

Teaching is more than imparting knowledge: it is inspiring change.

Learning is more than absorbing facts: it is acquiring understanding.

- William Arthur Ward

Carolyn Patterson

Arkansas Real Estate School

My formal education includes a Master's Degree plus in Educational Administration. After 10 years in public education as a classroom teacher and elementary principal, I founded a private elementary school specializing in helping kids at risk educationally.



Carolyn Patterson

Arkansas Real Estate School

When the economy got tough, we closed after 10 great years. I went on to do a stint in child welfare, working with families with children at risk for removal by DHS. Four years later I left to care for my ailing father and stepmother then got a real estate sales agent license and an Arkansas Auctioneer license and did foreclosure auctions. In 2015, I moved to Little Rock and joined forces with Danny Been and Arkansas Real Estate School.



Carolyn Patterson

Arkansas Real Estate School

My family is the most important thing in the world to me. Spending time with both my immediate family and my “family of origin” fill my heart and my calendar.



Carolyn Patterson

Arkansas Real Estate School

**My words of inspiration:
“In a world of limbo dancers,
be a pole vaulter.”**



Teaching is a privilege. Mentorship is an honor. Making others successful is fulfillment.

We live in the greatest country in the world and our job is to teach others how to help their clients realize their dreams through home ownership.

Ron Stinchcomb

Lindsey School of Real Estate



I teach real estate because I genuinely love seeing people grow. This business has the power to change lives — not just for the clients we serve, but for *us* as professionals too.

When I started, I didn't have anyone to help me find confidence or purpose in what I was doing, and that experience shaped me. Now, I want to be that person for others — the one who helps them believe in themselves, find their footing, and build a career grounded in integrity, curiosity, and heart.

Kim Gaines

Aspire Real Estate Academy



What inspires me most is that “aha” moment — when a student/agent suddenly gets it, and you can see their confidence click into place. I love watching people realize they’re capable of more than they thought.

Real estate education isn’t just about rules and contracts; it’s about helping people build better futures and stronger communities. Every time someone takes what they’ve learned and uses it to make a real difference, it reminds me why I love what I do.

Kim Gaines

Aspire Real Estate Academy



Teaching real estate is meaningful to me because it changes lives. It's not just about homes or deals — it's about helping people grow, build confidence, and create new opportunities. Every time I share what I've learned, I'm reminded that even small lessons can make a big difference. Watching others succeed makes it all worth it.

Kim Gaines

Aspire Real Estate Academy

Yashua Suarez

Edge Realty of Cabot

My “Why” as an Instructor

I’m inspired by the opportunity to help agents reconnect with *why they got into real estate*. I don’t teach to fill a seat—I teach to clear confusion, simplify systems, and build confidence. Whether it’s social media, branding, or AI, I focus on making tools feel accessible and empowering. Real estate doesn’t need more noise—it needs clarity. That’s what we as educators can provide.

My Message to Fellow Educators

You don’t need to be the loudest voice or most tech-savvy person in the room—your voice already matters. If you show up with intention and authenticity, you’ll change lives. My goal is to help agents build businesses that reflect *who they are*, not just what they sell. When we teach with purpose, we don’t just train agents—we help them build legacies.



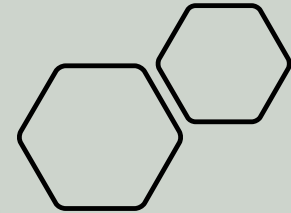
Paulette Richie

Elite Real Estate School • McKissock
Carlton Education Services • Colibri

Teaching real estate has been deeply fulfilling to me because it allows me to bring my educational background full circle.

Although I earned a Bachelor of Science in Education years ago, my career path initially took me in other directions for many years. Then it led me into real estate, where I gained invaluable hands-on experience as a Principal Broker and Managing Broker.

When I eventually began teaching real estate classes, I rediscovered my love for education and the satisfaction of helping others learn. It's incredibly rewarding to see the "light come on" in a student's eyes when they finally grasp a complex concept and to know that I'm playing a part in preparing them for success in their chosen real estate careers—whether as agents or brokers.



The mediocre teacher tells.

The good teacher explains.

The superior teacher demonstrates.

The great teacher inspires.

- William A. Ward

WHY I BECAME AN INSTRUCTOR: OWN THE JOURNEY

A career in real estate is a series of ever-changing challenges, and the dynamics of our business present unique learning opportunities for the students and for the instructors as well.

Rigo Gomez

Lindsey School of Real Estate



WHY I BECAME AN INSTRUCTOR: OWN THE JOURNEY

On my desk is a plaque with the quote “I became an instructor for the money and fame.” As an instructor with well over 35 years’ experience, I have always had a passion for teaching, to share my experience with agents, and to watch them grow in their real estate careers. We know that instructor success in the classroom is the result of hours of preparation, understanding the topic, and distilling the message so that our students can learn.

Rigo Gomez

Lindsey School of Real Estate



WHY I BECAME AN INSTRUCTOR: OWN THE JOURNEY

At the end of each of my classes, I take a few minutes to discuss success factors and who owns them. I share that the students' success is dependent on them, and that no one else can stand in their way if they are determined to succeed. As soon as they accept this reality, they are poised to be as successful as they want to be – because they own the journey. Just like we own the success of our classes.

Rigo Gomez

Lindsey School of Real Estate



WHY I BECAME AN INSTRUCTOR: OWN THE JOURNEY

**Did I become an instructor for the money and fame?
No! My reward is greater than that; it's the
understanding that perhaps I had just a small part of
their success. That realization is immeasurable: Do I
teach, or do I inspire, perhaps both?**

Rigo Gomez

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*A good teacher, like a good entertainer,
must first hold his audience's attention,
then he can teach his lesson.*

- John Henrik Clarke

In the real estate business you learn more about people and you learn more about community issues. You learn more about life. You learn more about the impact of government, probably than any other profession that I know of.

- Johnny Isakson, Former US Senator and real estate executive

Cheryl Gentry

Cheryl Gentry Real Estate Academy



I started out teaching as a non-traditional teacher in the public school system to students who were struggling to understand in the regular classroom. Included in that group was my own son. He struggled for years to comprehend: It wasn't that he didn't want to, but the delivery of the materials was difficult for him. I discovered that he was not the only student with this problem. I was given an incredible opportunity to work in a school system that allowed me to help students who were struggling.

You, as the teacher, have to find a way to teach everyone. Every student has different learning styles and it is so important that you deliver the course in a way that all can learn.

In teaching, I also like to have my students keep notes on specific conversations that they will need to have with their clients (sellers and buyers). I encourage them to go gently, but you can call it educating our clients so that they know not only what you, their agent, is doing during the process, but also what to expect, so that they feel informed and they learn to appreciate their agent.