREDIT Licensees who are taking CE to activate a license want to activate as quickly as possible. However, they are not able to do so until all CE credit has been accurately submitted. CE course credit needs to be entered in CMap within 10 days of the date students satisfy all course requirements. [License Law Reference: *Rule 790-X-1-.12(6)*]

NOTE: The only exception to the required 10 days is when the CE completion deadline for license renewal is less than 10 days from the date of course completion. All CE credit must be submitted prior to midnight on September 30 of a license renewal year.



Review Distance Education Course Content

All prelicense instructors who serve as the main instructor for a primary distance education provider need to know the course content so student questions can be answered. The prelicense course content needs to be reviewed to make sure all information is current and correct. This is especially true with the License Law portion since changes have occurred over the years. Anytime a change is advertised in License Law, distance education providers (and instructors) must make sure all necessary changes are made to course content.

Also, all forms and licensing information outside of the course content must be reviewed and updated. This includes the following:

- **Current Licensing Process & Deadlines form** which is always updated on the Commission's website and accessible through *Education Resources* and *Instructor Resources*.
- **All License Law references and quotes**, which must be updated when rule amendments and statute changes are advertised. The best option is to include a link to the License Law on the Commission's website since it is current.
- **The PSI Candidate Handbook** so students know how to schedule the license examination and what to expect. Some individuals complete the prelicense course and claim they know nothing about the license examination.
- **Required ID number registration** information is needed for ID numbers to be assigned and course credit to be submitted.

Treat a distance education course like it is one that you are teaching in the classroom. All required information must be shared with students and must be current.

**QUESTION**

How long can I continue to offer classroom courses virtually?

ANSWER

Due to COVID-19, Commissioners extended the deadline for virtual platforms to be used for classroom instruction without ARELLO distance education certification. That deadline is **June 30, 2021**. After that date, only courses with ARELLO certification may be taught through a virtual platform. Go to arello.org for more information on distance education certification.

Calendar of Events

Dates and events are subject to change

MAY

31 Commission Offices Closed

JUNE

7 Commission Offices Closed

17 Commission Meeting

JULY

1-3 ARELLO® Mid-Year Meeting (San Antonio)

5 Commission Offices Closed

22 Commission Meeting

AUGUST

5-6 New Instructor Orientation

19 Commission Meeting

**Education Snapshot**

December 2020-April 2021

SALESPERSON EXAMINATION**Overall**

Taken - 3,092

Passed - 1,311

Overall Passing % - 42.4

First Time

Taken - 1,693

Passed - 897

First Time Passing % - 53.0

BROKER EXAMINATION**Overall**

Taken - 202

Passed - 169

Overall Passing % - 83.7

First Time

Taken - 173

Passed - 152

First Time Passing % - 87.9

RECIPROCAL SALESPERSON EXAMINATION**Overall**

Taken - 296

Passed - 269

Overall Passing % - 90.9

First Time

Taken - 268

Passed - 246

First Time Passing % - 91.8

RECIPROCAL BROKER EXAMINATION**Overall**

Taken - 179

Passed - 126

Overall Passing % - 70.4

First Time

Taken - 138

Passed - 98

First Time Passing % - 71.0



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

Stay Connected

FOLLOW US ON SOCIAL MEDIA!

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

See You There!

