



TRETA TALK
December 2019
TRETA.ORG

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(10 CE Credit - Pending Approval)

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TRETA TALK/DECEMBER 2019/TRETA.ORG



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

We are in the process of finalizing our TRETA's 44th Annual Conference, scheduled for April 2-4 at the Renaissance Hotel Richardson/Dallas, Texas. Go to www.Treta.org for detail schedule. We really look forward to you being able to join us.

We have done our best, thanks to the hard work of our Program Director, Tisha Matticks and others, who have put together a very educational, fun, enlightening, and interesting program. We truly believe TRETA allows teachers to come together and get to know and learn from one another. Generally speaking this year's conference will have a lot to do with Texas Real Estate Commission Changes and Updates, Texas Realtors Changes and Updates, Best Practices for College & Proprietary Schools, State and National Real Estate Education Trends, How the Law of Agency really works, Texas Economy changes and updates, Texas Real Estate Law Updates, Social Media Marketing, Group discussion on Education Improvement Opportunities, and much more. Here is a quick rundown of our planned agenda:

Thursday 11:40 – 4:00 pm: CREI Update Workshop will be held. You can either start, complete or update your CREI designation. Your designation is good for a lifetime but must be renewed every 3 years by taking a 4 hours course. With a current CREI designation you will automatically meet the 8-hour TREC Instructor Education requirement to renew your CE instructor license.

Friday 7:00 am – 5:30 pm: You will hear from Jon Houser, Texas Realtors, Associate Director of Professional Development on the various changes in courses, teaching requirements, and instruction techniques being implemented at Texas Realtors. Other Friday speakers include:

- ◇ Doug Oldmixon, retired TREC Executive Director, and his successor, effective Jan 1, 2020, Chelsea Buchholtz will discuss “Do Agents Really Know Who They Work For”. Is it their manager, buyer, seller, broker, public, the commission, or all parties? It is important that the Agents, Educators, and the Law are all on the same page as this important subject can sometimes be very confusing. We need to also know and avoid the consequences of getting it wrong.
- ◇ Dr. James Gaines, Chief Economist for the Texas A&M Real Estate Center. Dr. Gaines will be talking about the 2020 Texas Economy and Housing Market and beyond. This will be valuable information for us to learn in our efforts to plan and develop important business strategies.
- ◇ Nationally Recognized KEYNOTE Speaker, Len Elder. Len’s subject is “Some Trends and Things You Wanted to Know about Real Estate Education.” You will find Len and his subject very personal, valuable, and enlightening. He will captivate your attention as will the other speakers.
- ◇ A discussion coordinated by Jennifer Wheeler, TREC Director of Education and Examination Service, regarding the changes and updates implemented and underway at the Texas Real Estate Commission. Particular emphasis will be put on the Legislative and Rule changes that now affect all teachers and providers.
- ◇ Christina Schaefer, Social Media Manager for the Houston Board of Realtors will discuss ways to leverage the most important aspects of “social media technology” and how to effectively brand yourself, and your business.
- ◇ “What Happening in the College and Proprietary Classrooms” and will be coordinated by Robert McLeory, Collin County College, Professor of Real Estate. Robert has rounded up some of the top instructors from various colleges and proprietary schools to discuss multiple real estate teaching techniques, concerns, and situations we all deal with. A great opportunity to learn.

Saturday 8:00 am 1:00 pm: Chuck Jacobus will offer a very thorough discussion on the changes in real estate law that are essential for our students to focus on and understand. In addition, there will be a

multiple group discussion and reporting exercises on Real Estate Education areas of interest as well as identifying opportunities for improvement.

So much excitement to look forward to. I hope to see you ALL in April 2020.

*Dan Robertson, TRETA President
CREI, ABR, CRB, CRS, GRI, CREI, GREEN, SRES*



The graphic features a blue sky background with several hands raised in the air. The text "TRETA Conference 2020" is at the top in red, followed by "Educating with Vision in Changing Times" in large blue letters. A circular logo for the Texas Real Estate Teachers Association is positioned at the bottom center of the graphic.

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

5 Quick Tips for Getting Teaching Gigs (courtesy of Tina M. Wilcher, MBA)



1. Create an "Instructor presentation" and send it to the real estate course providers in your local and surrounding areas. Items to include:
 - a. Bio/resume
 - b. Video of you instructing a class
 - c. List of Referrals
 - d. Previous evaluations
 - e. Copies of all teaching certifications/approval letters
 - f. Summary of your current/prior real estate teaching experience
2. Network, network, network! Do not be a secret instructor. Let everybody know that you teach and the subject matter of your specialization.
3. Ask for referrals and recommendations from sponsor and referral partners.
4. Take some classes and earn a new designation in order to teach a wide array of subjects.
5. Develop a social media marketing strategy to promote the classes you teach.



How to Become A New Real Estate Instructor (courtesy of Bill Price, TREC Provider 10025)

To implement provisions in the agency's Sunset bill, the Commission has proposed rules to eliminate instructor licensing. TREC Instructor license are no longer required to teach as of September 1, 2019. The qualifications necessary to teach specific courses remain however it is now the responsibility of the education provider to ensure an instructor is qualified. TREC will review instructor qualifications when auditing education providers and courses. Disciplinary action may be taken against an education provider who fails to sufficiently qualify an instructor before allowing them to teach a course.

- *Instructors who have a current approval, as of August 31, 2019, will be included in a list of instructors maintained on the TREC website. The list will include subject matter the instructor has been qualified to teach, such as Principles of Real Estate, Law of Agency, or CE elective courses. The list is intended to be a resource for education providers when considering instructors qualification to teach specific courses.*
- *Instructors of real estate and inspector continuing education (CE or ICE) elective courses must be competent in the subject matter to be taught and have the ability to teach effectively.*

PRE-LICENSE – Qualifying Courses (www.TREC.Texas.gov) must have:

1. a college degree in real estate or inspection and three years of teaching or training experience; or
2. five years of active experience as a license holder and three years of teaching or training experience; or
3. The equivalent of the above as determined by the provider after consideration of the instructor's professional experience, research, authorship, or other professional endeavors in real estate or inspection.

LEGAL UPDATE I & II instructors must:

- ◇ Satisfy requirements to teach the qualifying **Principles of Real Estate, Law of Agency and Law of Contracts** courses, and
- ◇ Complete the Legal Update I & II instructor training and receive a passing grade of at least 80% on the final exams promulgated by the Commission.
 - You can register to attend a Legal Update I & II Instructor Training course by visiting the Real Estate Center website at <http://recenter.tamu.edu/register>. You may not teach the Legal Update I & II courses until you have received your certification letter from TREC.

REAL ESTATE BROKERAGE AND THE BROKER RESPONSIBILITY instructors must:

- have at least five years of experience as an active broker, and
- satisfy the minimum requirements to teach qualifying courses.
- complete the Broker Responsibility instructor training and receive a passing grade of at least 80% on the final exam promulgated by the Commission.
 - You can register to attend a Broker Responsibility Instructor Training course by visiting the Real Estate Center website at <http://recenter.tamu.edu/register>. You may not teach the Broker Responsibility course until you have received your certification letter from TREC.
 - If you are not already approved as a qualifying course instructor, you can request approval to teach specific qualifying courses and one or more of the non-elective CE courses by filing the [Qualifying Real Estate Instructor Application](#).

ELECTIVE CONTINUING EDUCATION

Instructors of real estate and inspector elective continuing education (CE) courses must:

- ⇒ Be competent in the subject matter to be taught; and
- ⇒ Have the ability to teach effectively.

Adult Education Instructor Training:

Instructors of Qualifying and Non-Elective CE courses must provide proof of completion of a minimum of 8 hours of instructor training in adult education techniques in the last four years. Holding a current CREI or DREI designation or

successful completion of the ITI program will satisfy this requirement. Following is a list of acceptable adult education instructor training courses:

Tips to Share with Education Providers

- Evaluations forms will still need to be done and KEPT FOR 4 YEARS
- Instructor Number is no longer needed on the Rooster form
- Provider is responsible for developing a new CE Instructor Application Form and determining fees
- Provider should:
 - Request a resume
 - Screen applicants
 - Conduct a background check
 - Request a TREC approval letter when instructors teach Non-Elective courses
- Instructor license number is NOT required on marketing material. “Instructor Approved by XYZ Provider” is sufficient.
- The 8-hour “Train the Trainer” workshop is no longer required for Qualifying Core Classes
- All new CE courses will still be approved by TREC
- Non-Elective CE courses Legal I/II and Broker Responsibility must attend and pass the exams with 80% every 2 years
- Direct any questions to education@trec.texas.gov or 512-936-3120



PAT STRONG'S CREATIVE LEARNING AND TEACHING TIPS - PART II

1. After setting up a group task always ask, "is everybody okay with the task, any questions?"
2. All learners need to be able to hear anyone speaking
3. Playing upbeat music or power points prior to class and back from lunch makes for a good learning environment.
4. Using a flipchart with the words "parking Lot" at the top and then the words "short term and long term" is a good way to stay on track when there are a lot of questions. You can say "great "question", write on your sticky note and place on Parking Lot at next break. Then you must a couple of times a day read and then give answers to the class.
5. Another example of #4 is to have a question basket and use same method.
6. When in groups, too choose a spokesperson, have all place their right hand in a circle and the person with the most jewelry is the spokesperson.
7. Another version of #6 is again do same but this time the most jewelry person picks the spokesperson (fooled them).
8. Another version of two above is who has the next birthday is the spokesperson (or chooses the spokesperson)
9. For CE classes, a pre-test is great.
10. At some points in the material have the learners read a paragraph or two by themselves and then ask, "what did you learn?"



CREI Workshops 2020



Set yourself apart from non-certified instructors and readily display your value proposition with the CREI Designation! Plan to attend one of the 2020 Instructor Development Workshops (IDW) to begin earning your CREI Designation.

BASIC Workshop:

February 15-16, 2020 (Sat-Sun)

October 2020 (Date and Location T.B.D.)

Registration Link:

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

ENROLLMENT INFO:

DATE: February 15-16, 2020 (Sat-Sun)
8:30 AM – 4 PM

TUITION:

- \$175.00 if registered by January 15, 2020
- \$200.00 if registered on or after January 15 (space permitting)

LOCATION: [\[map\]](#)

San Jacinto College South Campus
13735 Beamer Rd. Houston, TX
77089

COURSE MATERIALS: will be provided to participants on-site.

WHO?

Anyone who wants to become an effective presenter and facilitator of learning.

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

DRESS: business casual.

PRESENTATION: You will give a presentation on the second day of class. See below for details.

WHAT?

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

ADVANCED Workshop:
June 6-7, 2020 (Sat-Sun)

Registration Link:

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

ENROLLMENT INFO:

DATE: June 6-7, 2020 (Sat-Sun) 8:30 AM – 4 PM

TUITION:

- \$175.00 if registered by May 19th
- \$200.00 if registered after on or after May 20th or at the door (space permitting)

LOCATION: [\[map\]](#)

San Jacinto College South Campus
13735 Beamer Rd. Houston, TX
77089

COURSE MATERIALS: will be provided to participants on-site.

WHO?

Anyone who wants to become an effective presenter and facilitator of learning.

- All TRETA members seeking their CREI designation
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- Real Estate Company Trainers
- Real Estate Company Managers

DRESS: business casual.

PRESENTATION: You will give a presentation on the second day of class. See below for details.

WHAT?

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, and engaging the student to be part of your presentation

