

Welcome, Educators!

Arkansas Real Estate Commission • 2026 Educators' Retreat
October 19 – 20, 2026 • NABOR Offices, Lowell, Arkansas

BUILD THE DREAM

WELCOME

1st Advantage
Arkansas Real Estate School

WELCOME

Above & Beyond
Real Estate School



THE ARKANSAS REAL ESTATE COMMISSION

Suzett Sparks, Tracey Rittelmeyer, Tammy Browning, Eugene Post, Luke Heffley

To connect to NABOR's wifi:

1) Network: Event Center
2) Password: #ThatsWhoWeR

To Download the Presentations and Resources:

1) AREC homepage (arec.Arkansas.gov)
2) Education
3) 2026 Educators' Retreat

https://arec.arkansas.gov/education/2025-educators-retreat-2/

WELCOME

Advance
School of Real Estate

WELCOME

Mid-South
Real Estate Academy



"Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world."

- Harriet Tubman



LINDA HOBKIRK

Linda Hobkirk has been a full-time real estate professional since becoming licensed in 2002. She earned her Executive Broker license in 2010 and became a Principal Instructor in 2016. Her commitment to the profession includes serving as a Director of the Northwest Arkansas Board of REALTORS® and chairing several committees over the years. Following the 2025 Educators' Retreat, Linda's curiosity about artificial intelligence sent her down a new learning path, including multiple AI courses and certifications.

Her approach to AI is practical, ethics-driven, and admittedly geeky. She believes technology should make us better at what we do without replacing the experience, judgment, and human connection we bring to the profession. Outside of real estate and the classroom, Linda is the mother of one and grandmother of four. She enjoys reading, gardening, and traveling, with cruising becoming a particular favorite. In fact, shortly after the Educators' Retreat, she'll be trading the classroom for a suitcase as she heads to Rome before setting sail on a trans-Atlantic cruise.

REALTOR®, EXECUTIVE BROKER, PRINCIPAL INSTRUCTOR, REMAX REAL ESTATE RESULTS, RESULTS REAL ESTATE ACADEMY, CRS, C2EX, AHWD, RENE, PSA

WELCOME

Results Real Estate Academy

WELCOME

The Big R.E.D.
(Real Estate Development) School

THANK YOU

Advisory Committee

Kim Gaines, Aspire Real Estate Academy

Ashlee Milton, HomeSweet Real Estate Academy

Tara Gatewood, Ignite Real Estate School







WELCOME

Aspire Real Estate Academy

WELCOME

HomeSweet
Real Estate Academy

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Ignite Real Estate School

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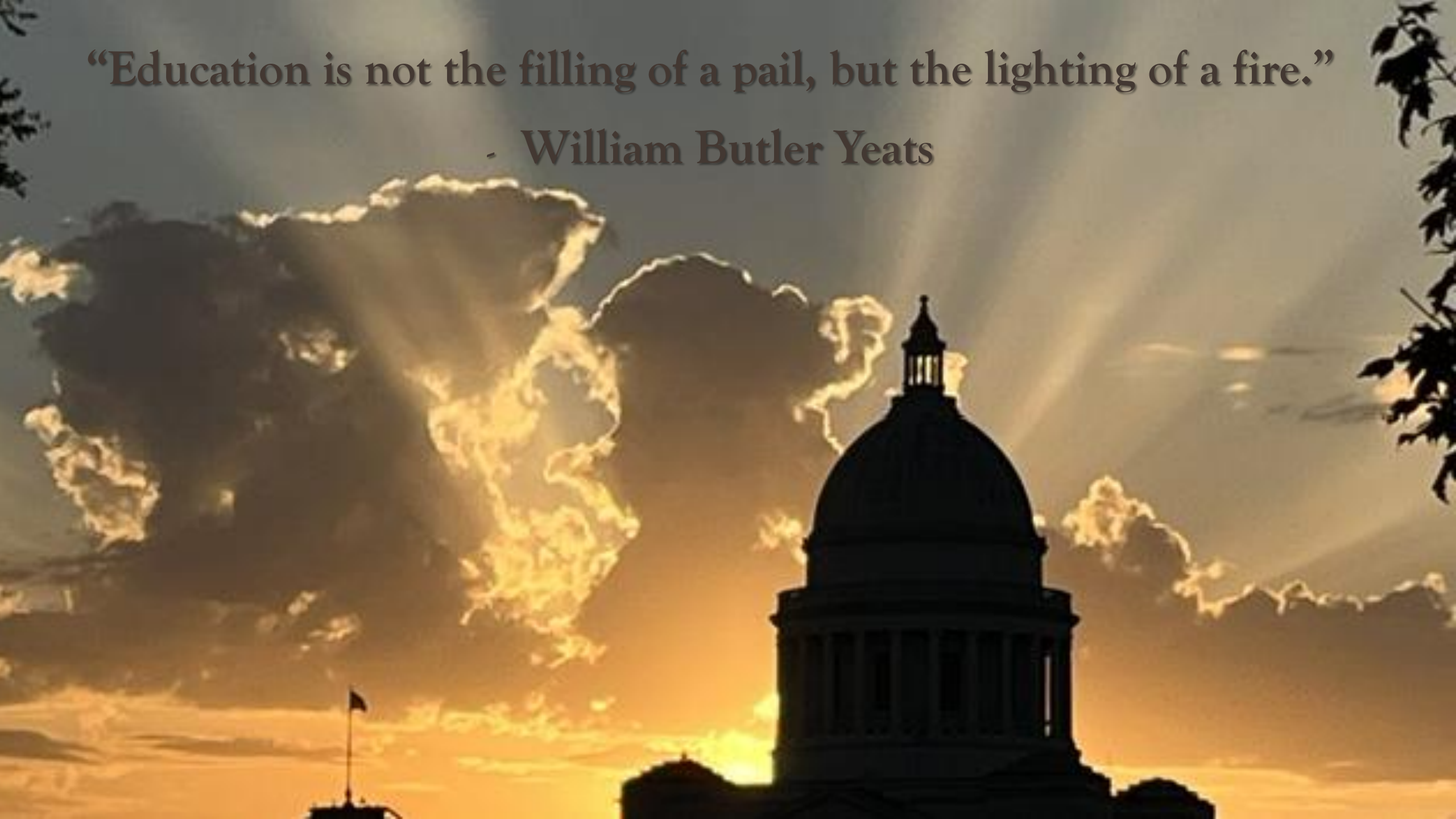
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MATTY ROSS

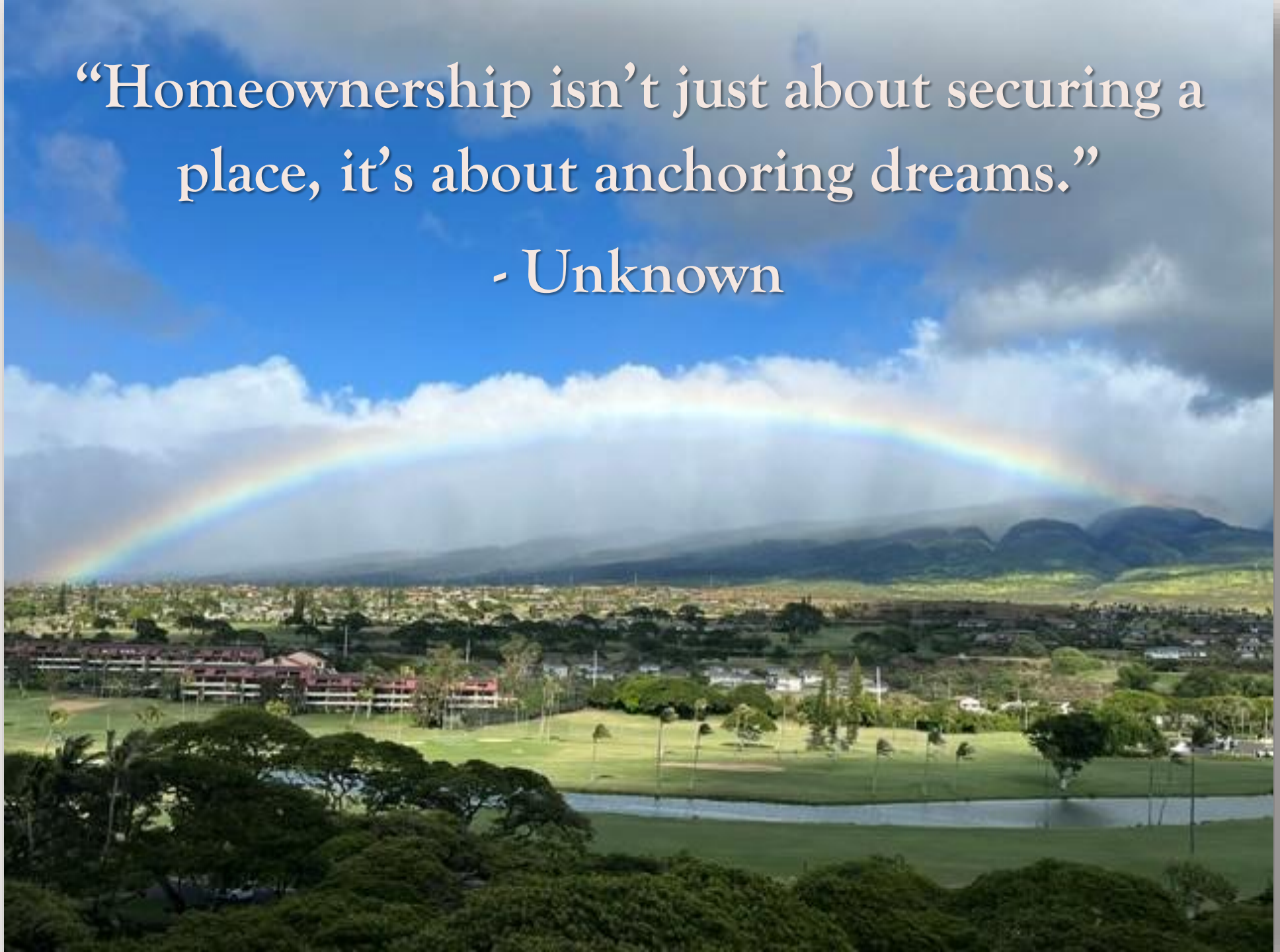
LITTLE ROCK REAL ESTATE ACADEMY

"I believe effective instruction should be engaging, practical, and rooted in real-word application. My goal as an instructor has always been to create an environment where students feel comfortable asking questions, participating in discussion, and learning from realistic scenarios they may actually encounter in their business. I strive to emphasize professionalism, ethics, and critical thinking rather than simply conveying information."


“Education is not the filling of a pail, but the lighting of a fire.”
- William Butler Yeats

WELCOME

Little Rock
Real Estate Academy


"Homeownership isn't just about securing a place, it's about anchoring dreams."
- Unknown


WE LOVE
Cairns
IN REMEMBRANCE OF
TOM WITTING

WELCOME

Elite Real Estate School

WELCOME

BK Real Estate School

As of July 2025, licensees who are 72 or older are automatically exempt from having to take CE every year.

FACT OR FICTION!

HERE ARE THE FACTS:
The Continuing Education Waiver is NOT automatic.
It must be applied for and approved.

There are several points of criteria that must be met:

- ✓ Age 72 or older at time of application
- ✓ Continuously licensed for the previous 25 years, with no periods of inactivity, expiration, revocation, etc.
  - ✓ Even 1 day of inactivity or expiration, for any reason, will disqualify someone from being granted the waiver
- ✓ Not late on CE the last 5 years
- ✓ Not subject to Commission discipline the last 5 years
- ✓ If an EB or PB, no one in their firm has been late on their CE or subject to Commission discipline the past 5 years

Not every waiver application is approved.



"DREAMS ARE FREE.
THE GRIND IS
SOLD SEPARATELY."

– MAXIME LAGACE

WELCOME

Arkansas
Academy of Real Estate

WELCOME

River City
School of Real Estate

“Our classrooms reach places
we will never enter.

Our influence outlasts our presence.

What we teach shows up in rooms we
will never see. So we teach as if the
client is already listening.

Because one day,
that’s exactly what it will be.”

- Elandry Binns



MONDAY, OCTOBER 19

8:30 to 8:45	**Welcome and opening remarks** Melissa Goff
8:45 to 9:30	**Inspirational presentation** Dr. Jeff Perry, Superintendent of Rogers County School Board
9:45 to 11:30	**On the Same Page: Understanding School and Instructor Responsibilities** Heidi Saliba
	Lunch
1:00 to 2:00	**Investigations and Case Presentations** Heather Henries
2:15 to 3:30	**Same Lesson. Different Learner. Preserving the Standard.** **Adapting How We Teach, Retaining What Is Expected, and Pursuing Excellence in Practice** Elandry Binns
3:30 to 4:30	**RESPA/Law** Tim Grooms and Billy Rohrenbeck



TUESDAY, OCTOBER 20

8:30 to 9:30	**Risk Reduction** Andy Meyers
9:45 to 10:45	**What PIs Need to Know** Heather Henries and Heidi Saliba
11:00 to 11:30	**Round table discussions**
	Lunch
1:00 to 2:30	**From Curiosity to Confidence: Teaching AI in Real Estate** Linda Hobkirk
2:45 to 3:00	**Quick Talk: Property Management Licensing and Education** Melissa Goff and Heather Henries
3:00 to 3:45	**Ask the Commission** Tracey Rittelmeyer, Suzett Sparks, Melissa Goff, Heather Henries, Deondra Gupton, and Heidi Saliba
3:45 to 4:00	**Closing remarks** Heidi Saliba



WELCOME

ARK Commercial Instruction of Real Estate


Arkansas
THE NATURAL STATE

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Summit Real Estate School

WELCOME

National
School of Real Estate

WELCOME

Northwest Arkansas Real Estate School

WELCOME

Clark Long
School of Real Estate



WELCOME

Pinnacle
School of Real Estate


IMPACT
ARKANSAS
& BEYOND
UCA NOW

WELCOME

Real Estate Pro School

WELCOME

Professional
Business Academy

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"Russell was very informative and has a great approach in explaining supporting information..."

– From a broker post-license student, about Russell King of Clark Long School of Real Estate

"BUILD A DREAM AND THE DREAM WILL BUILD YOU."

– ROBERT H. SCHULLER

WELCOME

Lindsey School of Real Estate

WELCOME

Carlton Education Services

"Don't ever let someone tell you, you can't do something. Not even me. You got a dream, you got to protect it. People can't do something themselves, they want to tell you you can't do it. You want something, go get it. Period."

- Chris Gardner, The Pursuit of Happyness



“Education is the key to unlock the golden door of freedom.”

- George Washington Carver



WELCOME

Real Estate
School of Profession

WELCOME

Cheryl Gentry
Real Estate Academy



"It was informational and not boring. For a 30-hour course it went by fairly quickly. He was very engaging with all of the students. And it was a Zoom course."

– From a broker post-license student, about Danny Been of Arkansas Real Estate School

"BUILD A DREAM AND THE DREAM WILL BUILD YOU."

– ROBERT H. SCHULLER

WELCOME

Arkansas Real Estate School

WELCOME

Real Estate Education Hub

“Education is the most powerful weapon which you can use to change the world.”

- Nelson Mandela





ANDY MEYERS

Andy is a third-generation REALTOR® from Hot Springs and the Executive Broker of their family-owned firm established in 1961. From the time he became active in real estate, Andy has been active in both of his local boards, serving as President of the Hot Springs Board of REALTORS® in 1998 and preparing to do so again in 2027. He was President of the Arkansas REALTORS® Association in 2011.

He currently serves on the Arkansas REALTORS® Association's Board of Directors. For more than 25 years, Andy has dedicated much of his time focusing on risk reduction and professional standards for the industry.

He is also serving on the National Association of REALTORS ® Board of Directors and Chaired the Resort and Second Homes Committee in 2015. Andy will be serving on the Professional Standards Interpretations Panel in 2027.

He is the proud father of two adult children, Sophie Meyers and Maxwell Meyers. He has the great privilege of working with his wife Cindy, 2026 Distinguished Service Award recipient, as a team every day.

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Arkansas REALTORS® Association

WELCOME

@ Arkansas
Real Estate Education

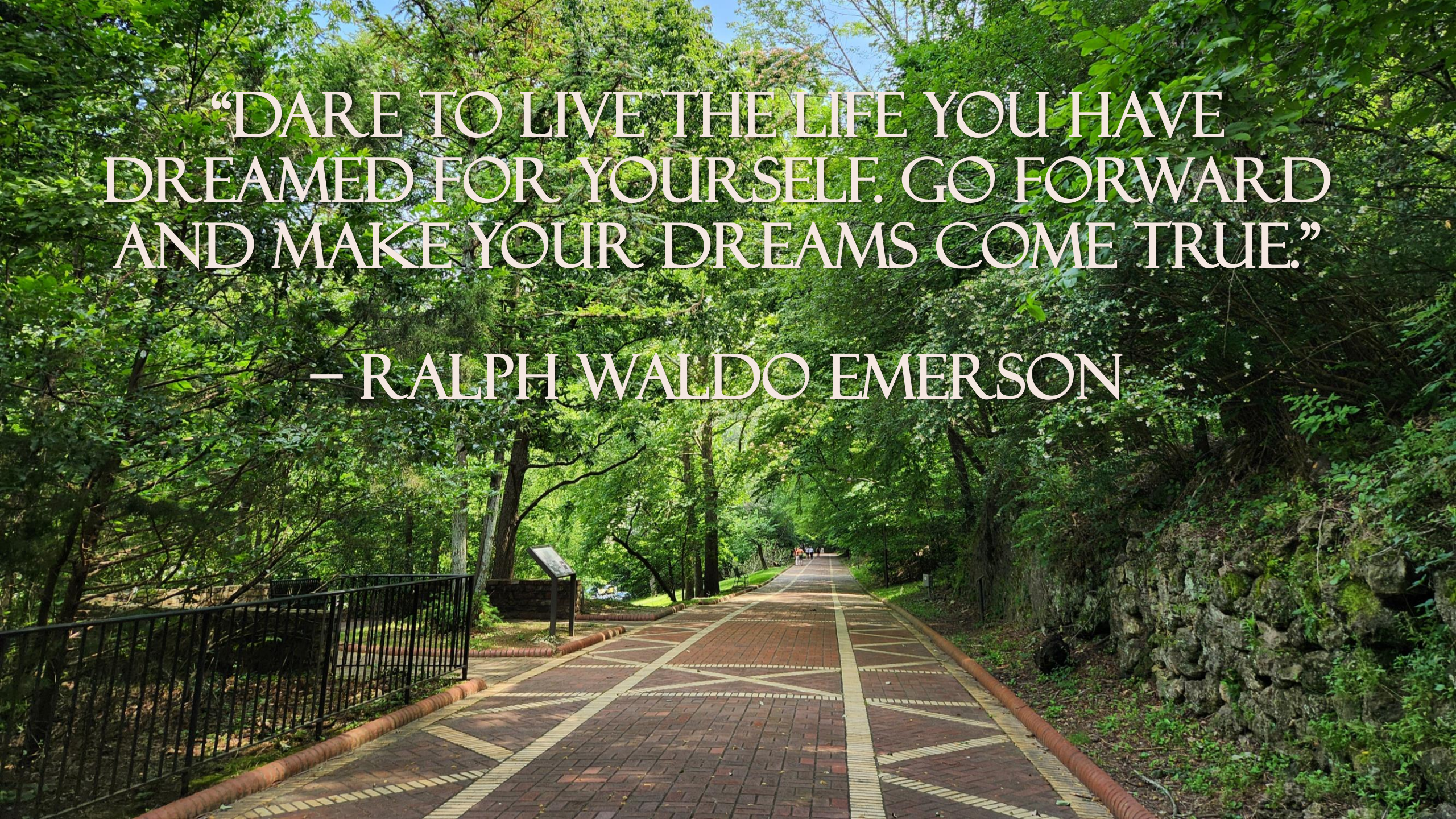
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“DARE TO LIVE THE LIFE YOU HAVE DREAMED FOR YOURSELF. GO FORWARD AND MAKE YOUR DREAMS COME TRUE.”
– RALPH WALDO EMERSON



"I had a great experience with my real estate school. The instructors were knowledgeable, patient, and truly invested in making sure we understood both the material and the real-world application of it. They didn't just teach to pass the exam, they taught us how to be confident, ethical, and prepared professionals. I'm grateful for the support and education I received."

– About Vivid Real Estate Learning Center

"BUILD A DREAM AND THE DREAM WILL BUILD YOU."

– ROBERT H. SCHULLER

WELCOME

Vivid Real Estate Learning Center

WELCOME

The CE Shop

WELCOME

GeeWhiz Real Estate School

WELCOME

WebCE



"An investment in knowledge pays the best interest."

- Benjamin Franklin



THANK YOU, NABOR

for graciously hosting our 2026 Educators' Retreat

WELCOME

Colibri Real Estate

WELCOME

McKissock

New licensees do not have to take CE their first year, because post-license education counts for CE.

FACT OR FICTION!

HERE ARE THE FACTS:

Post-license education does NOT count for or substitute for continuing education, or vice-versa. The two are mutually exclusive.

- ✓ Every licensee must complete post-license education within 6 months of becoming licensed.
- ✓ The need for CE is prompted by an upcoming second renewal of one's license.
  - ✓ Some licensees will need both post-license and continuing education in the first 12 months of being licensed.

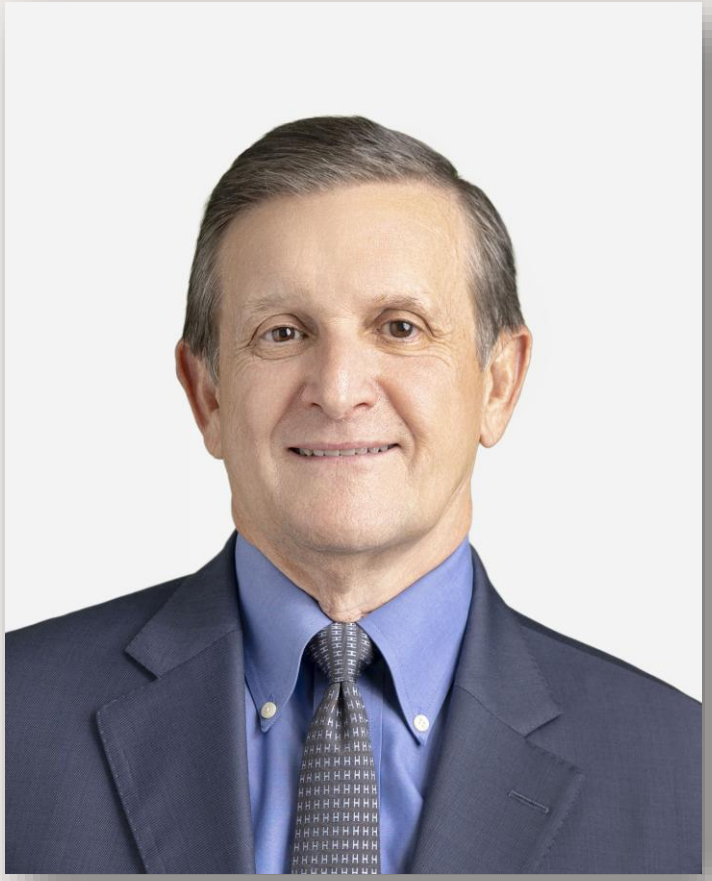
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TIM GROOMS

MANAGING MEMBER,
QG&T LAW

Tim Grooms is widely recognized for his high-value and high-complexity real estate work as well as his dedication and commitment to his clients. He represents a diverse clientele including banks, health care providers, real estate developers, owners, and brokers in a broad range of transactional matters. With significant experience in both real estate and commercial lending, Mr. Grooms regularly advises and has successfully negotiated hundreds of retail, office, and commercial purchase and sale agreements and leases, in addition to commercial loans to these industries on behalf of state and regional banks, national retailers, developers, landlords, and tenants throughout Arkansas and the Mid-South.

Mr. Grooms has experience as counsel to lenders and developers regarding numerous high-profile projects, including steel mill and lithium projects, retail shopping centers, mixed-use developments, multi-family complexes (including affordable housing), office buildings, educational institutions, hotels, hospitals, and medical clinics. Mr. Grooms was instrumental in drafting Arkansas's state banking code and landlord-tenant laws, along with numerous other legislative efforts related to banking and real estate. A respected speaker and educator, Mr. Grooms frequently lectures to industry professionals and regulators on topics including banking regulation, commercial loan documentation, real estate brokerage issues, real estate, title insurance, and leasing. He regularly presents at events for the International Council of Shopping Centers, Arkansas REALTORS® Association, Arkansas Bankers Association, Arkansas Community Bankers, and other industry and professional groups.

DID YOU KNOW?

You may download, print, and distribute the AREC at-a-glance guides for administrative, educational, or business purposes.

We just ask that you do not alter them in any way.





BUILD THE DREAM

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WELCOME

Harper Real Estate Academy

WELCOME

Kaplan
Real Estate Education



ELANDRY J. BINNS

Elandry J. Binns is an Executive Broker with Coldwell Banker RPM Group and co-leads The Binns Team REALTORS®, serving clients throughout Central Arkansas. Licensed since 2018, he is an active residential real estate practitioner with experience guiding first-time homebuyers, sellers, move-up clients, and investors. He holds the Accredited Buyer's Representative (ABR®), Military Relocation Professional (MRP), Pricing Strategy Advisor (PSA), and e-PRO® designations, reflecting his commitment to continuing education.

As an Associate Instructor at New Heights School of Real Estate, Mr. Binns brings current field experience into the classroom to help real estate professionals connect industry standards with practical application. He believes effective instruction should preserve the integrity of the material while recognizing that learners receive, process, and apply information differently. His teaching emphasizes engagement, adaptability, and equipping real estate professionals with knowledge they can confidently use in their daily practice.

Mr. Binns also serves as Minister of Music at King Solomon Baptist Church in North Little Rock. Across real estate, education, and ministry, his work is guided by a commitment to service, leadership, and helping others grow with purpose.

WELCOME

New Heights
School of Real Estate

WELCOME

KSmith Real Estate Institute

WELCOME

Success Real Estate School

WELCOME

Thrive Real Estate School



DR. JEFF PERRY

SUPERINTENDENT,
ROGERS PUBLIC SCHOOLS

Dr. Jeff Perry is Superintendent of Rogers Public Schools, serving nearly 15,000 students in Northwest Arkansas. A veteran public-school educator with 40 years of experience, including 23 years as a superintendent, he began his career as a high school teacher and coach and went on to serve as an assistant principal and elementary school principal. He has led school districts in Colorado, Virginia, Tennessee, and Arkansas.

Dr. Perry holds a bachelor's degree in social studies and history from Clinch Valley College, master's and doctoral degrees in educational administration from Virginia Tech, and a master's degree in reading from Radford University. Throughout his career, he has received numerous honors for educational leadership, equity, and community service, including regional Superintendent of the Year recognition in Virginia and Tennessee and finalist honors for State Superintendent of the Year in both states. He was also awarded the Dick Trammel Good Neighbor Award, the Rogers community's highest honor.

Dr. Perry and his wife, Amy, live in Rogers and enjoy an active outdoor lifestyle. Together, they have completed more than 800 miles of the Appalachian Trail. Dr. Perry has also climbed the highest point in every U.S. state except Alaska and is working toward summiting all U.S. peaks over 14,000 feet.

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