

Monday, October 20

<b>8:00 to 8:15</b>	<b>Welcome and opening remarks</b>
<b>8:15 to 9:30</b>	<b>The Use of AI in Real Estate Education</b>
	<i>Break</i>
<b>9:45 to 10:15</b>	<b>Forward Together: AREC Updates, Announcements, and FYIs</b>
	<i>Break</i>
<b>10:30 to 11:30</b>	<b>Teaching Complex Topics in Clear, Understandable Ways</b>
	<i>Lunch</i>
<b>1:00 to 2:00</b>	<b>Effective Educational Presentations: Engage and Empower</b>
	<i>Break</i>
<b>2:15 to 3:15</b>	<b>Risk Reduction</b>
	<i>Break</i>
<b>3:20 to 4:30</b>	<b>Tim Grooms' Presentation</b>
<b>4:30 to 4:45</b>	<b>End-of-day announcements</b>

Tuesday, October 21

<b>8:00 to 8:15</b>	<b>Welcome and opening remarks</b>
<b>8:15 to 9:30</b>	<b>Cybersafety and the Use of AI</b>
	<i>Break</i>
<b>9:45 to 10:45</b>	<b>Encouraging Student Success</b>
	<i>Break</i>
<b>11:00 to 11:45</b>	<b>Tips and Suggestions from Highly Effective Educators</b>
	<i>Lunch</i>
<b>1:15 to 2:00</b>	<b>Constructing a Course Your Students Will Remember</b>
<b>2:00 to 3:00</b>	<b>Ask the Commission</b>
	<i>Break</i>
<b>3:10 to 4:10</b>	<b>Looking Back, Looking Forward: A Summary of Lessons from Formal Hearings</b>
<b>4:10 to 4:40</b>	<b>The Importance of Your Role</b>
<b>4:40 to 4:50</b>	<b>Closing remarks</b>

## PLE and CE: Educational Requirements for New Licensees

A newly licensed salesperson needs to complete their 18-hour post-license education (PLE) at the end of the sixth month following the date their license is issued. They must start taking continuing education (CE) **after** their first renewal. In other words, when someone goes to renew their license for the second time, they have to have completed CE in that same calendar year. This means that some candidates will have to take both post-license education and CE all in the same 12-month period, while others will have more time. What prompts the need for CE is an upcoming **second** renewal. **SO...**

If someone becomes licensed	Their PLE would be due	Their <u>first</u> license renewal would be	Their <u>second</u> license renewal would be	Their first round of CE must be completed	In order to stay active in the year
October 15, 2024	April 30, 2025	Prior to or on December 31, 2024	July 15 to September 30, 2025	Before renewing their license in 2025	2026
December 27, 2024	June 30, 2025	Prior to or on December 31, 2024	July 15 to September 30, 2025	Before renewing their license in 2025	2026
January 9, 2025	July 30, 2025	July 15 to September 30, 2025	July 15 to September 30, 2026	Before renewing their license in 2026	2027
June 1, 2025	December 31, 2025	July 15 to September 30, 2025	July 15 to September 30, 2026	Before renewing their license in 2026	2027
November 1, 2025	May 31, 2026	Prior to or on December 31, 2025	July 15 to September 30, 2026	Before renewing their license in 2026	2027
February 12, 2026	September 30, 2026	July 15 to September 30, 2026	July 15 to September 30, 2027	Before renewing their license in 2027	2028



## Effective Course Creation: Requirements, Objective Statements, and Course Outlines

The approval of Arkansas real estate license courses is based on the content itself, the method of delivery, and the means of measuring both engagement and learning.

Everything in the course must tie back to Arkansas Real Estate License Law and Commission Rules; every component must reflect and reinforce the language and expectations of the others.

### Step 1. Start with the requirements

- If this is a required course, have you planned for all the required topics?
- If this is CE, how does it specifically tie back to Arkansas Real Estate Law?
- What resources will you use to teach the course, and have you included them on your references page?
- Do you need ARELLO certification?

### Step 2. Write your objective statements

- Base these on the requirements identified in step 1.
  - **Include a verb** and a course topic.
- Vary the level of mastery for each topic (understand, recall, describe, explain, calculate, evaluate, etc.).
- Do Commission Rules need to be included?

### Step 3. Develop your course outline

- Describe how, specifically, you as the instructor plan to help the learners rise to the occasion and fulfill the objectives.
  - Include methods, timing, and other pertinent details.
- Remember to include a list of references (Arkansas Law, Commission Rules, and at least one other).



## Effective Course Creation: A Detailed Review

The approval of Arkansas real estate license courses is based on the content itself, the method of delivery, and the means of measuring both engagement and learning. Everything in the course must tie back to the requirements of the law and regulations of the Commission; every component must reflect and reinforce the language and expectations of the others.

Steps	Main Idea	Example	Notes
<b>Step 1. Start with the requirements</b>	<ul style="list-style-type: none"> <li>If this is a required course, have you planned for all the required topics?</li> <li>If this is CE, how does it specifically tie back to Arkansas real estate law?</li> <li>What resources will you use to teach the course, and have you included them on your references page?</li> <li>Do you need ARELLO certification?</li> </ul>	<ul style="list-style-type: none"> <li>A how-to CE course on using AI in real estate should be underpinned by Arkansas law and Commission Rules.</li> <li>For the resources, the tech platform itself would be a resource to list; Arkansas Real Estate License Law and the Commission Rules would be included as well.</li> </ul>	The Commission Rules and License Law books are available on the AREC website for citation of the requirements developed in your course.
<b>Step 2. Write your objective statements</b>	<ul style="list-style-type: none"> <li>Objective statements are goals for your course, or the whole point of why someone should be taking it. What can the learner reasonably expect to gain in exchange for their investment in your course?                             <ul style="list-style-type: none"> <li>Base these on the requirements identified in step 1.</li> </ul> </li> <li><b>Include a verb</b> and a course topic.</li> </ul>	<ul style="list-style-type: none"> <li>Students will learn how to use AI in real estate listings.</li> <li>Students will be able to explain which Arkansas laws and AREC rules apply to the use of AI in real estate and how they are applied in making decisions regarding advertisements and business transactions.</li> </ul>	Appropriate verbs describe applicability of the ideas being taught as well as how the learner will reflect understanding. Examples include discuss, describe, explain, calculate, analyze, create, develop, understand, engage, recreate, deliver, and write, among others.
<b>Step 3. Develop your course outline</b>	<ul style="list-style-type: none"> <li>Describe how, specifically, you as the instructor plan to help the learners rise to the occasion and fulfill the objectives.                             <ul style="list-style-type: none"> <li>Base this on the objectives.</li> </ul> </li> <li>Include method, timing, and other pertinent details. Be sure the timing adds up properly, with 50 instructional minutes = 1 credit hour.</li> </ul>	<ul style="list-style-type: none"> <li>15 minutes – Introduction to AI via 5-minute intro video from AI Corporation and 10 minutes discussing our own experiences with the technology</li> <li>45 minutes – Demonstration of AI tools</li> <li>35 minutes – Lecture and discussion on law and rules</li> </ul>	This helps keep instructors and students on track. It allows for students to gauge the best times to interject and ask questions; it allows the instructor to course-correct if a topic goes longer than expected.

## The Arkansas Real Estate Licensure Pathway

2025

### Arkansas Real Estate Commission

612 S. Summit Street  
Little Rock, AR 72201-4740

Website:

<https://arec.arkansas.gov/>

Applications Email Contact:

[AREC.Application@arkansas.gov](mailto:AREC.Application@arkansas.gov)

Main Phone: (501) 683-8010



## Steps to Obtaining An Arkansas Real Estate Salesperson's License

1. Complete 60 hours of real estate coursework (Pre-License Education).
2. Complete AREC salesperson application along with background check information.
3. Look for an AREC email authorizing you to sit for the exam and get fingerprinted.
4. Pass the exam.
5. Send completed forms and fees to AREC within 90 days of passing the exam.
6. Complete Post-License Education (PLE) within 6 months of the date your license is issued.
7. Every year, complete 7 hours of continuing education (CE) by December 31.

See the Licensing tab on our website ([arec.arkansas.gov](https://arec.arkansas.gov/)) for full details on licensing requirements.

60 hours of pre-license education

AREC app and background check

Permission to test and run background

Pass the exam

Send forms and fees to AREC

Complete post-license education

## License Statuses and Contingencies

### Active

Licensed and able to practice. Passed exam, paid fees, completed forms, acceptable background check, completed post-license education, completed CEs, and affiliated with a licensed broker.

### Inactive

Licensed but not able to practice. This may be due to separation from brokerage, failing to complete and/or send certificate of completion for educational requirements, or voluntarily selecting inactive status.

### Expired

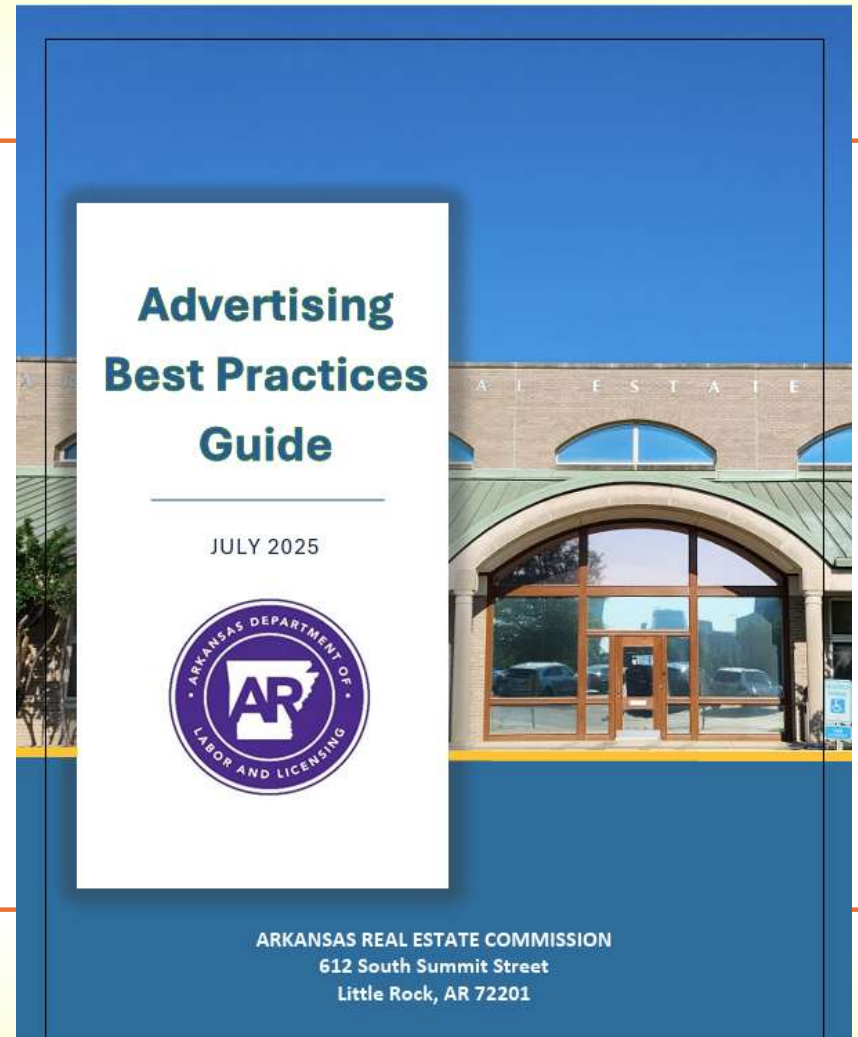
No longer licensed because renewal fees were not paid.

*Note that the home page of our website ([arec.arkansas.gov](https://arec.arkansas.gov/)) offers downloadable versions of the Commission Rules as well as information on Arkansas License Law. See "License Law and Regs Online" just below the main menu.*

*Check it Out!*

Available on our website at

<https://arec.arkansas.gov/forms-publications/booklets/>



# The Arkansas Real Estate Commission

**Left to right:**

Eugene Post,  
Community Representative

Tammy Browning, Vice-Chair  
and Industry Representative

Jerry Halsey, Jr., Chair  
and Industry Representative

Tracey Rancifer-Rittelmeyer,  
Industry Representative

Luke Heffley,  
Community Representative

