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Texas Real Estate Teachers Association Newsletter

Letter from the President
June 18, 2017

Greetings TRETA Members:

I want to express my thanks to our Leadership Team for the work they are doing to bring all the membership together for the 2017 – 2018 TRETA year. These volunteers are doing a great job.

Your CREI director David Turnquist has arranged for two CREI Workshops to be presented; one in July and one in October. Information regarding registration for the workshops is available in this TRETA Talk and on the TRETA.org website.

Your Webmaster and Internet Communications Director Rachel Cahill along with her committee have arranged for a vendor to begin working on a new and technologically more advanced website for TRETA.

Glenn Killey our Conference Director and Bonnie Wilson our Program director are busily at work on the 2018 Annual Conference to be held in Fort Worth April 5th – 7th, 2018. And in addition on a Mid-Year One day Conference in Houston on October 13th. Please be watching Future TRETA Talk and TRETA.org for registration information and agendas soon.

Felicia Peters and the Membership team are reaching out to our membership. Should you have ideas for how TRETA can best benefit you or should wish to volunteer please contact Felicia or myself. We will be most happy to hear from you.

Last but certainly not least is our very capable Director of Communication Bill Price and his committee for TRETA TALK. Many thanks go out to them for the fine job of putting the newsletter together and getting it published. Our first issue had wonderful articles from J. Rene' Ward and Johnnie Rosenauer. In this issue we have articles from Lloyd Hampton, Sherilyn Smith, Gip Erskine and Bill Price. I know we are all going to enjoy these articles. Please consider submitting your article for TRETA Talk soon. We want to hear from our membership.

Save the following dates:

We hope to see you at our conferences.
 Mid-Year Conference October 13th 2017
 2018 Annual Conference April 5-7, 2018

If you are interested in a CREI designation:
 CREI Basics July 23rd and 24th
 CREI Advanced October 13th and 14th

Thank you very much for your support of TRETA.

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



With Our Deepest Sympathy



Nanci S. Hawes

**Broker, DREI, CREI, GRI, ABRM, CCREC
45 Year Real Estate Educator**

Past TRETA President 1997

October 19, 1937 - May 30, 2017

Nanci was a prominent pioneer member of TRETA and had a profound effect on fellow real estate educators. Nanci founded and operated the Nanci Hawes Real Estate School in December of 1990 until May of 2000 in Dallas, Texas.

The school was acquired by Dearborn Financial Corporation in May of 2000, hence the new name Leonard-Hawes Real Estate School. In October of 2005 Nanci opened Legends Real Estate School in Dallas, Texas and retired in 2012.



TRETA Certified Real Estate Instructor

Loading Education Forward



The Texas Real Estate Teachers Association is offering the
Basic Instructor Development Workshop (IDW) for your CREI Designation

Basic:

Date: July 22-23, 2017 (Sat.-Sun.)

Time: 8:30am – 4:30pm

Facilitator: Dan Hamilton (CREI) and Jeannette Black (CREI)

Questions: crei@treta.org David Turnquist (CREI Director)

Location:

Country Inn & Suites - Dallas Love Field

2383 Stemmons Trail

Dallas, TX 75220

Registration: Online at TRETA.org

Members: **Register Online**

Non-Members: **Create a Profile to Register Online**

Problems? Email webmaster@treta.org for assistance

Register Early! Space limited to the first 25 instructors

TUITION: \$175 if online registered by July 14th, 2017

\$200 after July 14th, 2017 or at the door (space allowing)

WHO?

- All TRETA members seeking their CREI designation
- All TREC approved core and MCE Instructors
- GRI and GRI Instructor candidates
- Real Estate Company Trainers
- Real Estate Company Managers

WHY? We want to help you become an effective presenter and facilitator of learning. You will learn techniques to help you:

- Identify and reach people with different learning styles
- Develop and refine learning objectives
- Divide your course materials into manageable units or presentations that maximize learning
- Develop learning modules using Generally Accepted Adult Principles of Education (GAPE)
- Ask questions that will stimulate meaningful class discussion
- Know your audience and learning environment

DRESS: Business casual - Presentation on second day
Course materials, breakfast and lunch will be provided to participants on-site.

Added Value: You will give a brief real estate teaching presentation (6-7 minutes) on the second day of the workshop. Your presentation will be evaluated by your conference peers and facilitators. You will receive these comments at the end of the workshop to provide you with invaluable information to help you sharpen your presentation skills to become more effective in your presentations.

Cancellation Policy: Full refund if written notification is postmarked no later than 15 days prior to course. A \$35.00 materials fee will be deducted until start of class and NO refunds after the start of class.

****Breakfast, lunch, and course materials will be provided to participants on-site.**



TRETA Certified Real Estate Instructor

Leading Education Forward



The Texas Real Estate Teachers Association is offering the
Advanced Instructor Development Workshop (IDW) for your CREI Designation

Advanced:

Date: October 13-14, 2017 (Friday - Saturday.)

Time: 12:00pm-5:30pm Friday; 8:00am-5:30pm Saturday

Facilitator: TBD

Questions: crei@treta.org David Turnquist (CREI Director)

Location:

San Jacinto College – South Campus
13735 Beamer Road, Bldg #12
Houston, TX. 77571

Registration: Online at TRETA.org

Members: **Register Online**

Non-Members: **Create a Profile to Register Online**

Problems? Email webmaster@treta.org for assistance

Register Early! Space limited to the first 25 instructors

TUITION: \$175 if online registered by October 6th, 2017

\$200 after October 6th, 2017 or at the door (space allowing)

WHO?

- All TRETA members seeking their CREI designation
- All TREC approved core and MCE Instructors
- GRI and GRI Instructor candidates
- Real Estate Company Trainers
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Commentary on the Texas Real Estate Licensing Exams

From the onset, I wish to make it clear that this commentary is solely my personal opinion. It is my hope that a discussion will be sparked and I really would like to hear from you whether in agreement or dissent.

Let's begin with the base assumption that the purpose of the Texas Real Estate License Act (TRELA) and the Texas Real Estate Commission (TREC) is to protect the public from the unscrupulous and incompetent acts of brokers and sales agents. Everything TREC does is with this prime directive in mind. The men and women of the Commission with the capable leadership of Avis Wukasch as Chair and Douglas Oldmixon as Executive Director work very hard to accomplish this goal. Their efforts are to be commended.

However, I think this purpose has been lost over time in respect to the sales agent and broker exams as currently administered. After almost forty years in the real estate business and thirty years teaching qualifying and continuing education courses, a thought has occurred to me. (Yep, it only took me thirty years to think of this so we can also start with the acknowledgement that I am not the sharpest knife in the drawer.) My point is that the emphasis on both exams fails to promote our stated purpose of protecting the public.

The current exams focus on issues of real estate law that have little connection to what we, as license holders, do for the public. After all these years in the business I have never needed to know what a defeasible fee estate is. Adverse possession, which I think is interesting as can be, has little relevance in the practice of real estate brokerage. The main emphasis of our textbooks seems to be legal theory and yet we are pounded (rightfully) in the need of real estate license holders NOT to practice law. In addition, both exams are divided roughly into a national portion (80%) and a state-specific portion (20%).

I would make two suggestions. First, let's reverse the proportions. Let's make it 80% Texas-specific and 20% national issues. We are, after all, Texas license holders. Let the exam bring out what we are required to do in Texas under our unique mixture of law.

Second, let the Texas-specific portion focus on the sections of the TRELA and TREC Rules that directly impact what a license holder must, and must not, do in his or her practice. What we must do to serve and protect the public in their real estate transactions is mostly to be found within these provisions. Then let the national portion focus on those issues that impact our practice under federal law such as fair housing, anti-trust and the Real Estate Settlement Procedures Act to name a few.

If we do this the public will be better protected and the license holders of Texas will be better prepared to serve the public. A change of emphasis in the state exams would be to the benefit of all.

What say you?

Lloyd Hampton, CREI, CDEI

Owner – Lloyd Hampton Real Estate Education



Manage one's self vs. how to manage a property – BTW - SPM = “Smart Property Managers”

How SPMs Challenge Themselves

Recently, my dad's been asking me, “When's your next event?” His question caught me off guard. It had been awhile since I last challenged myself to a triathlon. So I wasn't expecting his question. My first response was to list all of the reasons why I couldn't...

Why SPMs Nurture Their Network

“You will get all you want in life, if you help enough other people get what they want.” –Zig Ziglar Relationship building is the key to success. The best way to build solid relationships is to help others get what they want. Begin by taking the old...

Why SPMs Become Morning People

Like a badge of honor, many of us defend how much we are not morning people. We binge on TV and scroll through Facebook until all hours of the night, only to drag ourselves into the office at the latest possible, acceptable moment. This is hardly a recipe for being an...

Why SPMs Procrastinate on Purpose

Putting things off is normal. We all do it to one degree or another. We avoid responding to certain emails, delegating tasks, or difficult conversations. The implications of the task left undone determines whether or not our procrastination is a wise move or a dumb...

How SPMs Optimize Time

“Time is really the only capital any human being has, and the only thing he can't afford to lose.” – Thomas Edison There's one thing for certain: no one gets to create more time. We all have 24-hours in a day, and out of that time—if we're smart—we need to sleep...

How SPMs Overcome Obstacles

You might be thinking of new goals for yourself this year. Some may be lofty financial and business goals, others may be to improve your health and well-being. As Smart Property Managers (SPMs) set new goals, they not only adjust their schedules, but also their...

How SPMs Adopt a Master's Philosophy

“A day without intention is a day wasted.” ~ Sir Richard Branson Each morning, I set the intention to do what's required of me—that aligns with my values and goals. It's the best way for me to stay focused and on track in achieving what is most important to me...

Earl's Pearl #9 – Enjoy the Interval

Today's Pearl Earl begins this pearl with a quote from George Santayana who wrote, “There is no cure for birth and death save to enjoy the interval.” In this stirring context, life itself referred to as an ‘interval’ only reminds us of just how brief and valuable it...

Earl's Pearl #8 – Reminders of Mortality

Today's Pearl Earl Nightingale describes the perspective of the maturing adult from one who, at an early age, sees time as limitless. Then, without the hint of morbidity, he sees their perspective change as they age. There appear small reminders of mortality. An ache...

How SPMs Slow Down Time

“The only reason for time is so that everything doesn't happen at once.” — Albert Einstein For property managers, there are some days where it does seem as if everything is coming at us all at once. Often we're in the middle of a sea of confusion,...

Gip Erskine, CPM®, CCIM®
Founder | Mentor | Teacher



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support@eversmarts.com

Top Qualities of a Good Instructor

When I was initially asked to write this article I wavered a bit. But after a while I thought, why not, I'm a teacher, I love expressing myself. Having taught students from the 4th grade to Middle School and from high school to Jr. College; I have been challenged on many levels as an instructor and loved them all.

Also, I am the product of a family of great educators and of teachers who all valued education and wanted pass it on to their students.

- Good instructors are eternal students. That is they cherish each time they get a chance to learn something new.
- Good instructors challenge themselves all the time. They seek out information at every turn in order to pass this knowledge to others
- Good instructors teach *life lessons*. We don't limit the information we give to just what is on the written page. We must incorporate how it can affect the lives of the people we teach.
- Good instructors challenge our students. It is quite easy to talk about how much we know and how much we have done. However, when we challenge our students to solve problem/issues that we have encountered they become a part of the solution.
- Good instructors encourage our students. When students know that you care about them, they tend to connect with you and are more easily engaged and excited about learning.
- The very best instructors have a "heart for teaching". We are excited about being in the classroom. There is nothing greater for a teacher than to see the light bulb come on. When a student's eyes light up because they have gotten it we know that we have done our job. It is the absolute the best ever!!!

Sherilyn "Shelly" Smith - REALTOR

Preferred Realtor with Veterans Land Board

REALM Real Estate Professionals

(713) 443-2002

(281) 598-9088 Fax

"Be kinder than necessary, for everyone you meet is fighting some kind of battle."

"The only difference between a GOOD day and a BAD day is your ATTITUDE" D. Brown

Grammarly – A free writing tool for students, writers, educators, and trainers

How can it be used: Word, LinkedIn, Facebook, Twitter, WordPress, Tumblr, Gmail, and Outlook

In the past, when you wrote something that was going to be published, emailed or presented before an audience, you wanted every word to be spelled correctly, used correctly and made sense. So no matter how you proof read it or got someone else to wordsmith it, you were always shocked when something wrong got through. Even when you paid a professional proofreader your wife, husband, friend or child, something would get through.

I enjoy being a writer, but sometimes, I don't know if I am using the correct word, tense or whatever correctly. There are many words in the English language that can be confusing if you don't know what they are. Some of the Grammarly features are so outstanding that I was just about blown away.

One of the features I really like is the Custom Dictionary, where I can place acronyms (e.g., TREC, TAR, NAR, HAR, NAREB, TRETA, and HBREA) in one place and not have to add the acronym to every place I write something. Grammarly will remember them forever. Your documents are stored on the cloud safely and securely in one place. You would have to upgrade for features like check for plagiarism or help you with a specific writing style.

I know many of us use Word or some other document editing program and we have come to rely on those programs to tell us our errors. Many errors are found and corrected right there, but I was able to take what I am writing right now and copy it into Grammarly and found additional comments. Was I surprised? Being the world's worst speller, I was glad when Spell-Check came along when it did. Spelling the word correctly, but using the word incorrectly, would beat me up each time.

I am so pleased to have a tool at my disposal that can help me cut down on incorrect sentence structures and don't make sense sentences. Grammarly found two critical issues in this writing "which I corrected", but I don't believe you would have found. There were also 7 advanced issues associated with this document as well. Now in order to see those issues, I would have to upgrade from FREE to premium which is not going to happen today.

The application is a copy/paste the content from a place where you are working into Grammarly or you can type directly into Grammarly new document. You can sign up for free, and no credit card is required to be on file. Go to www.grammarly.com and see the magic happen.

Bill Price, TRETA Communications Director

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

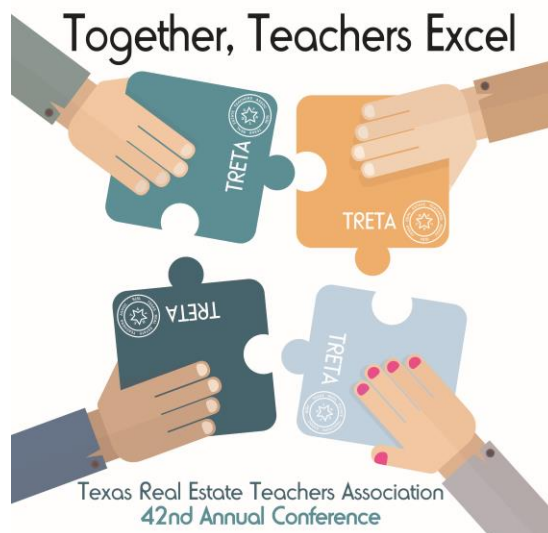
Conference Registration:

Before

After

Hotel Room Rates:

Parking



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TRETA Officers for 2017 - 2018

President	Jeannette Black	817-219-5355	jblack@alliantnational.com
President-Elect	Glenwood Stevenson	210-602-6575	glenwood.stevenson@gmail.com
Treasurer	Joe Irvin	713-718-5139	JosephNeillIrwin@gmail.com
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	bonniwilson@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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