

The Educator

Hot Topics In Real Estate

July 22 Instructor Training

Learn why HOT matters in today's real estate climate

Featuring Pat Johnson

Education

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2011 REEA CONFERENCE SUMMARY



New Team Member

Welcome to the Education Division
Nancy Williamson

QUESTION: AFTER SOMEONE OBTAINS AN ALABAMA RECIPROCAL SALESPERSON OR BROKER LICENSE,
IS HE/SHE REQUIRED TO MAINTAIN A LICENSE IN THE STATE OF ORIGINAL LICENSURE?

July 22 Instructor Training Hot Topics in Real Estate



Featuring Pat Johnson

“HOT” seems to be the word on everybody’s mind today with the triple-digit temperatures that we have experienced. Well, what’s hot for real estate classes? Are you tired of teaching the same topics in the same way and watching your classes fizzle? This training will address ways to identify and develop classes that are HOT. We’ll look at HOT topics, HOT instructors, HOT delivery...and why HOT matters in today’s real estate climate.

Pat Johnson has an undergraduate degree in education from Wheaton College (IL) and a master’s degree in human resource development from Georgia State University. She combines her academic expertise with over 30 years working in the trenches as a licensed salesperson, Broker/Owner, licensed instructor, and Vice President of one of the largest real estate firms in Georgia, to deliver engaging, relevant learning experiences. She is currently the owner and school director of Pat Johnson Seminars. Pat serves on committees of the Georgia Association of REALTORS®, is the current Vice Chair of Professional Standards and is the current Chair of the Georgia Real

Estate Commission’s Education Advisory Committee. Pat is the revision author of the Georgia Instructor Training workshop and is a GRI instructor in Georgia.

Pat is a member of the Real Estate Educators Association (REEA) and was recently installed as the Association’s Treasurer for 2011-2012. She has also been awarded REEA’s prestigious DREI designation. Pat is Past President of the Georgia Real Estate Educators Association, which honored her with their 2007 Distinguished Career Award. She also served on the AMP Broker Exam Simulation Development Task Force in 2002. She presented in the Missouri and Nebraska Real Estate Commissions Instructor Workshop for the Broker Simulation Exam Transition in 2008 and 2009. We hope you will take advantage of this opportunity to benefit from Pat’s training.

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 that will take place this year. Take advantage of these great training opportunities and acquire not only hours needed for instructor renewal but also valuable information and knowledge that can be used in the classroom.

All participants must register through Auburn University’s Outreach Program Office. Use the registration form or register online at www.auburn.edu/outreach/arec.

New Team Member

The Education Division welcomes Nancy Williamson to our staff as an Education Assistant. Her background is in the medical field as an office clerk and supervisor. Nancy began working with the Commission on April 18 and has been busy studying license law and “learning the ropes.” She has a strong desire to succeed and is looking forward to helping instructors and all licensees with their education questions and needs.

Location: Alabama Real Estate Commission Training Room

Registration: 8:30–9:00 a.m.

Time: 9:00 a.m.–4:00 p.m.

REGISTRATION FORM

Hot Topics in Real Estate

Sponsored by the Alabama Real Estate Commission

Presented by Pat Johnson

Friday, July 22, 2011 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.

(\$ 95) *Hot Topics in Real Estate* – Received by July 8, 2011

(\$130) *Hot Topics in Real Estate* – Received after July 8, 2011

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/arec

PAYMENT INFORMATION

Check Money Order

Purchase Order

MasterCard Visa

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.

Education Current Snapshot

As of July 1, 2011

Preliminary/Post License Instructors **174**

Continuing Education Instructors **252**

Licensed Schools **67**

Approved Schools **107**

Salesperson Examination (January-June)

Taken – 799

Passed – 370

Passing % - 46.3

Broker Examination (January-June)

Taken – 77

Passed – 67

Passing % - 87.0

Reciprocal Salesperson Examination (January-June)

Taken – 77

Passed – 74

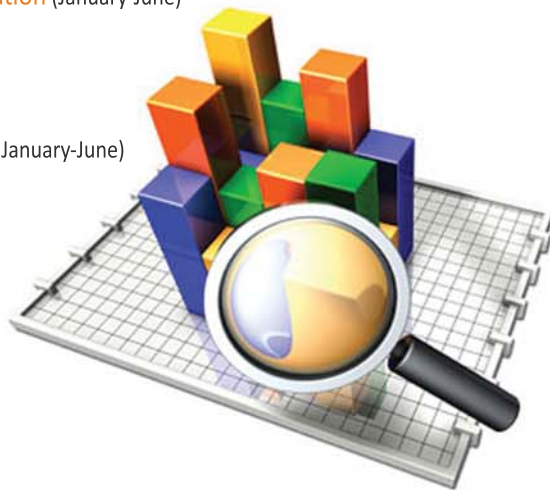
Passing % - 96.1

Reciprocal Broker Examination (January-June)

Taken – 39

Passed – 37

Passing % - 94.9



REEA CONFERENCE Summary

For those of you that missed this year's REEA conference in Las Vegas, you really missed a treat. The program was packed full of beneficial sessions and numerous opportunities for networking, and, most importantly, fun was had by all. Ryan Adair and Pam Oates were in attendance from the Commission along with Alicia White, who is the president of the Alabama chapter of REEA. In addition, we had seven other Alabama approved instructors in attendance, as well as representatives from Applied Measurement Professionals (AMP), Dearborn, and Cengage Learning. We were also very proud to have our own Alabama instructor Tandi Smith present a session on Mastering Facebook Marketing which was very well received by those in attendance.

There were two pre-conference courses offered for attendees which were the ARELLO-IDECC Distance Education Seminar and the e-Pro® Day One In-class Certification Course. During the conference, there were sessions on teaching students with learning disabilities, innovative ways to make learning stick, the mysteries of the real estate licensing exam, and social media. There were even sessions on technology tools for trainers, and how to use videos in your PowerPoint presentations, as well as information on the distressed market, short sales, and pre-approval pricing. The schedule included a course development workshop, a mortgage market update, and a law and tax update. A full day Instructor Development Workshop was presented by Sharleen Smith from Alabama as a post conference event and was attended by over 40 instructors who stayed an extra day for the quality information. As you can see, there was something for everyone.

With ARELLO now serving as the management company for REEA the future is very bright for the association. Now is the perfect time to join REEA if you are not currently a member and make plans to attend next year's conference in Louisville, KY.

Education Renewals

It's that time again! All instructors, school administrators, schools, and courses must be renewed by September 30 according to Rule 790-X-1-.10 of Alabama license law. We encourage you to go ahead and begin organizing your material because detailed instructions will be mailed in the very near future. This mailing will come with an education renewal memorandum and detailed step-by-step instructions for each type of renewal. As with the 2009 renewal, all renewals must be done online.

As you prepare for renewals, please make note of one change. On course renewals, you will be asked to give a specific, detailed explanation of how your course benefits the client or customer of the licensee that will take the course. You will then write your course objectives and timed outline based on that explanation.

The Education Division will be available to answer any questions you have once the renewal process begins.

Question

After someone obtains an Alabama Reciprocal Salesperson or Broker License, is he/she required to maintain a license in the state of original licensure?

Answer

No. The Alabama license stands alone and, once issued, is in no way contingent upon licensure in another state. However, the license from the state of original licensure does come into play at the time of license renewal. If a reciprocal licensee can provide documentation of an active license in the state of original licensure at the time of license renewal, then he/she has met Alabama's continuing education requirement. If the license in the other state has lapsed or is inactive, the licensee would need to complete Alabama's Risk Management course and 12 hours of approved elective courses for license renewal.



calendar

2011

July

- 15 Commission Meeting - Montgomery
- 22 Instructor Training - Montgomery

August

- 5 Education Advisory Committee - Montgomery
- 12-14 ARELLO District Conference - Orange Beach
- 24 Commission Meeting - Montgomery

September

- 5 Labor Day (Commission Office Closed)
- 13-16 AAR Annual Convention & Trade Show - Point Clear
- 23 Commission Meeting - Montgomery
- 28-30 ARELLO Annual Conference - Baltimore, MD (Conference actually ends October 1)
- 30 Education Renewal Deadline