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Texas Real Estate Teachers Association Newsletter

From the President.....

What a fantastic conference we had April 6 – 8, 2017. Thank you, Bart Stockton, Bonnie Wilson, Mary Ann Jeffers and the rest of the 2016-2017 leadership, you did a phenomenal job for the membership of TRETА.

The 2017-2018 Leadership Team has some big boots to fill. The good news is we have elected a tremendous team, and they are already at work. We were truly blessed by the number of volunteers agreeing to work on the committees under our directors. We are excited about the year ahead and the services we are planning for the benefit of our TRETА membership.

Of course, we will have the 2018 42nd TRETА Conference in April which is anticipated to be the first week in April and we are currently working to reserve a Hotel at the heart of downtown Fort Worth and the Sundance Square Area. In addition we hope to have a mid-year conference in October and 3-4 CREI designation classes, as needed. There will be 4 or more issues of TRETА TALK and we are requesting that each of you submit information and articles for TRETА TALK.

Most of all, please understand that TRETА is your organization, for your benefit. Give us your input as to how you think TRETА can best benefit you and where TRETА needs to go for the future. Your Leadership Team is interested in your opinions. You will find our contact information on the TRETА.org site under Membership, Officers. Select any officer, director or me to communicate your ideas. We will take your opinions seriously and we will respond.

Thank you for giving us the opportunity to serve.

Jeannette Black, President
 817-219-5355 or JBlack@AlliantNational.com





TRETA 2017 41st Annual Conference
Highlights
April 6 – 8, 2017
at Lakeway Resort & Spa
Austin, TX 78734

Post Conference Recap

I don't think the TRETA Conference could have been any better this year! The location and weather were perfect. Lakeway Resort and Spa in Lakeway, Texas was fabulous.

As always we offered the CREI update class on **Thursday** afternoon with Dr Rosenauer speaking and interacting with us on "What I Wish I'd Known before I Taught My First Real Estate Class". That was informative and humorous at times! That evening the Opening Reception party was fantastic with wonderful "snacks" of Mexican cruise overlooking beautiful Lake Travis. Drink tickets were used to purchase the traditional margarita or whatever the taste bud fancied.

Friday morning's session was packed full as usual with:

- "Connecting with the Disconnected (Technology)" – Wendy Bryan & Jaime Johnson, WFG Title Company
- "Teaching Social Media" – Melissa Weathersby, San Antonio College
- "Texas Housing in the Next 5 Years" – Dr Jim Gains, The Real Estate Center at Texas A&M
- "The New Frontier – simulcast classes" – Dan Hamilton, Alliant National Title
- The TRETA Luncheon and Annual Business Meeting was upbeat with the installation of our 2017-18 Officers and Directors, and with the presentation of a \$1,000 TRETA Scholarship to Scott Smith who is a student at Texas A&M. Awards and Recognitions were presented to Kevin Morris (Lifetime Achievement Award), Dennis Walker (Don Roose Award for Excellence), Bonnie Wilson (President's Award), and to Dr Johnnie Rosenauer (Jerry Rutledge Global Visionary Award).
- The afternoon conference session included:
- "What Brokers Wish real estate students were learning" – Avis Wukasch, TREC Chair
- "New requirements for Qualified/CE instructors, and requirements for distance education and new courses" – Gwen Jackson, Director of Education & Licensing (TREC)
- "How to navigate the new TREC website for education" – Jennifer Wheeler, Education Manager (TREC)
- "Recent Real Estate Court Cases" – Chuck Jacobus, TREC Broker-Lawyer Committee
- The President's Reception followed with adult beverages and horderves in the LBJ Suite with outgoing President Bart Stockton and incoming President Jeannette Black.

Saturday morning woke us up with Breakfast & CREI Awards Presentation to new and renewing CREI designees. We then gathered for the morning session with:

- "Stages of Teaching" – Dr Rosenauer, San Antonio College
- "Demystifying CREI – how to obtain and what it means" – Kevin Morris, San Jacinto College
- Those who attended the entire conference were then "signed out" to obtain their TREC 10 hours of CE credit.
- Many, many thanks to our exhibitors and sponsors who helped make this event possible. Next year in Ft Worth we will be *TOGETHER, TEACHERS EXCEL!!*



Bonnie Wilson, 2017 Conference Director

2017 TRETA Conference Photos

Thursday April 6 – IDW Workshop and Networking & Mixer



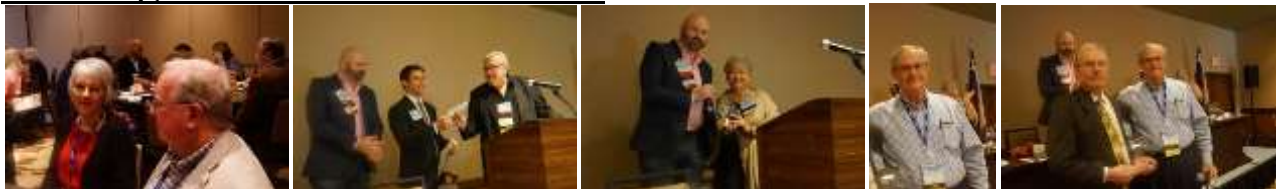
Friday – April 7, Workshop, Training and Presentations



Lunch



Scholarship, Installation of officers and Awards



TRETA 2017-2018 BOD/Officers being installed



Passing of the Gavel

Avis Wukasch



Saturday, April 8

Breakfast - CREI Award Presentations



2018 TRETA Conference Announcement Fort Worth



Kevin Morris, Demystifying CREI



What inspires you to teach?

I ask this question because I've had the pleasure of being in classes where the instructor blew me away. Where I learned the content of the class and left so inspired I couldn't wait to share the information with others. I have also been in more than a few classes where the instructor wasn't inspired nor inspiring.

What made the difference?

I believe when the teacher is inspired he/she is contagious and the inspiration spreads like an infection. You can see it on the faces of your students. Their eyes connect, their cell phones lower and for a brief moment they engage and there is a connection. I teach for those moments. Those moments inspire me to teach.

It's reminds me of my golf game. I've never hit a hole in one (not even close). I play with enthusiasm because I could do it one day. The odds aren't on my side but the days I play well, encourage me to come back and give it another try. Just the words "good shot" make me smile with pride. In the same way, a student that comes up after class and says "great class today" or "when do you teach again?" or "I thought this class was going to be boring" is enough to keep me inspired.

Here are a few ideas to keep you inspired:

1. Remember you make a difference in the lives of your students – for better or worst. Do you remember that teacher that encouraged you, that thought you were special or said something that made you want to do better? Be that to someone in your class...every class! You know the saying "To the world you may be just one person, but to one person you may be the world."
2. This is not an equal exchange. You get more than you give when you teach. Teaching keeps you on your toes. It makes you dig deeper and think differently and ask more questions. You can learn something new in every class. Your students come from different backgrounds and bring varied experiences to class. Use it all in the classroom. Let them teach each other and you.
3. Take time to renew and sharpen the saw. Stephen Covey in *The 7 Habits of Effective People* said "Sharpen the saw means preserving and enhancing the greatest asset you have--you. It means having a balanced program for self-renewal in the four areas of your life: physical, social/emotional, mental, and spiritual". I couldn't agree more.

I asked a few teachers to tell me what inspires them. This is what they told me:

Mark Hairston I love when students "wake up" to new possibilities and redefine their paradigm about life, business etc. I enjoy reaching people at a deeper level, and I benefit greatly in that experience in my own personal journey.

Kay Webster Latham I love to see the accomplishments of the ones I have taught, and their responses.

Jim Smith The "Ah-Ha" moments as the participants grasp ideas and methods.

Judy McKee Sharing my knowledge and realizing how much I know and how much the students do not know.

Mickie Shea Most of all...better than anything...is when I have been able to get them to 'engage' with me in discussion. That's when they show me that all that we've done together...up to this moment...has long lasting value.

Pat Strong To see students come to class for higher education and learn and grow and leave with more confidence and knowledge through creative learning techniques

Sam Martin I like to see the glow of new knowledge in my learners' eyes.

Kathy Howe To help people prosper in a career/profession that I know and love



J. René Ward

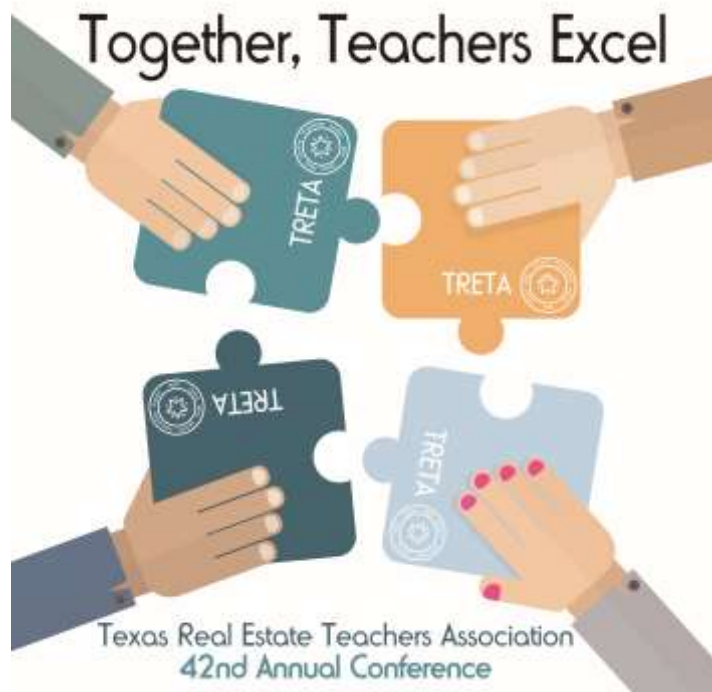
Broker and owner of Best Agents in Texas, J. René Ward strives to provide each and every client with an experience that is worthy of referrals. Best Agents in Texas is a full-service real estate company that provides buying, selling, leasing and investments services to its clients in Austin and surrounding communities.

J. René is an expert in her market. She's the past President of the Austin Association of Real Estate Brokers and currently on the Board of Directors for the National Association of Real Estate Brokers. She is an instructor for the National Association of REALTORS®, Texas Association of REALTORS® Texas Real Estate Commission and several real estate boards. She was formerly the President of the Williamson County Association of REALTORS® and has received a number of awards including REALTOR® of the Year. J. René recently has won the TAR Educator of the Year and the Platinum Top 50 Realtor Award. J. René was also selected by the Women's Council of REALTORS® as "Businesswoman of the Year." J. René has appeared on Home and Garden TV's "House Hunters" and has authored "The Ultimate Real Estate Agent" and "The Listing Guide". To date, she has also sold the most expensive home in Round Rock, TX.

As an individual who values education, J. René holds a MBA from Nova University and several real estate designations (ABR, CLMS, CNE, CRB, CREI, GRI, CRS, ePRO, PMN, PIC, SRES, TRLP & TAHS) allowing her to serve her clients with experience and expert advice.

Prior to her work as a Realtist®/ REALTOR®, J. René was a marketing executive for IBM, Toshiba America, Dell Computers and other high tech companies. J. René has moved over 15 times, raised in Philadelphia, Pennsylvania, before settling down in Round Rock, Texas in 1998.

**The 2018 - 42nd TRETA Conference is coming.
April 5th- 7th, 2018**



The Worthington Renaissance Fort Worth Hotel
Sundance Square,
200 Main St, Fort Worth, TX 76102
Phone: [\(817\) 870-1000](tel:(817)870-1000)



The Marks of a Good Mentor

By Dr. Johnnie Rosenauer

One of the attendees at the 2017 TRETA Conference asked me an interesting question. I asked for some time to “ponder on it” before responding. The question was what are the characteristics of a good mentor?

I ran this around my feeble brain for a while and decided on at least 7 things my years have taught me about being a good mentor. They are in no particular order of value and can vary in ranking, depending on the particular circumstances and parties involved. But all of them are important in order to sustain a positive mentoring relationship.

1. **Be available.** This does not mean drop everything and come running. Rather, it is meant to suggest being accessible in a reasonable period of time if called upon. Sometimes the “conversations” can be via email or text, but the availability also extends to me reaching out on occasion to just say hello and ask how things are going. A simple “I am thinking about you and checking in” can give a needed shot of timely encouragement. Conversely, implying or even saying I am here for you, and then not being available is worse than not making the offer at all in my way of thinking.
2. **Be honest.** Being forthright in responses does not mean being cruel any more than it means “sugar coating” something. If a long-term mentoring relationship is to be created, it needs to be based upon transparent and clear communication. No one person can control how honest another person is. But if my efforts to help someone develop and grow are not grounded in truth and accuracy on BOTH sides of the conversations, the process has not worked out very well in the past.
3. **Be supportive of the person, not the project.** A mentor does not “appraise” the merit of mentee’s efforts. They can do some guiding and questioning (more on these below), but mature mentors come to realize it is not his/her efforts being discussed. The emphasis is on helping the mentee develop into someone they want to become. Unless the issue is something illegal or potentially destructive to the person, I have learned to concentrate on THEM and not on IT.
4. **Offer guidance, not decisions.** A good mentor is NOT the **Pilot**. She/he is the **Navigator**. Once a destination has been established (more or less), the mentor helps the mentee figure out what steps are needed to “get there”. More than any one factor in my many mentoring experiences, awareness by the mentee that I am **not** going to tell them what to do, is where the real progress begins to take shape and flourish.
5. **Asking questions, not making choices.** Somewhat like #4 above, a good mentor becomes adept at asking the mentees to evaluate the consequences of certain options. I recall vividly a very bright young family friend, whose parents I admire and respect greatly. The parents had rejected the idea that their son was keenly interested and talented in the Culinary Arts. He really wanted to become a chef while his folks were pushing him toward medicine. In their minds, “our son the doctor” seemed worthier of his intelligence than “our son the cook”. Over the course of about 2 years of floundering about with multiple redirections in college, the young man eventually came to terms that he would not be happy practicing in a medical office. Rather he would find personal fulfillment in owning a fine dining

establishment. He presently owns 3 locations and is at peace and flourishing within his career choices. Of course, NOW, his mom and dad are very proud of his accomplishments. I offer the story to make this point. I knew what this young man really wanted to do and how badly he wanted me to tell him exactly how to go about doing it. That was not my role. Selecting among the choices, wrestling with the decisions are all part of the process, and I was not about to cheat him of his struggles in making up his own mind.

6. **Accepting false starts and failed efforts.** It is natural for a person to become deflated and discouraged when things don't work out as planned. "See I told you so" has been a song that has run through almost all, if not all, of our minds. Often that theme is introduced by those closest to us in our lives. A good mentor asks the question.....what can you learn from this, not what is wrong with you? Very few of the successful people I know or have studied, were instant successes. Wisdom forged out of disappointment is the basis for some of the strongest lessons we can learn. Any mentor worth the title understands the difference between a failed effort and in a failure as a person.
7. **Not jealous of Mentees' successes.** We are all humans and it is potentially easy to envy someone we helped become successful. After all, this person started so far "below" where they are now, and in some part, rose due to our influence. In all candor, I struggled with this myself in the earlier stages of my mentoring efforts. The years have taught me to be proud of **their accomplishments**. We are not the only reason for the mentee developing into more than they were when our journey together began. I take comfort in knowing my involvement made a difference and celebrate what has been done.

In summation, we all need mentors, no matter the stage we are in our lives. At the recent TRETA Conference, at the conclusion of my talk on the Stages of Teaching, I shared something I wrote for one of my mentors who just celebrated his 81st birthday. Beginning in the early 1970's he showed me what it means to be a professional. Today he is modeling what it means to continue to contribute to the development of others, even in the later years of life. We in the process of conducting our 27th transaction in the ranch buying and selling business together, dating back to 1976. He as a principal, either buying or selling, and me as his very proud representative.

While these thoughts are not necessarily as cerebral as this intelligent and talented readership might deserve, these factors comprise what being a good mentor means to me. I hope they serve as a "spark" for you in analyzing how you go can go about helping others learn to successfully help themselves, and in turn become a more valuable professional service provider yourself.



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jrosenauer@alamo.edu

Dr. Rosenauer is a published author, professor and leader in the real estate education field. He has received numerous awards and distinctions from TRETA and continues to prepare new real estate educators as an instructor in the CREI training classes.

.....from the 2017 – 2018 Communications Director

First of all I want to introduce myself and the Treta Communications Committee. The Committee members are:

- Dave Yelovich
- Tina Wilcher
- J. Rene Ward
- Gip Erskine
- Candy Cooke
- Jeannette Black

I also want to thank the members for volunteering to work on this committee. My name is Bill Price, the 2017 -2018 Communications Director for Treta, who is responsible for the quarterly publication of the *Treta Talk* Newsletter. I want to welcome all our new/renewing and life members to Treta. Any Treta member is welcome to contribute an article to the *Treta Talk* or make any suggestions that you feel will help our organization grow. *Treta Talk* offers a great way to get your article published.

ARTICLES we are looking for and more:

- Different Teaching Tools
- Real Estate Schools Information
- Social Media – Facebook Live
- Real Estate Schools schedule
- Mobile Apps that can interact with your students
- TREC Updates
- Texas A & M Real Estate Center
- TAR University
- Member Spotlight Corner
- How to become a TREC Qualifying and CE Certified Instructor
- CREI IDW (Basic & Advance)
- Upcoming ITI Workshops
- Other Real Estate Teachers Association (REEA)

Please send any articles, ideas, or thoughts that you would like to appear in the *Treta Talk* Newsletter, as well as a short bio, and photo to tretatalk@treta.org.

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TRETA Officers for 2017 - 2018

President	Jeannette Black	817-219-5355	jblack@alliantnational.com
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Secretary			
Immediate Past President	Bart Stockton	214-901-7199	bart@bartstockton.com
Conference Director	Glenn Killey	210-896-6531	glennkilley@reliancerr.com
Program Director	Bonnie Wilson	210-535-1576	bonniewilson@satx.rr.com
Research Director	Linda Stellato-Walker	210-744-1622	lindacstellato@sbcglobal.net
Membership Director	Felicia Peters	817-578-0555	felicia@feliciapeters.com
Communications Director	Bill Price	210-422-9519	billprice7@hotmail.com
CREI Director	David Turnquist	713-894-9436	david.turnquist@sjcd.edu
Historian	Cheryl Nance	806-206-9126	cherlynance@wbbsg.net
Internet Communication Dir	Rachel Cahill	214-718-5872	webmaster@treta.org

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 tretatalk@treta.org.

Exhibitors for the annual TRETA Conference are encouraged to sign up early. We look forward to seeing you there!

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