

# THE EDUCATOR

Seminar  
Edition  
September 2004

**Risk Management Instructor Training—Thursday, October 21, 2004 from 9:00 am-4:00 pm**  
**Annual Instructors' Seminar—Friday, October 22, 2004 from 8:30 am-4:00 pm**  
**Instructor Development Workshop—Friday, October 22, 2004 from 8:30 am-4:00 pm**

### Who Should Attend

If you are approved or are seeking approval to teach Risk management, you must attend the Risk Management Instructor Training on October 21. If you are approved to teach prelicense, post license or Risk Management, you must attend either the Annual Instructors' Seminar or Instructor Development Workshop on October 22. 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. 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.

**Important: You must register directly with Auburn University. See enclosed registration form. Deadline is October 8, 2004.**

### How to Register

You can register by telephone 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/arec2004](http://www.auburn.edu/outreach/arec2004). **Registrations received by fax, email 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 8, 2004. 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.



**The block of hotel rooms for the program will be held until September 20**

### Location and Lodging

The Annual Instructors' Seminar and the Risk Management Instructor Training Program will be held in the Auburn University 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 \$76.00 plus tax per night. The room block cut off date is September 20, 2004. Make your reservations by September 20! Rooms may be reserved on a space available basis after that date.

### Cancellations and Refunds

Written refund requests received by October 8, 2004, will result in a refund of fees less a \$15 administration charge. Refund requests received after October 8 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.

### CE Credit

Those attending the Annual Instructors' Seminar or Instructor Development Workshop will receive 6 hours of elective CE credit. Participants in the Risk Management Instructor Training Program will earn 3 hours in Risk Management and 3 hours in elective CE credit. Additionally, each will count as 5 points on the Application For Real Estate Instructor. ☐



### Annual Instructors' Seminar and Instructor Development Workshop

Registration begins at 7:45  
Seminar begins at 8:30—  
please be on time!

Auburn University Hotel and  
Conference Center

Registration Deadline is  
October 8, 2004

Fee is \$89 received by  
October 8, 2004

Late Fee is \$139 (includes  
\$50 late fee) received after  
October 8, 2004

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# Risk Management Instructor Training Program

Featuring  
Dianna  
Brouthers

Thursday, October 21, 2004

9:00am–4:00pm

Auburn University Hotel  
and Conference Center

**This is the required training program in Risk Management for all instructors who teach it in the 30 hour post license course and/or as a continuing education course.** Therefore, if you have been approved to teach post license or Risk Management as a continuing education course, you must attend this training in order to retain your approval. The only exception is instructors who teach only the 60 hour prelicense course, although you will find this very beneficial.

For all instructors who have had previous training in Risk Management, you must attend this instructor training session as well. The Alabama Real Estate Research and Education Center, in cooperation with the Alabama Real Estate Commission, contracted with Dianna Brouthers to write the course so that it will be more current and appropriate. **Every instructor who plans on teaching Risk Management in post license and/or CE will be required to attend this training session.**

In July, the Commissioners voted to retain Risk Management as a course that all licensees will need to take for license renewal. Therefore, the focus is on this course and how it is being presented. Make sure you understand all there is to know about Risk Management so it can be communicated to your students. Company trainers, brokers, and salespeople will all find this training very beneficial. Enjoy learning from a very talented and experienced instructor as you earn your approval to teach Risk Management.

## About the Speaker:

- Current President of the Real Estate Educators Association (REEA)
- REEA's Educator of the Year for 1998 and 2003
- Educator of the Year for the South Carolina Association of REALTORS® in 1995 and 2001
- Presentations averaged rating of 3.86 out of 4.0 for the past eight years
- Authored award-winning curriculum, designed state specific real estate courses for licensing authorities, and served in an advisory capacity to regulators on a variety of topics



# Instructor Development Workshop

## Friday, October 22, 2004

Co-sponsored by the Alabama Real Estate Commission and the Alabama Association of REALTORS®

Dianna Brouthers, DREI

In addition to the 2004 Annual Instructors' Seminar, an Instructor Development Workshop will be offered. Dianna Brouthers will be in from North Myrtle Beach, South Carolina to share her years of instruction and training ideas in an effort to help improve your skills as a real estate instructor. The workshop will be held from 8:30 a.m. to 4:00 p.m. on Friday, October 22<sup>nd</sup> and will run simultaneously with the Annual Instructors' Seminar. **Therefore, you must choose either the Instructor Development Workshop or the Annual Instructors' Seminar.**

Learn skills and techniques that can aid you in your efforts to be the best that you can be in the classroom. Topics such as adult learning theory, retention theory, course design components, and presentation skills will be covered in this six hour program. Presentation skills will focus on incorporating visuals ranging from simple to complex and from flip charts to multimedia presentations. Take advantage of this opportunity to learn from one of the best.

**Once again, you must choose either the Instructor Development Workshop or the Annual Instructors' Seminar since they run simultaneously. It is not possible to participate in both.** Since part of the Seminar will include an update on rule changes by Pat Anderson and Charles Sowell, they will take the time to share that information in the Instructor Development Workshop as well.



**ANNUAL INSTRUCTORS' SEMINAR AGENDA**

Friday, October 22, 2004

**7:45–8:30 a.m. Registration and Continental Breakfast****8:30–4:00 p.m. Instructor Development Workshop (All-Day Session)**

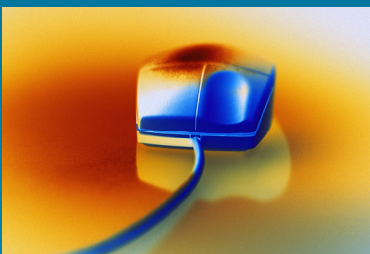
What turns a good teacher into a great teacher and a great teacher into a master educator? What techniques can be used to make sure that every student in the classroom is touched by the material? What skills can be incorporated to make any topic fun and exciting? Learn the answers to these questions and others as we come together to revisit adult learning theory, retention theory, course design components, and presentation skills in this fun-filled six hour program. You will design opening exercises to set the stage for learning and evaluation techniques to check your progress as well. Presentation skills focus on incorporating visuals into the program ranging from simple to complex and from flip charts to multimedia presentations. Come and learn everything you needed to know about live presentations but didn't know who to ask.

**Dianna Brouthers, DREI; North Myrtle Beach, South Carolina****8:30–8:45 a.m. Opening General Session—Welcome and Introductions****Bill Poole, Chairman, AREC (Alabama Real Estate Commission)  
D. Philip Lasater, Executive Director, AREC****8:45–9:40 a.m. AMP Update****Larry Fabrey, Applied Measurement Professionals; Lenexa, Kansas****CMap (Course Management Application Program)****Nancy Barfield and Brett Scott, Information Technology, AREC****9:40–10:00 a.m. Break****10:00–11:45 a.m. Concurrent Breakout Sessions****① Teaching with Technology**

Attention Instructors! Are you still LECTURING? Still using overhead transparencies from the STONE AGE? Are your students SLEEPING? Well, wake up your courses by Teaching with Technology! No matter what subject, your courses can come ALIVE with the help of simple technology! You will learn techniques like transforming overheads or abandoning them completely by using PowerPoint; using a remote mouse and enhancement software to bring the display alive; adding video and audio segments to everyday content; using PowerPoint to create homework, practice disks, even web sites for distance learning; creating faster, better student workbooks using MS Office software; setting up the room for electronic presentations; and integrating computer games into the classroom experience. Today's students demand top-quality educational programs—and technology can help all instructors beef-up their tired, old classrooms! Don't wait—get your classes up-to-date today!

**Amy Chorew, Realtech Resources; Southington, Connecticut and  
Matthew Ferrara Seminars, Methuen, Massachusetts****② Ideas Galore and More: Powerful, Pointed and Phun Ideas to Electrify Your Real Estate Classroom**

Expect the unexpected and put on your thinking caps because this session will focus on new ideas for transitioning, testing for understanding and driving home the points you want to make. Increase your knowledge of the adult learner and take home new material as well. Filled with fun and a score of new ideas, this session will fly by!

**Diane Simpson, DREI Emeritus; Mendota, Virginia**

Register online today at  
[www.auburn.edu/  
outreach/arec2004](http://www.auburn.edu/outreach/arec2004)

**ANNUAL INSTRUCTORS' SEMINAR AGENDA**

Friday, October 22, 2004

**⑤ CMap (Course Management Application Program)**

Brett and Nancy will be available to demonstrate the new electronic submission program and answer specific questions that you may have. Have you experienced problems with the program since you started using it October 1<sup>st</sup>? Let Brett and Nancy answer those questions and show you how easy this new program is to use and how beneficial it is for everyone involved.

**Nancy Barfield and Brett Scott, Information Technology, AREC**

**④ Post License: A New Outline That Brings Excitement and the Real World to Post License Training**

A new course outline has been developed for the 30 hour post license course. You can begin using this outline after the seminar. The transition from the old outline to the new outline will need to be completed by January 1, 2005. This is not just a repeat of the prelicense course. It is transaction-based and covers activities that directly relate to the licensee's daily activities. Students will learn about prospecting, developing business plans, working with/for buyers and sellers, avoiding liability, negotiating offers, and being prepared for closing. A section of specialty areas is also included. New licensees will be excited to return to the classroom to get a better understanding of what needs to be done to succeed in real estate and this new outline will help you prepare them.

**Donnis Palmer, Meyer School of Real Estate; Gulf Shores and Anne Powell, Academy of Real Estate; Mobile, Alabama**

**11:45–1:00 p.m. Luncheon (Included)****1:00–2:45 p.m. Concurrent Breakout Sessions****① Teaching with Technology**

**Amy Chorew, Realtech Resources; Southington, Connecticut and Matthew Ferrara Seminars, Methuen, Massachusetts**

**② Ideas Galore and More: Powerful, Pointed and Phun Ideas to Electrify Your Real Estate Classroom**

**Diane Simpson, DREI Emeritus; Mendota, Virginia**

**③ CMap (Course Management Application Program)**

**Nancy Barfield and Brett Scott, Information Technology, AREC**

**④ Post License: A New Outline That Brings Excitement and the Real World to Post License Training**

**Donnis Palmer, Meyer School of Real Estate; Gulf Shores and Anne Powell, Academy of Real Estate; Mobile, Alabama**

**2:45–3:05 p.m. Break****3:05–3:55 p.m. Closing Session****Alabama Real Estate Research and Education Center Update**

**Suzanna Hartley, Real Estate Resource Specialist, AREREC**

**Update on Rule Changes and Future Instructor Training**

**Pat Anderson, Assistant Executive Director and Charles Sowell, General Counsel, AREC**

**3:55–4:00 p.m. Closing Remarks**

**Ryan Adair, Education Specialist, AREC**





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See enclosed  
registration  
form for  
additional  
information

## Risk Management Instructor Training Program

Thursday, October 21, 2004

9 am to 4 pm

The speaker for this training program is **Dianna Brouthers** who resides in North Myrtle Beach, South Carolina. Dianna is a seasoned real estate instructor and one of the nation's leading resources in the field of professional real estate practice. She has received many awards including REEA's Educator of the Year for 1998 and 2003, REEA's Education Program of the Year for 2001 and 2003, and Educator of the Year for the South Carolina Association of REALTORS® in 1995 and 2001. She has served as a past Regional Vice President and Treasurer of the South Carolina Association of REALTORS® and is currently serving in a national capacity as the 2004-2005 President of REEA (Real Estate Educators Association). Dianna is currently developing programs for the practical incorporation of technology for real estate educators, is an author for Real Estate Education Company/Dearborn Financial Publishing, and is an approved continuing education

instructor in over a dozen states. Her programs provide participants with practical and workable solutions that are very relevant to the everyday business life of real estate licensees. Her background in real estate brokerage allows Dianna to design her courses to teach skills as opposed to theory. She continually updates courses with the latest research and technology. Her presentations constantly receive the highest marks, averaging 3.86 out of 4.0 for the past eight years. Her formal training in adult learning theory and curriculum design allows her to custom design programs to meet the specific needs of her clients.

Dianna has authored award-winning curriculum, has designed state specific real estate courses for licensing authorities, and has served in an advisory capacity to regulators on a variety of topics. Therefore, she was asked to review Alabama's Risk Management course and to write an updated version that will be more applicable to the needs of

Alabama licensees. This program will allow you to learn new information to present in Risk Management courses as well as a new way of presenting it. Spend a few hours with Dianna to get all your questions answered for the new Risk Management course. Topics covered in this course include Why Risk Management?; Risky Business in Alabama; Property Disclosure and Material Facts; Agency Refresher and Scenarios; Anti-Trust Issues in Real Estate; Real World Fair Housing; and Top Ten Safety Tips.

Dianna will teach using the latest multimedia techniques and will incorporate Internet field trips for further research. Join your fellow educators as you teach each other through "best practices" exercises and implementation techniques designed for instructional excellence.

Everyone is encouraged to attend whether you are an instructor or a licensee. This program will be very beneficial

to full-time instructors, company trainers, and brokers. Everyone who attends will receive six hours of continuing education credit. Three of those hours will be in Risk Management and the other three will be elective hours. Come learn from one of the best and walk away with a renewed vigor for teaching Risk Management.

**Note: Breaks and lunch are included in the \$89 registration fee.**

Since this is a revised course, all instructors who plan on teaching Risk Management must attend to fulfill the requirement for instructor training to allow them to continue teaching this course. This includes instructors who teach the 30 hour post license course.