



**TRETA TALK
SEPTEMBER 2019
TRETA.ORG**

IN THIS ISSUE

Message from TRETA President Dan Robertson

Instructor License Approval Changes

Save the Date for TRETA Conference 2020

Pat Strong's Creative Learning and Teaching Tips

APPY Hour

Tribute to Dennis Walker

Celebrating the Life of Dennis Walker

TRETA TALK/SEPTEMBER 2019/TRETA.ORG



A Message from Dan Robertson, 2019-20 President of the Texas Teachers Associations (TRETA)

I want to thank all of you for entrusting me to serve as your TRETA President. It is an honor and a privilege, and I want to assure I will do everything I can (God willing) to continue to forward the success the TRETA organization has experienced over the last 43 years. I want to give a big THANK YOU to the new 2019/20 Board of Directors BOD who have stepped up to help create and grow the TRETA Vision for now and years to come. They are Stacy Bray, Cassandra Davis, Charlotte Goeters, Tish Mattick, Gary Nording, Robin Powell, Earnest Spencer, Glenwood Stevenson, David Turnquist, Melissa Vaughn and Tina Wilcher. I also want to thank those professionals who have so effectively moved TRETA forward over the years to consistently serve the Texas communities. To mention just a few of many they are: Alice Cater, Rachael Cahill, Wally Carter, Joe Irwin, Chuck Jacobus, Kevin Morris, Jerry Rutledge, Phil Schoewe and many more...Thank You Thank You, Thank You.

As teachers our job is to provide real estate instruction regarding the laws, rules, standards, practices, ethics, regulations, the Real Estate business and so on, in a way that is understandable, thorough, up-to-date, and fun. It is the job of the instructor to seek out and effectively communicate the changes made to the laws, etc. that so easily get buried in our busy schedules. I also believe it is our job to know what it takes for a student to succeed in real estate, and appropriately provide direction to students in need.

Thank goodness for all of the help we instructors get from the many books, articles, newsletter, texts, and email from the Texas Real Estate Commission, Texas Realtors Association, Texas Local Associations, National Association, Colleges, Proprietary Schools and many more state, national and local entities that foster perfecting the real estate industry.

There is another organization called Real Estate Education Association (REEA). REEA is a National Association of Real Estate Teachers that has been successful bringing teachers together from all over the country to learn from one another. Another is Realtor Association of Professional Development Directors (RAPDD) whose focus is on the Local Association's Directors of Training, AE's and staff. These are both great organizations as is TRETA. The difference between these organizations and TRETA is that they are

national, while TRETА deals with Texas issues as well as the national issues. We are also a lot closer to one another.

Think about how we can make TRETА a standout and known organization. It is my opinion and I've heard that it is the opinion of many in the past, there is need for the real estate teachers to pull together and focus on three areas: 1) Supporting and learning from each other 2) supporting and effectively teaching the agents and 3) supporting the community. I think it is important to take a fresh look at where we have been with TRETА, but more importantly where we are going with TRETА.

For the last 43 years TRETА has done a very good job hosting an annual conference, where many teachers come together to communicate, discuss and learn. This year's Annual Conference committee BOD, named above, has met a number of times over ZOOM video to discuss possibilities for the 2020 conference and the future. The one thing that seems to resonate in our discussions is the need for TRETА to be more than one annual meeting.

My vision for TRETА, formulated over the last months of discussion with Board of Directors:

- Continue the Annual Meeting, held each year at a different Texas city.
- Implement a TRETА Chapter in each appropriate city in Texas. There will be a Chair and Vice Chair for each Chapter.
- Hold one live mid-year meeting (Location varies) consisting of the President, Directors and Chairs. Plus invited to attend will be all members for a social and a formal planning/discussion meeting.
- Hire a part-time paid coordinator to oversee the administration and other activities of TRETА.

I would also like for us to explore ways to encourage younger, qualified people to become interested in teaching real estate. I think the recent change by the Texas Legislature whereby the proprietary schools select qualified instructors could help foster this direction. I'm not trying to put us old timers (I will soon be 79) out to pasture. We have a whole lot to give. I am saying a lot of what we do is generational, and we must not put our head in the sand. Change is happening and is going to happen whether we like it or not. We just need to be able to effectively maneuver through the change. In addition, I would want to encourage all TRETА members to foster the attitude to support and promote the other real estate organizations mentioned above. The job is big and needs all of us working together to serve the greater purpose of providing great Real Estate services to the public.

Please keep in mind what I am proposing is directional. It may take several years to become operational, if appropriately agreed upon.

Sincerely,

Dan Robertson
2019/20 TRETА President
972-948-2860



Instructor Licensing Is Out of TREC's Hands (Tina M. Wilcher, MBA)



The Sunset Advisory Committee has determined that as of September 1, 2019, TREC will no longer be responsible for licensing Texas [real estate instructors](#). TREC will still determine qualifications that an instructor of a TREC-approved course must meet, but it will now be the responsibility of the Providers to ensure that qualified instructors are facilitating their classes. Instructors who have earned the Certified Real Estate Instructor (CREI) Designation may present themselves as qualified leaders equipped to handle the challenging demands of classroom or distance education instruction. Visit the [TRETA](#) website today to locate an upcoming CREI Workshop in your area.

SAVE THE DATE: TRETA CONFERENCE 2020
(SPONSORSHIP OPPORTUNITIES ARE AVAILABLE)



TEXAS REAL ESTATE TEACHERS ASSOCIATION

TRETA CONFERENCE 2020

THURSDAY, APRIL 2, 2020 AT 8:00 AM
TO SATURDAY, APRIL 4, 2020 AT 2:00 PM

RENAISSANCE DALLAS/RICHARDSON HOTEL
900 E LOOKOUT DR.
RICHARDSON, TX 75082



PAT STRONG'S CREATIVE LEARNING AND TEACHING TIPS

- ◇ Contests – get prizes from Dollar store
- ◇ Signs that say “reserved for role play” to place around to move participants to the front
- ◇ Have the word “Stress” on a slide and then have another slide that says, “Stop taking Real Estate so Seriously”!
- ◇ Place sticky notes and markers for all tables in order to highlight or flag important items.
- ◇ Have your tables set up in “pods” for good class environment or put groups into pods for exercises
- ◇ Use bell, whistle, bicycle horn to get participants back from group activity.
- ◇ Use the phrase “join me standing or look up” for a quick stretch (great after lunch).
- ◇ Use “if you can hear my voice clap once, if you can hear my voice clap twice” as another means to get all back on track.
- ◇ Instructor can move around the room and teach from behind a group not paying attention or just stop talking until quiet.
- ◇ Always repeat the questions “thank you and the question is....”

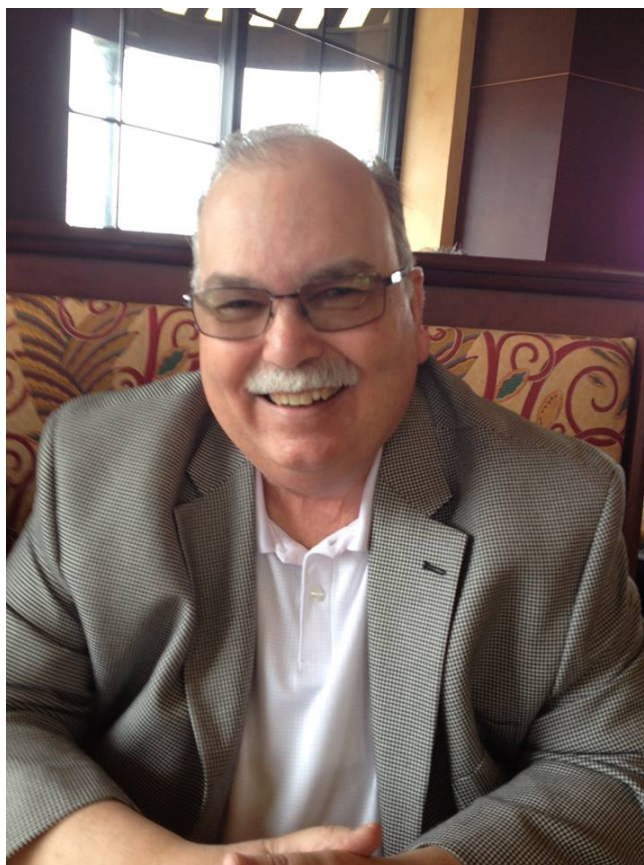
APPY HOUR

(Tina M. Wilcher, MBA)

Research studies show that internet users spend an average of 3 hours or more a day on their mobile device. Most of this time is spent on mobile apps. Here are 10 apps that may help save you an hour in your day.

- ⇒ **Waze** - GPS App that offers live traffic maps and road alerts such as road hazards, cops, and slow-downs.
- ⇒ **Canva** - easily create design templates for your social media platforms, e-newsletters, flyers, etc.
- ⇒ **Splice** - makes it easy to create professional-looking videos on your iPhone® or iPad® (*It's called QUIK for Android users)
- ⇒ **E-key** - use your mobile device to open Supra lockboxes. Bluetooth capabilities required.
- ⇒ **TripIt** - highest rated trip planner and flight tracker. All your plans at your fingertips. Very good for group trips and sharing itineraries.
- ⇒ **Gas buddy** - tells you where the nearest gas stations and which are the cheapest today
- ⇒ **WhatsApp** - simple, secure messaging and calling for free all over the world. Great for archiving messages, hosting group chat, and making video calls.
- ⇒ **MileIQ** - Automatic mileage recording
- ⇒ **Cam Scanner** - mobile scanner that allows you to scan, Share, and edit PDF/JPEG Files
- ⇒ **CamCard** - reads business cards and save instantly to phone Contacts. It syncs all your cards across smartphones, tablets, computers and the web app.





Tribute to Dennis Walker

(prepared in part by President Dan Robertson)

It is with much sorrow that I am writing about my visit with Dennis Walker while in the hospital and more importantly a writing by his wife, Jeanell Walker, sharing the life of Dennis. As I am sure all of you know he and Jeanell, were in an automobile accident on their way to the TRET'A conference in San Antonio on April 4, 2019. Dennis did not survive the accident. My understanding is that Jeanell had minor injuries.

I have known Dennis for about 10 years or so through TRET'A. We were good acquaintances and briefly spoke to one another in passing at the conference, but truthfully to my regret neither of us knew one another very well. On February

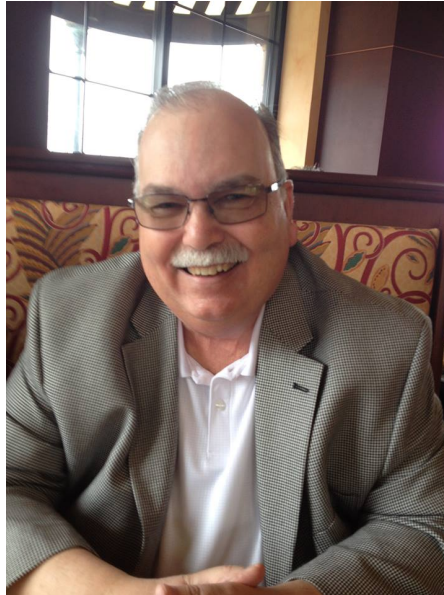
15, 2019 I fell and crushed my shoulder along with a serious concussion. I was in line to move into the 2019/20 President position and here I found myself flat on my back in the hospital for a six-week period. I was not able to make the installment of new officers at the April 4-6. I offered to not serve as President, but Glenwood said no way Dan you are getting well. Enough about me. Next thing I knew Dennis called me and wanted to come by and visit me at the Hospital, probably around the 3rd week in March. Shortly he came by with his camera to video me making a short acceptance speech. I thought it was going to be a short drop in and drop out quick visit, but I was wrong. We talked and talked about probably everything happening in our worlds for over 3 hours. We talked about our families, our kids, our jobs, T'RET'A. We even talked about politics. It was such a nice visit, never a dull moment uplifting a lonely guy stuck in a hospital bed. He then videoed me in the hospital bed giving an acceptance speech to be shown as I was to be installed as the new President of T'RET'A. He was my director of the two-minute speech and after the 3rd take he said great we have a keeper. Very minor but it never met the intended destination.

All at the conference were devastated and a very generous collection was made in name of T'RET'A and given to Jeanell which she donated to their Church choir.

Thank you to all of T'RET'A for the nice donation.

Celebration of Life

(by Jeanell Walker)



Dennis Walker, age 76, was instantly received into the arms of his Lord and Savior on Thursday morning, April 4, 2019. He was born on March 15, 1943, in Antioch, California to Rev. Ivors Leroy Walker and Stella Lee (Wheat) Walker who resided in Bangs, Texas at the time of their death.

In 1946, the family moved from California to Texas to start the First Assembly of God Church in Stratford. They travelled by car in a Model A Ford which had a crank to start the motor and a canvas water bag on the front of the car. His strong Christian heritage and tender heart led Dennis to accept Christ as his personal Savior at the age of five. When he began piano lessons, it became evident he had a musical gift. The family moved frequently as his father pioneered churches throughout West Texas, and for many years, his first piano teacher would send money to pay for piano lessons at each new location. Dennis was often the pianist at these small churches. Summer vacations were spent in Littlefield, TX, with grandparents or visiting uncles and aunts on the dairy farms in Brownwood, TX. Playing French Horn in the band expanded his musical abilities, and he became drum major his senior year. Dennis participated in many school activities including working on the school newspaper and drama theater.

After graduating from Ralls High School, Dennis received a journalism scholarship to South Plains College in Levelland, TX, and lived with his grandparents while attending school. He felt a greater calling, though, and saved enough money to transfer to Southwestern Assemblies of God University in Waxahachie, TX, to pursue a degree in Biblical Studies. It was at Southwestern where Dennis met his future wife, Jeanell Pruitt, who was a second-year music major. Dennis accepted a music intern position at Waxahachie First Assembly, and soon Jeanell was working with him as an accompanist. After a brief courtship, Dennis and Jeanell were married on April 10, 1964. Their honeymoon was a trip to Levelland where Jeanell met Dennis's parents for the first time. During this trip, Dennis was ordained as a Minister of the Gospel at his home church. While continuing his education at Southwestern, Dennis worked as Circulation Manager at Waxahachie Daily Light Newspaper along with interning at First Assembly of God, Lancaster. Eventually, he accepted a position at Evangel Temple, Grand Prairie working initially with both Music & Youth.

After 5+ years at this church, he accepted a position at Cathedral in the Pines Christian Center in Beaumont, TX, and on his birthday in 1971, he, Jeanell and their 18-month old son, Craig moved to Beaumont. The 10+ years at Cathedral proved to be an exciting and fulfilling time in his Ministry. As the church grew and flourished, both Dennis and Jeanell's talents and creative abilities were utilized to their full capacity. In 1973, their second son, Darren was born. With a desire to expand his musical knowledge, he began attending classes part-time at Lamar University to obtain a Music Education degree. His relationship with Lamar's music staff provided an avenue to secure quality musicians and borrow any instrument from the school that might be needed for major productions. He thoroughly enjoyed mentoring younger students and willingly shared his methods of studying for the dreaded oral exam required to graduate. Dennis graduated Phi Kappa Phi in 1980.

After resigning from Cathedral, Dennis served at churches in Oklahoma City and Dallas. In 1988, he retired from full-time Music Ministry and began a career in real estate as an agent and broker. His love of teaching couldn't be suppressed, though, and he soon began teaching Pre-licensing courses for several real estate schools, most recently at Richland College. He was

an active member of the Texas Real Estate Teacher's Association (TRETA) and served in many capacities, including President. In 2016, he was honored by TRETA with the prestigious Don Roose award. Dennis loved God, his family, and his church. Christmas was always a festive occasion as evidenced by the spectacular décor he loved to create and display each year, and anyone who met him quickly learned of his special connection with All Things Disney!

Dennis is survived by his loving wife of 55 years, Jeanell of Richardson, TX; his son, Craig with daughter-in-law, Keri Ann and granddaughter, Laurel of Dallas, TX; his son, Darren with daughter-in-law, Gretchen and two granddaughters, Anastasia and Natasha of Plano, TX; his older brother, Jack Walker and wife Davie of Leander, TX, as well as numerous in-laws, nephews, nieces and cousins.

Dennis was remembered with a Celebration of Life Service on Wednesday, May 1, 2019, 2:00 p.m. at First Baptist Church, 1300 East 15th Street, Plano TX 75074, with a reception that followed. In lieu of flowers, donations were made to the First Baptist Church of Plano's Music Department Memorial Fund- Memo: Dennis Walker.

SAT- SUN . OCTOBER 5-6 . 8:30AM - 4PM

ADVANCED

CREI Instructor Development Workshop

REGISTER ONLINE

Frisco, TX

<https://treta.org/schedule-of-events/crei-course-advanced>



TRETA Certified Real Estate Instructor

Loading Education Forward



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

Advanced:

Date: October 5-6, 2019 (Saturday - Sunday)

Time: 8:30am-4:00pm Saturday; 8:30am-4:00pm Sunday

Facilitators: T.B.A.

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

Location:

Collin College – Preston Ridge Campus
9700 Wade Boulevard
Frisco, TX 75035

Registration: Online at TRETA.org <https://treta.org/schedule-of-events/crei-course-advanced/>

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 20 instructors

TUITION: \$175 if you register by September 27th or \$200 after September 27th

WHO?

- All TRETA members seeking their CREI designation
- All TREC approved core and MCE Instructors
- 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 through use of mobile devices
- Learn the basics for using a mobile device and applications in the learning environment
- Understanding today's students and the significance of effective online learning
- Develop troubleshooting skills to deliver your presentation
- Work on editing & changing presentations & engaging the student to be part of your presentation

DRESS: Business casual - Presentation on second day

Added Value: You will give a brief real estate teaching presentation (7-8 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 (TRETA) wants to help you become an effective presenter and facilitator in providing real estate education. Our CREI designation is achieved through two Instructor Development Workshops where you will learn new skills to help you become a better educator. You will need to complete the Basic and the Advanced workshops before you can apply for the designation. Each workshop is 2 days in length.

Today's real estate students value the education they receive and you can become a better instructor by incorporating new techniques and improving your skills in the classroom or in your online education programs. You can use these new skills to improve your education program and help build your student base.

As an additional benefit, TREC recognizes the value of the CREI program, so when you earn and maintain your CREI designation, you will automatically meet the 8 hour Instructor CE requirement to renew your instructor license. It's another great reason to become a CREI.

How to apply for the CREI Designation

1. Complete TWO two-day Instructor Development Workshops. At least one must have been taken within the past 2 years and one must be hosted by the TRETA CREI Program.
2. Complete the entire [CREI Application form](#). Include copies of licenses, class certificates, etc. to prove your qualifications.
3. Pay the non-refundable CREI application fee of \$75.
4. Scan and email the application to crei@treta.org or snail mail it to the address listed on the first page of the application. This can be submitted all year.
 - o Spring application deadline is February 28
 - o Fall application deadline is September 30
5. Completed applications are then reviewed by the committee and you will be notified of your application status within 60 days of the deadline.

CREI PRE-DESIGNATION WORKSHOPS

As part of the CREI Designation Application, you will take two Instructor Development workshops – the Advanced Workshop and the Basic Workshop. These workshops can be taken by any instructor. You do not need to be a member of TRETA to attend the workshops.

You do NOT have to take the two classes in order. You can take the Advanced before the Basic if that's the way the scheduling works out for you. The workshops are offered every 4 months (February, June, October) in alternating sequence.

IDW Workshop: Basic

The “Basic” IDW Workshop goal is to help you become an effective presenter and facilitator of learning. The “Basic” workshop helps you to assess your instructional methodology. You will learn about setting objectives for your students, how to reach different styles of learners, and maximize your effectiveness as an instructor to provide the most benefit to your students.

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 good visuals to enhance every presentation
- Ask questions that will stimulate meaningful class discussion
- Techniques for getting to know your audience

IDW Workshop: Advanced

The “Advanced” IDW Workshop goal is to help you become an effective presenter and facilitator of learning with technology. The “Advanced” workshop features usage of technology in your instructional methodology. You will learn about applications and technology that will aid your students in their learning techniques and interactions with you.

You will learn techniques to help you:

- Identify and reach people with different learning styles through power point
- Learn the basic for using power point in the learning environment
- Divide your course materials into manageable units or presentations that maximize learning
- Develop good slides to enhance your power point presentation
- Work on editing and changing power point during your presentation

CREI Update Workshop

Your CREI Designation is good for life but must be renewed every 3 years by taking a 4 hour CREI Update Workshop

At each annual TRETA Conference, we start with a 4 hour CREI Update Workshop. It’s held from 12:00 to 4:30 on the Thursday of the conference. It’s a great idea to attend every year because the speakers and material are always new. No two CREI update workshops are the same, so you will gain new ideas at each workshop. The goal of the update workshop is to provide instructors with current and relevant material for the instructor to improve their teaching skill set.

For More Information About the CREI Certification:

Contact CREI Director David Turnquist at CREI@treta.org (713) 894-9436 cell/text

