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Texas Real Estate Teachers Association Newsletter

[www.treta.org](http://www.treta.org)

## ***From the President...***

***Hello, TRETA!!***

***Plans are shaping up for Excellence Begins Here: 41st Annual TRETA Conference from April 6-8 at the Lakeway Resort & Spa on Lake Travis in Austin! Conference Director Bonnie Wilson & Program Director Mary Ann Jeffers are hard at work but we need your help to spread the word to your colleagues and acquaintances!***

***We are excited to announce that Avis Wukasch has graciously accepted our invitation to speak at our Conference again. Avis is a broker/manager, 2011 Texas REALTOR® of the Year, and has been the Chair of the Texas Real Estate Commission since 2011, among numerous other accolades. Inspired by David Turnquist's TRETA Talk article, she will bring her unique experience and trademark humor to address the topic of "What Brokers Wish Real Estate Students Were Learning." If you've ever heard Avis speak, you know you are in for a treat you don't want to miss!***

***Other presentation topics so far include teaching with technology, social media for the educator, teaching tips, and the perennial favorite updates on the economy, court cases, TREC, and mortgage markets. We hope that our vital newer members and veterans alike will enjoy the dynamic program being prepared. Be sure to spread the word and I'll see you in April at Lakeway!***

***My best,***

***Bart Stockton, ABR, CREI, CRS, GRI, SFR  
TRETA President 2016-2017***



# The 2017 TRETA Conference will be held in Austin, TX. at the Lakeway Resort and Spa



101 Lakeway Dr, Austin, TX 78734

(512) 261-6600

Rooms \$149 or \$165

Registration and Information about the conference can be found on the TRETA website at [www.TRETA.org](http://www.TRETA.org)

**FREE TREC 10 Hrs CE Elective Credit!** (TREC Approval #PENDING)

## Important Dates

**Early Bird Registration: Until Feb. 8 (Extended!)**  
**Regular Registration: Until March 1**  
**Late Registration: March 2 through April 6**  
**Hotel Room Block Expires: March 7, 5:00pm**  
*Rooms or discounted rates may not be available after March 7*  
**Notify hotel if shipping items: by March 16**

Questions? Mary Ann Jeffers, CREI

[210-326-5566](tel:210-326-5566) or [program@treta.org](mailto:program@treta.org)



# TREC Update

## UPCOMING MEETINGS

Texas Real Estate Commission Meeting—February 13, 2017  
TREC Agency Update at TAR Winter Meeting — February 13, 2017 (3 to 5)

## UPCOMING EDUCATIONAL OPPORTUNITIES

### 1st Annual Texas Residential Realty Summit: Inside the Residential Transaction with Industry Partners February 10th, 2017

Hyatt Regency Hotel  
208 Barton Springs Rd.  
Austin, TX 78704

This conference features interactive panels of experienced industry and regulatory professionals who will discuss current issues and trends affecting the successful closing of single-family residential transactions.

Specific topics will include:

- The Effects of TRID Changes: the Good, the Bad and the Ugly
- Protecting Consumer Information and Wire Fraud Scams
- Compliance and Convenience - fiduciary duties and technology
- Valuation Contingencies - Consumer Protection issues
- Traditional BPO and Automated Valuation Models – pros and cons
- Price and Value - Consumer confusion and expectations
- Problems with an Appraisal? – How to get your issues addressed

## February 25<sup>th</sup> and 26<sup>th</sup>

San Jacinto College – South Campus  
13735 Beamer Rd., Houston TX, 77089  
Register on the TRETA Website at  
[www.treta.org](http://www.treta.org)

## CREI Advanced Instructor Development Workshop



TRETA Certified Real Estate Instructor

Leading Education Forward



## 27th Annual Outlook for Texas Land Markets

April 20th - 21st, 2017

Omni Hotel on the Colonnade  
San Antonio, Texas

Texas Land Markets provides information on a variety of legal, economic, social and natural resource issues influencing current land market dynamics. Registration opens in February 2017.

## Rachel Cahill, CDEI

A head-and-shoulders portrait of Dr. Sarah E. Hill, a woman with shoulder-length brown hair, smiling. She is wearing a red top. The background is white.

A woman with long blonde hair is seated at a desk, typing on a black keyboard. She has multiple arms extending from her torso, each holding a different object: a black laptop, a red apple, a blue smartphone, a stack of books, and a slice of pizza. This visual metaphor represents multitasking and the juggling of multiple tasks simultaneously.

One idea is to have material broken down into shorter, measurable segments.

[https://en.wikipedia.org/wiki/Human\\_multitasking](https://en.wikipedia.org/wiki/Human_multitasking)



In the classroom, if people know that you are going to break every 50 minutes, then they will be less tempted to start sneaking the phone under the desk. I had a student this year in one of my CE classes that boldly pulled out his laptop and started working his "deals" right in the middle of class. At the beginning of class, I explained that you must pay attention while there is classroom instruction so put away your phones, tablets, etc. At the next break, I talked with him and had to explain that I could not give him credit for the course if he's not 100% checked in. I expect in the classroom setting that students will be paying attention and engaging in the conversation. Some teachers, don't do a very good job at making sure breaks are offered frequently. This lowers the trust and I do think that's what gets students "checking out" for periods of time to catch up on things outside of the classroom. The problem is that they are missing important instruction time that gives them information they need to know!

In the online or correspondence setting, you are dealing with an entirely different set of problems. Many of the students who take online courses are splitting the time up to fit the coursework in with other activities albeit work or family. Often these are students who wait until the last possible moment to take their education, especially for renewal continuing education (CE). While there are exceptions, the vast majority of these students are looking for cheap and fast. They don't want to be slowed down. They want finish to finish 18 hours of CE in 1 hour. Why they think that's reasonable, who knows, but that's what they're looking for when they purchase the education package. Of course, it's unethical to let them finish in less than that and then TREC has rules about minimum time to complete courses. Boy the pressure these students will put on support staff for actually making them take the course in the prescribed amount of time is impressive.

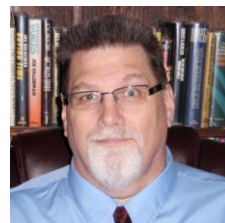
**What are you doing in your classroom, online or correspondence courses to encourage learning?**

Click here to take a quick survey: <https://www.surveymonkey.com/r/KL9SZ2Z>



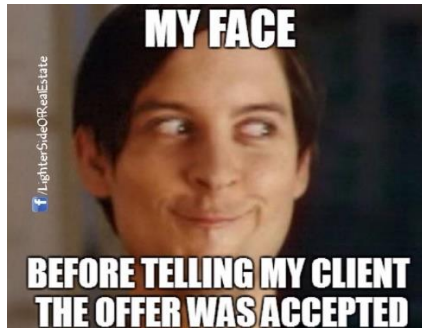
## Lessons Learned – Two Centuries of Teaching Tips!

1. Set expectations in your introduction.
2. Control the room (where they sit, temperature, lighting).
3. Tell them what you are going to tell them. - Tell them. - Tell them what you just told them.
4. The good teacher tells. - The superior teacher explains. - The great teacher demonstrates.
5. Tell stories relevant to the topic at hand.
6. Better too much material than not enough. Have extra material ready.
7. Give them recourses for more information and further study.
8. Have backup equipment.
9. Have a back-up plan should your technology fail.
10. Repeat questions so that everyone can hear. - Thank the questioner. - Answer the question to the entire group.
11. Use PowerPoint correctly.
12. Don't be afraid to admit when you don't have the answer to a question.
13. Elevate your students. Make them feel comfortable asking anything.
14. Encourage questions and comments. Especially when they say "Sorry to interrupt".....
15. At the start ask what the students think the subject is about and what they hope to get out of the class.
16. If you have multiple tests, ask those who did really well on the first one, how they went about preparing.
17. Midway through course ask: What is going well? What suggestions do you have? How can I help you better?
18. Get to know your students, then teach to their level. Be conversant.
19. Know your audience. - Chat them up before class. - Have each introduce themselves. - Take a poll.
20. It's not about us. - It's about them.
21. Use "we" or "us" more than "I".
22. Be early. - Stay late.
23. Teach to all three types of learners.
24. Stay informed.
25. Separate facts from opinions.
26. Recognize that agents, even in the same marketplace, can have very different experiences.
27. Begin on time. End on time.
28. Stay on track and on schedule.
29. Stay on topic. No "rabbit holes".
30. Use the experience in the room.
31. Have resources ready to go on your desktop.
32. Grab the group's attention.
33. Impress them with your successes. Impress them with your failures!
34. Use movement and media.
35. Let them feel that you care about them and their success in the business.
36. Use roleplay.
37. Group projects.
38. With videos give them a list of questions and major points to look for.
39. Welcome debate – don't argue.
40. Eye contact.
41. Stop chatter: Fall silent til they stop. - Ask them to share. - Move close to them.
42. Use the technology.
43. Learn techniques from other instructors.
44. Give credit where credit is due.
45. Your energy level is their energy level.
46. Being a teacher is like being an actor.
47. Rehearse your presentation.
48. Network with other teachers.
49. Enthusiasm!!
50. Memory aids.



**Lloyd Hampton**  
**CREI, CDEI**

## Real Estate Memes



### Texas Real Estate Teachers Association

"Our Active Membership is  
Our Greatest Asset."

We're on the Web!  
[www.treta.org](http://www.treta.org)



### Texas Real Estate Teachers Association

"Our Active Membership is  
Our Greatest Asset."

We're on Facebook   
<https://www.facebook.com/groups/treta.tx/>

## TRETA Officers for 2016-2017

President	Bart Stockton	214-901-7199	<a href="mailto:bart@bartstockton.com">bart@bartstockton.com</a>
President-Elect	Jeannette Black	817-219-5355	<a href="mailto:jblack@alliantnational.com">jblack@alliantnational.com</a>
Treasurer	Jerry Rutledge	972-980-0643	<a href="mailto:jerry@allianceacademy.org">jerry@allianceacademy.org</a>
Secretary	Rachel Cahill	214-718-5872	<a href="mailto:webmaster@treta.org">webmaster@treta.org</a>
Conference Director	Bonnie Wilson	210-535-1576	<a href="mailto:bonniewilson@satx.rr.com">bonniewilson@satx.rr.com</a>
Program Director	Mary Ann Jeffers	210-326-5566	<a href="mailto:majeffers2@gmail.com">majeffers2@gmail.com</a>
Research Director	Gene Feigelson	713-398-7058	<a href="mailto:GeneFeigelson@realtor.com">GeneFeigelson@realtor.com</a>
Membership Director	Carl Leatherman	956-357-6276	<a href="mailto:carl@carlleatherman.biz">carl@carlleatherman.biz</a>
Communications Director	David Turnquist	713-894-9436	<a href="mailto:David.Turnquist@sjcd.edu">David.Turnquist@sjcd.edu</a>
CREI Director	Kevin Morris	281-922-3479	<a href="mailto:Kevin.Morris@sjcd.edu">Kevin.Morris@sjcd.edu</a>
Immediate Past President	Karen Nichols	806-797-0769	<a href="mailto:knichols@tarrec.com">knichols@tarrec.com</a>
Historian	Cheryl Nance	806-206-9126	<a href="mailto:cherylnance@wbhsi.net">cherylnance@wbhsi.net</a>



We're listening,  
and we appreciate  
your input!

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## Final Thoughts

We welcome our members input! Please email any suggestions you may have about TRETA to the officer responsible for that function.

We also want your contributions to TRETA Talk. Whether you are a new instructor or a long-time educator your view, knowledge, and voice is essential to our organization. Please send any articles, ideas, or thoughts that you would like to appear in TRETA Talk, as well as a short bio, to [david.turnquist@sjcd.edu](mailto:david.turnquist@sjcd.edu)

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**See you  
in Austin  
April 6-8**