



REEA Gold Standard Leader REEA GSL Candidate Application

This certification was created exclusively by the Real Estate Educators Association “REEA” to set the standard for excellence in real estate classroom instruction. Regulators and others can be assured that a real estate educator who has earned a REEA GSL approval will exhibit a mastery of subject matter, proven presentation ability, relevant experience, and superior teaching skills. The REEA GSL program is administered by the REEA GSL Review Committee which is composed of REEA Executive Staff, Course Designers, and Education Committee Chair who is appointed by the REEA President. The REEA GSL approval qualifies certified REEA GSI holders to teach REEA GSI IDW courses locally and to promote REEA membership. The principles of REEA GSI IDWs are founded in active learning and relevant interactive classroom activities (live or virtual) to increase learning retention. The process to become a REEA Gold Standard Leader (REEA GSL) involves eight easy steps and a non-refundable application fee of \$25.00 payable to REEA. Once payment and application are received, it will be sent to the REEA GSL Review Committee for approval.

Step 1 – GSL Candidate Information

Name: _____
(First) (Middle) (Last)

Address: _____

City: _____ State: _____ Zip: _____

Employer/Firm Name: _____

Title/Position: _____

Business Address: _____

City: _____ State: _____ Zip: _____

Cell: () _____ Office: () _____

Email _____

Step 2 - Complete the Application

To apply to be a REEA GSL you must be a REEA GSI and a REEA member in good standing for a minimum of 2 years at the time of application and submit the following documentation, which will be reviewed and approved by the REEA GSL Review Committee members:

- a) Completed and signed REEA GSL Application. *
- b) REEA GSL Instructor Agreement targets the working relationship, duties, and expectations between REEA GSL candidates and REEA.
- c) Instructor Performance Improvement Plan “PIP” completed and signed based on the last six months including Evaluation Criteria and Teaching domains. The PIP was referenced in REEA GSI IDW #1.
- d) Signed REEA Non-Disclosure Agreement to establish the right-of-use. (Non-competition agreement or acknowledgment of intellectual property ownership).
- e) Signed REEA Code of Conduct Agreement.





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Step 3 - Complete REEA GSL Development

Applicants will only be approved to deliver the REEA GSI IDW session(s) if they engage in and complete REEA GSL Development.

- a) Applicants must attend a two-day, in-person and/or remote, REEA GSI IDW #1 and #2 Refresher to produce GSL personal notes to be incorporated into the REEA GSL instructor manual.
- b) Applicants must attend an initial two-day, in-person REEA GSL Train-the-Trainer (“TTT”). Once you have attended REEA GSL TTT for REEA GSI IDW #1 and #2, recordings of the TTT will be available to all REEA GSLs candidates for review.
- c) All REEA GSLs must attend a REEA GSI IDW Course Update Training every three years.

Step 4 – Approved REEA GSL Course Materials

REEA GSL Review Committee will supply each approved REEA GSL candidate with a Student Manual and Slide deck for each REEA GSI IDW presented. The only changes allowed to the student materials are state required material for REEA GSI IDWs. REEA GSL candidates must provide proof of state mandates for changes. All changes must be submitted to the REEA GSL Review Committee at least 30 days prior to presenting. It is the responsibility of the REEA GSL candidate to apply for and receive State credit for the REEA GSI IDW class(es) taken if desired. State approval certificate should be sent to REEA at least 30 days prior to class(es) being taught. Instructor Manual(s) must be maintained as the course(s) is/are updated. Any updates by REEA will be sent to all approved REEA GSL.

Step 5 – Accept REEA GSL Course Requirements

- a) REEA is the owner of the Intellectual property of REEA GSI IDW #1, #2 and #3.
- b) Negotiations for all IDWs taught by REEA GSLs at the state level will be conducted between REEA and the third party.
- c) Student registration for all REEA GSI IDWs will be handled by REEA Headquarters.
- d) Instructor payment will be made monthly after signed attendance sheets and course reviews have been received by REEA staff.
- e) All REEA GSLs must connect with REEA Headquarters when soliciting potential third parties in scheduling REEA GSI classes and agree not to interfere with standing service agreements between REEA and third parties for ongoing classes in local state.
- f) At no point can a REEA GSL have an outside agreement to present any REEA GSI IDW course and/or contract with any third party.
- g) All offered REEA GSI IDW courses by REEA GSL will be priced at \$179 per student.
- h) No REEA GSL is allowed to change the IDW course rate, unless the REEA Education Committee changes rates for the organization and changes are approved by the REEA Board of Directors.
- i) Presentation of REEA GSI IDW #3, to be considered as a backup REEA GSI IDW #3 Instructor at the REEA Conference, you must be a REEA GSL and feel confident supporting the main Instructor. Backup Instructors are responsible for all their own expenses without reimbursement.



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Step 6 – REEA GSL Candidate Education and Experience

College, Education & Experience in the real estate industry in the last 5 years.
(Provide Institution, Specialization, and Number of Years)

Institution:

Institution:

Institution:

Institution:

Institution:

Institution:





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Step 7 – REEA GSL Candidate References & Video Submission

① Organization Name: _____
 Contact Person: _____
 Email: _____ Phone: _____
 Course Title Presented: _____
 Description of Program: _____

② Organization Name: _____
 Contact Person: _____
 Email: _____ Phone: _____
 Course Title Presented: _____
 Description of Program: _____

③ Organization Name: _____
 Contact Person: _____
 Email: _____ Phone: _____
 Course Title Presented: _____
 Description of Program: _____

Submit a 15-minute video of you teaching a presentation or class within the last six months for review. *(Review criteria targets effective communication skills and instructional delivery. Performance review will not disqualify an applicant however may be used for suggestive feedback).*

Step 8 – REEA GSL Candidate Instructional Leadership Style

Effective Real Estate Instructors possess and are aware of their personal skills, traits, and those of others they lead.

Please explain why you would be a great REEA GSL. Describe your leadership and teaching style, *i.e., success in affecting your audience, proven relevancy, belief, passion, be in the know/knowledge of the industry, learning strategies etc.*

Attached REEA GSL Candidate Instructional Leadership Traits *(please feel free to attach if you need more room)*





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I certify that all information included in this application is full, true, and provided for the sole purpose of securing candidacy for the REEA Gold Standard Leader (REEA GSL) approval. I understand that I must be a REEA Member in good standing. If my REEA membership lapses, I understand that I will no longer be an approved REEA GSL. I also understand that unless I meet all requirements for attaining and maintaining the REEA GSL approval, as established and periodically revised by the REEA GSL Committee, I will not be deemed as an approved REEA GSL educator or renew the REEA GSL approval.

Applicant Signature: REEA Gold Standard Leader, REEA GSL Candidate

Date

REEA GSL Candidate Documentation attached with Application:

- Completed and Signed REEA GSL Candidate Application
- Completed Instructor Performance Improvement Plan
- Signed REEA Non-Disclosure Statement
- Signed REEA Code of Conduct
- Signed REEA Confidentiality Document
- Signed REEA Conflict of Interest Form
- Attendance at REEA GSI IDW Refresher
- Attendance at REEA GSL Train-the-Trainer
- Referrals/Recommendations
- Submit a 15-minute video of you teaching a real estate related class within the last six-months for review.
- Submit this application along with your \$25.00 non-refundable Application Review fee to REEA and all related documents listed in this application

For REEA Staff purposes only:

- All documentation listed above received date: _____
- REEA GSI certification date: _____
- Approval of Application date: _____
- Attendance at REEA GSL Train-the-Trainer Date: _____

