

THE EDUCATOR

SPECIAL SEMINAR EDITION

REGISTRATION FORM ENCLOSED

Registration Deadline is October 1, 2001

September 2001
Volume 3, Issue 2

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State of Alabama
Real Estate Commission
1201 Carmichael Way
Montgomery, AL 36106-3674

"The Instructor's Dozen"
Thursday, October 11, 2001
Sponsored by the Alabama Real Estate Educators Association
1:00 – 4:00 p.m.

AREEA Chapter Annual Meeting
4:00 – 5:00 p.m.

AREEA Social Event
6:00 – 7:30 p.m.

Annual Instructors' Seminar
Friday, October 12, 2001
Registration begins at 7:45 a.m.
Seminar begins at 8:30 a.m.

Auburn University Hotel and Dixon Conference Center

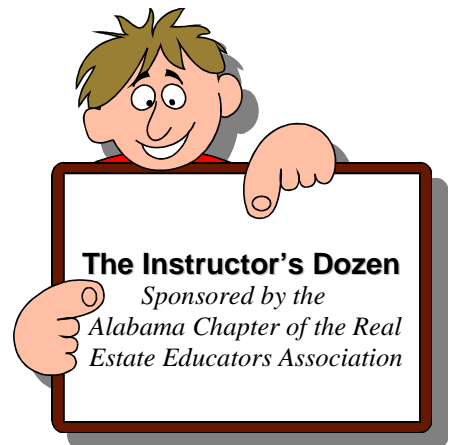
WHO SHOULD ATTEND

Annual Instructors' Seminar

If you are approved to teach prelicense, post license or any of the required or mandatory continuing education courses, you must attend the Annual Instructors' Seminar on October 12. The local associations of REALTORS as well as other organizations who sponsor continuing education courses are encouraged to have a key person in their organization present. There have been recently enacted law and rule changes which significantly affect education.

*The block of rooms for the program will be held until
September 10
Make Your Hotel
Reservations Today!*

You will find this information extremely helpful to your organization. The program is open to all school personnel, real estate educators from other states, potential instructors, licensees and anyone who has an interest in the program.



This will be a fast paced, fun workshop that will give you the latest on a wide variety of topics such as contracts, RECAD, commercial real estate, diversity, GAPE (generally accepted principles of education), course development, teaching with PowerPoint, prelicense and more. Speakers will be fellow educators and AREEA members. Come pick up all kinds of new information and tips you can incorporate into your classes. Bring someone with you. Bring a friend, stay for the AREEA annual meeting and then join us for a fun evening at AREEA member Cindy Cannon's home in Opelika. What a great opportunity to network, relax and have some fun! ☺



REGISTRATION INFORMATION: PLEASE READ – VERY IMPORTANT!

You can register by phone at (334) 844-5100 ; fax at (334) 844-3101; by mail at Auburn University Outreach Program Office, 301 O.D. Smith Hall, Auburn University, Alabama 36849; online at www.auburn.edu/outreach/arec2001.

Registrations received via fax, e-mail or telephone REQUIRE a Visa or MasterCard number or purchase order number for payment. Auburn University must receive both the registration form and fee from participants in order to be considered registered. Remember the deadline is October 1, 2001. After that, participants will incur an additional \$50 late registration fee.

Participants who register less than five working days prior to the conference date should do so by phone to ensure confirmation of registration.

LOCATION and LODGING

Both programs will be held in the Auburn University Dixon Hotel and Conference Center located at 241 South College Street on the Auburn University Campus. Ample parking is provided adjacent to the Conference Center.

Hotel rooms may be reserved by calling 1-800-2AUBURN. Please identify yourself as a participant in the “Alabama Real Estate Commission” program. Room rates are \$72.00 plus tax per night. The room block cut off date is September 10, 2001. Make your reservations by September 10! Rooms may be reserved on a space available basis after that date. That is a home game weekend for Auburn so make your reservations now if you want a room!

CANCELLATIONS and REFUNDS

Written refund requests received by October 4, 2001, will result in a refund of fees less a \$15 administration charge. Refund requests received after October 4 will not be honored. A substitute participant may be designated in place of a registrant who cannot attend.

Auburn University and the Outreach Program Office reserve the right to cancel, postpone, or combine workshop sections, to limit registrations, or to change instructors or speakers.

CREDIT

Participants in the AREEA workshop will receive 3 hours of elective CE credit. Those attending the Annual Instructors Seminar will receive 6 hours of elective CE credit. The Annual Seminar will also count for 5 points on the instructor’s application for potential instructors. ☞



FEES, DEADLINES & SCHEDULE

October 11, 2001

“THE INSTRUCTOR’S DOZEN”

Sponsored by the Alabama Real Estate Educators Association (AREEA)

Fee: \$25.00 Deadline: **Received** by October 1

\$35.00 if **received** past October 1 (includes \$10 late fee)

Registration: 12:30 p.m. – 1:00 p.m.

Program: 1:00 p.m. – 4:00 p.m.

AREEA CHAPTER MEETING

4:00 p.m. – 5:00 p.m.

AREEA SOCIAL

6:00 p.m. – 7:30 p.m.

Meet in lobby at 5:45 p.m.

OCTOBER 12, 2001

ANNUAL INSTRUCTORS’ SEMINAR

Fee: \$84 Deadline: **Received** by October 1, 2001

\$134 if **received** past October 1 (includes \$50 late fee)

Registration: 7:45 a.m. – 8:30 a.m.

Program: 8:30 a.m. – 3:30 p.m.

☞ **SEMINAR STARTS AT 8:30 A.M. SHARP! BE ON TIME** ☞

ANNUAL INSTRUCTORS' SEMINAR AGENDA

Friday, October 12, 2001

7:45 – 8:30 a.m.

Registration and Continental Breakfast

8:30 – 8:45 a.m.

Welcome and Overview of the Day and Introduction of Speakers

Pat Anderson, Education Director

8:45 – 10:15 a.m.

“Fair Housing – The Changing Face of Housing Discrimination”

Tony will give you a brief overview of the changing face of housing discrimination and some of the new “players” in the game; e.g., banks and insurance companies. There will be interaction including playing “20 questions” to help instructors assess their knowledge of fair housing with time for discussion and questions. Tony will provide information on recent fair housing cases and the court decisions on those. Participants will also be treated to a short video showing testing of housing providers regarding disabled housing applicants. This promises to be a fun and quick hour and a half. Tony is one of the most respected fair housing instructors in the country and he guarantees you will enjoy the program he has planned.

Tony Duncanson, CBR

Weichert Realtors, Bethesda, Maryland

10:15 – 10:30 a.m.

Break

10:30 – 12:00 p.m.

“Risk Management – How to Discourage Lawsuits in the Ever Increasingly Litigious Society”

Kelly is an attorney who specializes in real estate litigation representing and defending real estate licensees. His presentation will discuss ways to dissuade lawsuits against real estate agents by exploring the current status of Caveat Emptor in real estate transactions and how this principle is affected by health and safety issues, disclaimers, seller’s disclosure statements and agency relationships. You will pick up a lot of good useful information complete with handouts which you can use in your classes.

T. Kelly May, Attorney at Law

Huie, Fernambucq & Stewart, LLP, Birmingham, Alabama

12:00 – 1:00 p.m. Luncheon (Included)

1:00 – 2:30 p.m.

Concurrent Sessions (Choose One)

1 Teaching REALTORS Ethics

One of the leading presenters in Code of Ethics, Tripp received rave reviews for his presentation at REEA this year. He has designed this session to demonstrate how to teach ethics in accordance with the NAR requirements. In addition to receiving an overview of ethics, there will be a review of the Code as well as a review of different methods of learning so that you can develop a well-rounded presentation. Look forward to case studies, delivery ideas and application tips as well as some hands on practice. This is a must for those who teach or will teach Code of Ethics.

Tripp Anderson, ABR, CBR, DREI, GRI, ITI Certified

Atlanta, Georgia

2 Fair Housing for Instructors

Tony will be back in the afternoon to focus on more detailed issues and teaching methods that instructors can employ in the classroom. These include other videos, bomb shelter game and other teaching methods. He will also stress techniques for limiting liability and strategies for brokers and property managers to address Fair Housing issues on a proactive basis.

Tony Duncanson, CBR

Weichert Realtors, Bethesda, Maryland

3 More Risk Management – Real World Case Studies

Kelly will have more of what everybody wants to have for teaching Risk Management – actual case studies. Since Kelly has personally defended real estate agents in these cases, he has first hand knowledge of where agents face the greatest liability and how the courts are ruling in these cases. He will have additional handouts to supplement those given out in the morning session.

T. Kelly May, Attorney at Law

Huie, Fernambucq & Stewart, LLP, Birmingham, Alabama

4 Exam Review and a Look at Computer-Based Testing

As you know, the Commission has secured legislation to allow us to contract for daily computer-based testing beginning in October 2002. Whereas we do not know who the vendor will be, Larry Fabrey from AMP can give you a demonstration of the basics of how it will work. There will also be time to review test items. As always, you cannot take any notes regarding the content of the questions.

Larry Fabrey, Ph.D., Vice President, Measurement Research

Applied Measurement Professionals, Lenexa, Kansas

5 The Impact of Banks, the Internet and Other Technologies on the Practice of Real Estate

Dr. Zumpano has some very interesting research to share regarding the use of the Internet by buyers and sellers and how that affects transactions and the real estate professional. He will also discuss the results of another study on the possible consequences of allowing banks into the real estate brokerage industry. Mike Moody will then share some very timely and useful information for instructors and real estate agents about a variety of technologies including palm pilots, e-mail and the Internet and their relevance to the success of real estate practitioners.

Dr. Leonard Zumpano, Chair of Real Estate

Alabama Real Estate Research and Education Center, Tuscaloosa, Alabama

Mike Moody, Director of Communications

Alabama Association of REALTORS, Montgomery, Alabama

2:30 – 2:45 p.m.

Break

2:45– 3:30 p.m.

Closing Session —Changes in License Law and Rules

Pat Anderson and Charles Sowell

Adjourn



State of Alabama
REAL ESTATE COMMISSION
1201 Carmichael Way
Montgomery, Alabama 36106-3674

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334.242.5544 Phone
334.270.9118 Fax
education@arec.state.al.us
www.arec.state.al.us

RENEWAL DEADLINE AND REMINDERS



DEADLINE: The deadline for submitting your school renewal and instructor renewal forms and fees is September 14, 2001. Please adhere to this deadline if your school wishes to retain approval after October 1 and/or if you plan to retain approval to teach on or after October 1.

NOTE: There is NO fee to renew schools or courses. However, administrators must complete the renewal form for your school and instructors must complete the renewal form for each course for which you wish to retain approval in accordance with the directions sent with your renewal documents.

FEES: If you teach prelicense or post license, your renewal fee is \$100. That is all regardless of what else you may teach. If you do NOT teach prelicense or post license, your renewal fee is \$50. For those who teach ONLY CE designation courses or ONLY distance education courses, there is no renewal fee but the renewal form and accompanying documents must be returned by the deadline. Please ask if you have any questions.

IMPORTANT NOTICE for Exam Applicants

Exam applicants will begin paying \$28.00 instead of \$75.00 to AMP beginning with the October exam. Please remind your students. The reduction in exam fee is due to the increase in the application fee to \$150. More explanation will be given at the Instructors' Seminar. You can find more on the new fee schedules at www.arec.state.al.us