



	REEA – Step 1	Gold Standard Instructor Certification – Step 2	DREI Designation – Step 3
<b>Purpose</b>	Ensure REEA individual and organization members meet and exceed the high standards demanded in real estate’s rapidly changing legal and professional environment.	Three-part Instructor Development Workshop (IDW) designed to enhance instructor delivery and improve student learning.	Enable Real Estate Instructors to become a masterful instructor with expertise in many areas from creation of a class to the actual presentation of the material. DREIs are considered Master level instructors by REEA and external organizations.
<b>Requirements</b>	<ul style="list-style-type: none"> <li>Open to instructors, administrators, regulators, and many more</li> <li>Open also to anyone interested in real estate education</li> </ul>	<ul style="list-style-type: none"> <li>Must be a REEA member in good standing to obtain the Gold Standard Instructor Certification - <i>non-members may attend IDWs whether you are a real estate instructor or involved in adult education</i></li> <li>Must attend all three Instructor Development Workshops in the series</li> </ul>	<ul style="list-style-type: none"> <li>Must be an REEA member in good standing</li> <li>Must have at least five years’ experience as a real estate instructor</li> <li>Complete DREI Designation Application and submit with Initial Application Review Fee</li> <li>Once approved, submit Final Application fee</li> <li>Complete 6-month coaching and mentoring program</li> <li>Submit a 15 minute video for review and feedback by a DREI mentor</li> <li>Pass written DREI test on GAPE principles with 80% score</li> <li>Submit a final 50 minute video for review by DREI Review Committee</li> <li>Attend at least one DREI Summit every three years</li> </ul>
<b>Fees</b>	<ul style="list-style-type: none"> <li>Annual Membership Fee - <i>visit our website for rates. Individual Membership \$149/yr and Institutional Membership rates \$349/yr (includes 3 members from the same institution) available</i></li> <li>Conference Registration Fee - <i>visit our website for rates</i></li> </ul>	<ul style="list-style-type: none"> <li>Variable rates per Instructor Development Workshop – <i>visit our website for rates and available dates</i></li> </ul>	<ul style="list-style-type: none"> <li>Non-refundable Application Review Fee - \$25</li> <li>Final Application Fee - \$299</li> <li>DREI Summit Registration Fee - <i>visit our website for rates</i></li> <li>Annual renewal fee - \$75/year</li> </ul>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>Development of a network of peers</li> <li>Sharing information with trainers, speakers, and fellow educators at the conference</li> <li>Respect</li> <li>Publish papers and other works in REEAction</li> <li>Introduce new concepts, books and training aids</li> <li>Generate referrals through networking with other REEA professionals</li> <li>Attend Annual REEA Conference</li> <li>Increase business by learning new marketing techniques</li> <li>Improve yourself to improve your returns</li> </ul>	<ul style="list-style-type: none"> <li>Boost instructor performance</li> <li>Enhance student experience</li> <li>Increase student engagement</li> <li>Improve student outcomes</li> <li>Increase instructor satisfaction</li> </ul>	<ul style="list-style-type: none"> <li>Expedited instructor approval in many states/ jurisdictions</li> <li>More opportunities to be hired by local and state real estate associations</li> <li>Networking and sharing ideas with other industry leaders</li> <li>Gain expert knowledge on presenting</li> <li>Network with other DREIs at the Annual DREI Summit</li> <li>Become the best instructor you can be</li> </ul>
<b>Content</b>	<ul style="list-style-type: none"> <li>Professional speakers and presenters presenting a cross section of subjects at the Annual Conference</li> <li>Interaction with other Real Estate Professionals in the classroom and peer-to-peer contact</li> </ul>	<ul style="list-style-type: none"> <li>IDW1: Lays foundation of interactive learning and self-assessment</li> <li>IDW2: Applies principles in classroom activities; team building; practice active learning techniques; timed outline; and use of PowerPoint</li> <li>IDW3: Explores cutting edge tools and technologies that make teaching and learning fun</li> </ul>	<ul style="list-style-type: none"> <li>6-month coaching and mentoring program with introduction and practice of Generally Accepted Principles of Education (GAPE)</li> <li>Completion of a series of Candidate Tasks to help apply what you learn</li> <li>Preparation two unedited videos (one 15 and one 50 minutes) of your teaching in a live classroom</li> <li>Review of your final video by the DREI Review Committee</li> </ul>

## Climbing the Instructor Mountain



The **Gold Standard Instructor Certification** will give you the information and tools to jump-start your presentation skills and boost student engagement.



The **Distinguished Real Estate Instructor (DREI)** program will take you to the top of the mountain giving you skills, information, and help in all areas of adult education via the five GAPE principles and its 80 parts.



*For more information contact*  
Real Estate Educators Association  
7739 E. Broadway, #337 • Tucson, AZ 85710  
520-609-2380 • FAX 520-296-6006  
[www.REEA.org](http://www.REEA.org) • [MemberCare@REEA.org](mailto:MemberCare@REEA.org)



Real Estate Educators Association

## Climbing the Instructor Mountain



We know there is a mountain of information and knowledge available for instructors.

REEA can show you the path and the tools you may need to become a better instructor through your membership with REEA, presentations at our Annual Conference, DREI Summit and through networking with your peers.



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