



Real Estate Educators Association

2013 Annual Conference

June 21-24, 2013

Ames, Iowa

Instructor Development Workshop – IDW

Presented by

Distinguished Real Estate Instructors (DREI's)

June 21, 2013 • 9:00 AM – 4:00 PM • Scheman Center, Iowa State University

“30 Great Things Every Instructor Should Know”

Presenters



Mark Barker, DREI (Distinguished Real Estate Instructor) is the owner of Career Education Systems, Inc., the largest real estate school in the Mid-West with offices in Kansas City, St. Louis and Wichita. Having taught real estate in 49 states, Mark is also a prolific course writer. His company has taught over 75,000 real estate licensees. Mark has been a broker for 30 years. He has a Master's degree in adult education that allows him to make complex issues easy for people to understand. Mark is a past national President of the Real Estate Educators Association. He also was the original developer of ExamSmart which is used in many states for real estate exam preparation. Mark teaches GRI courses for many state associations of REALTORS as well as ABR courses for REBAC and PMN classes for the Women's Council of REALTORS.



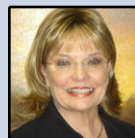
Len Elder, DREI (Distinguished Real Estate Instructor) is the co-owner of Course Creators. With over 25,000 hours of live presentations Len has taught Pre-Licensing Courses, Designation courses and continuing education across the country. Bringing his combined experience from the fields of law, mortgage banking and real estate Len's courses are energizing, informative, fun and dynamic. Recognized as a DREI by REEA, Len currently serves on the Board of Directors and the DREI Leadership Council for REEA, which mentors candidates and awards the DREI designation. Len is the author of "Ovation-How to Present like a Pro", which contains a ton of practical information on elevating the level of your instruction.



Alec Hagerty, ABR-M, BPOR, C-CREC, CRB, e-PRO, GHS, GREEN, M-CNE, SHS, SRS, DREI (Distinguished Real Estate Instructor) has practiced real estate in Ohio for over 36 yrs. He progressed through the ranks successfully developing his experience as; Agent, Company Trainer, Office Manager, General Manager and Principle Broker. He currently spends 90+ percent of his time as a Speaker/Trainer and Author, delivering informative and highly interactive training, CE, and various Designation programs in Ohio, and throughout the U.S. In addition he offers Mediation services and has experience as an Expert Witness in numerous Real Estate related cases.



Philip Schoewe, DREI (Distinguished Real Estate Instructor) there are some individuals who truly embody the word "educator", and have evidenced this throughout their professional and personal lives. Lubbock, Texas resident Philip Schoewe (pronounced "Shay-vee") embodies the educator life and culture perfectly, having been an instructor in one form or another since the early 70's. Philip has been awarded the Distinguished Real Estate Instructor award by REEA in addition to his CREI™, designation, Philip's resume lists over 70 additional entries related to instructor awards, certifications, degrees as well as a wide variety of achievements in the industry. Philip Schoewe is clearly a master of his trade. Philip's unique viewpoint and engaging delivery during presentations enables his audience to connect with the concepts and ideas presented in a profound way, coming away with knowledge as well as that elusive "aha!" feeling so valued in education.



Joyce Bea Sterling, CDEI, SFR, e-Pro, GHS, SHS, DREI (Distinguished Real Estate Instructor) Joyce's real estate education career began in 1986. Her instructional career includes being at adjunct professor at Northern Kentucky University and teaching continuing education classes at the National Association of REALTORS® Convention as well as numerous board and schools. She is the author of *Guide to Passing the AMP Real Estate Exam*, *Guide to Passing the AMP Broker Simulation Exam*, *Kentucky Real Estate Law Review*, and the *Pass My Real Estate Prep Videos*. Keeping abreast with industry changes, her primary focus is course development for webcam, webinar and online classes; and consultation for those who want to move from classroom to online instruction.



Carmel Streater, DREI (Distinguished Real Estate Instructor) Carmel Streater listed and sold property from 1972 until 2002 and served as the in-house trainer for the large regional real estate brokerage where she was an associate broker. Her father was a builder-developer who was determined that his daughter learn the nuts and bolts of residential construction. Her mother was equally determined that she have a sound academic background. Thus, she grew up to be the rare academic with street-level knowledge of the real estate business—and the ability to combine reality with theory in her writing, live and on-line instruction. She has written several real estate text books and numerous live and online courses and is an experienced live and online instructor. A past president of the Real Estate Educators Association and the South Central Educators Group, and a designated Distinguished Real Estate Instructor and a Certified Distance Education Instructor, Carmel was named the Real Estate Educators Association member of the year.



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Mark Barker, Len Elder, Alec Hagerty, Philip Schoewe & Joyce Sterling

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Great instruction is based on well established principles of education known as GAPE (Generally Accepted Principles of Education). You are invited to join 6 of the top instructors in the country as they lead you through the five categories of GAPE as it applies to education and the teaching of students. Regardless of the level or length of your teaching career, we guarantee that you will leave this session with new ideas, insights and practical tools to elevate the level of your instruction. Come and join us and learn how to:

- Present material in accordance with the way adult students learn
- Use visual aids and technology to bring new life to your classroom
- Create learning environments that truly facilitate education
- Implement proven ways to increase student engagement
- Master delivery techniques that make your presentation memorable

Register for this Event!

FAX (520) 296-6006

EMAIL Kris@REEA.org

1 day IDW REEA Member \$65.00 Non REEA Member \$85.00

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On the Campus of Iowa State University
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