



GREC 2005 ANNUAL SCHOOL MEETING

Athens, Georgia ♦ December 1–2, 2005

ROGER TURCOTTE, KEYNOTE SPEAKER



A REALTOR®, an author, and a national speaker, Roger Turcotte is a highly respected professional development trainer. He was selected as "Educator of the Year" by the New Hampshire Association of REALTORS®, and his presentation skills have received the acclaim of the Real Estate Educators Association, which awarded him the coveted designation of "Distinguished Real Estate

Instructor." In addition to the many skill-development seminars for agents, Roger provides "experienced-based" leadership training that empowers broker owners and managers to maximize the potential of their real estate teams. The coauthor of the very popular training series *Solutions for Today's Real Estate Leaders*, he also coauthored *Buyer Representation in Real Estate* (Dearborn Real Estate Education, 1997). Roger's presentations are both enjoyable and profitable for attendees. With appearances at numerous national and state conventions across the country, he has earned the reputation of being a "consummate professional."

KEYNOTE ADDRESS: Friday, December 2, 2005

"Demystifying The Secrets Of Success"

Day after day instructors work hard to provide their students with the knowledge that they require to be successful. However, as educational professionals we need to stop periodically and focus on achieving the success that we deserve.

During this energizing program, Roger Turcotte, DREI will address the things that we must do to attain the success that we desire. He will also identify the ways to overcome the obstacles that we often encounter in our day to day lives in and out of the classroom. Don't miss this exciting and thought provoking session!!!

BREAKOUT SESSIONS:

Thursday, December 1, 2005

Afternoon: ***"Going From GOOD to BETTER to BEST!"***

Are your students experiencing the best presentation techniques in your classroom? Are you performing at your highest level of proficiency? Are you continuously improving your teaching skills? Explore instruction techniques to motivate students with different learning styles, to create comfortable and secure learning environments, and to challenge students to think beyond "the exam" and to move from behaviorists to cognitive thinkers.

Friday, December 2, 2005

Morning: ***"Managing Change in the Classroom"***

Changes in all aspects of real estate constantly influence our ability to teach effectively. Learn about the psychological and emotional impacts of change on people. Find out about presentation strategies and skills that can help you become a more effective change agent. Identify where change comes from and how you can help students become comfortable with change. Define the difference between emotional and rational reactions to change.

RIC WILSON



Ric Wilson is the Director of Education for the Georgia Real Estate Commission (GREC) and the Georgia Real Estate Appraisers Board (GREAB), responsible for the oversight of the approval processes for schools, instructors, and courses and the evaluation of school and instructor examination process compliance. In addition, he reviews, analyzes, and makes recommendations about GREC and GREAB

investigation requests. He has also coordinated GREC's Task Force. Ric earned bachelor's and master's degrees from Wake Forest University, majoring in English and history, and pursued graduate study in history at Emory University. Before joining GREC in 1989, he was associated with several real estate firms in sales and in agent training and taught licensing courses. Prior to entering the real estate field, Ric held various administrative positions with DeKalb County, Georgia; the City of Atlanta; and the U.S. government.

PAMELA B. ISSAC

Pamela B. Issac, a graduate of Francis Marion University, has been associated with the Georgia Institute of Real Estate (GIRE) since 2000. Her primary areas of responsibility include student orientations, class facilitations, and the oversight of students and instructors. She coordinates credit processes for the GREC, verifying regulation compliance. With a serene professional demeanor, she brings a humorous, yet calming style to all situations.



"Are You in Compliance? – Simple Steps to Tracking Students"

The enrollment process, class orientation, accurate attendance records, proper grading of examinations... just a few important steps to take when tracking students. Pamela B. Issac will provide important information and helpful tips on keeping a real estate education program in compliance with state regulations.

JOHN BRYANT



John M. Bryant has been involved in the residential real estate industry since 1973 as an agent, appraiser, and instructor, most recently working with the Uniform Standards of Professional Appraisal Practice (USPAP), appraisal fraud, the regulations of the Federal Housing Administration (FHA) and the Fannie Mae (FNMA), and

Georgia appraisal law. He earned a BA in business/accounting and an MBA in finance from Lynchburg College. He authored *CramDisk*, a computer study guide for appraisal certification and licensing exams. John is known for his entertaining, informative appraisal seminars.

"Appraisal Hi-Tech, Low-Tech, and No-Tech"

Tips and tricks to make your presentation more student- and teacher-friendly. Pen-based computers, virtual blackboards, databases, live scanning, instant access and display of files, and more!

JOY FITZPATRICK, TRAINING DIRECTOR



Joy Fitzpatrick has more than 20 years of experience in the title insurance industry, conducting commercial and residential closings; managing and training employees; and providing training for real estate brokers, lenders, and attorneys. Joy also teaches broker and salesperson pre-license classes for the Georgia Institute of Real Estate (GIRE) and has authored several continuing education classes. For the last 5 years, she has worked for a qualified intermediary for 1031 tax-deferred exchanges.

BREAKOUT SESSIONS:

Hands On Pizzazz I! — Basic (Bring own laptop)

In-depth Microsoft *PowerPoint* for *Windows*, including tips and techniques for getting your messages across with maximum "pizzazz." Learn how to design professional-appearing slide shows with integrated graphics, sounds, animation, and movies. Each student is encouraged to bring your laptop equipped with *PowerPoint 2002* or later. Register early. Seating is limited.

BREAKOUT SESSIONS:

Hands On Pizzazz II! — Advanced (Bring own laptop)

If you think you know how to use *Microsoft PowerPoint*, you may be in for a surprise! Discover features and techniques buried within the menus and commands. Create exciting and powerful presentations for sales presentations, training seminars, and management meetings. Each student is encouraged to bring your laptop equipped with *PowerPoint 2002* or later. Register early. Seating is limited.

LAWRENCE FABREY



Since January 1989, Lawrence J. Fabrey has been with Applied Measurement Professionals (AMP), a national testing company in Lenexa, Kansas. Currently Vice President for Measurement Research, he serves as the Project Director for AMP's Real Estate Examination Program as well as other licensure and certification programs. Previously, he was the Director of Measurement Services for the American Nurses Association (ANA) and held various positions with the National Board of Medical Examiners (NBME). He was selected in 2000 as a voting psychometrician for the National Organization for Competency Assurance (NOCA) and serves as the chair of the National Commission for Certifying Agencies (NCCA). Larry holds a Ph.D. in educational psychology, with an emphasis in measurement, statistics, and human learning, and an M.S. in educational psychology from The Pennsylvania State University. His baccalaureate is in psychology from Grove City College.

BREAKOUT SESSION:

"Update from AMP: New Broker Candidate Testing Method"

AMP's national broker licensing examination now requires the use of simulation problems addressing key real estate issues. While completing a simulation examination, a participant must carefully judge and select alternatives and feedback. This session reviews the examination specifications and simulation problems; covers the implementation of simulations for testing broker candidates in Georgia, beginning March 1, 2006; and addresses questions about the Georgia Real Estate Licensing Examination program pertaining to AMP.

MARY SHERN



An owner/broker since 1950, Mary S. Shern added teaching to her career in 1970. She has won numerous awards and has published five books. She was named "Educator of the Year" in two states and was nationally honored for "A Distinguished Career in Real Estate in Education." By Drawing on her professional experience in the radio and TV industries, she brings an entertaining and humorous style to

any subject.

BREAKOUT SESSION: "Humor in the Classroom: Can Your Students Take a Joke?"

A serious look at some time-honored techniques to get a little bit of lighthearted comic relief into lectures that might be sadly in need of it. Anyone can do this!!!

GREG DUNN



Greg Dunn received a Georgia real estate license in 1972 and is currently licensed as a broker and approved instructor. A graduate of Columbus State University majoring in both real estate and accounting, Greg is a member of the Georgia Real Estate Commission's Education Advisory Committee and holds the GRI and ABR designations. He is active in his local Board of Realtors, in the State Association of

Realtors, and in the Real Estate Educators Association (REEA). In 1989, the Columbus Board of REALTORS® recognized him as "REALTOR® of the Year." Greg was also recognized as "Educator of the Year" in 1999 by the Georgia REEA and in 2001 by the Georgia Association of REALTORS®.

BREAKOUT SESSION: "You Decide – Real Georgia Cases"

15 recent court decisions and how they affect the way we do business. Try to figure out how the court decided before receiving the actual court decision!

All participants
are welcome at the following
Georgia Real Estate Educators Association events:

Thursday, December 1, 2005

6:30 p.m. – 7:30 p.m. Welcome Reception/Beverages —
Sponsored by Thomson CompuTaught

7:30 p.m. – 9:30 p.m. Dinner & Annual School Meeting
(Dessert Extravaganza sponsored by Dearborn Publishing) (After Dinner
Beverages sponsored by AMERICA'S
BEST Distance Education)
• Preregistration and payment required

Friday, December 2, 2005

7:30 a.m. – 8:45 a.m. Continental Breakfast — Sponsored
by the Georgia Institute of Real Estate

INSTRUCTORS' WORKSHOP



AGENDA

Thursday, December 1, 2005

- 8:30 a.m. Registration (Conference Registration Desk)
- 9:30 a.m. – 12:45 p.m. Joy Fitzpatrick — “Hands On Pizzazz I!” (Bring own laptop)
- 9:30 a.m. – 12:45 p.m. Mary Shern — “Humor in the Classroom: Can Your Students Take a Joke?”
- 9:30 a.m. – 12:45 p.m. Greg Dunn — “Guilty or Innocent – You Decide”
- 10:45 a.m. – 11:00 a.m. Refreshment Break
- 12:45 p.m. – 2:00 p.m. Lunch (Banquet Area)
- 2:00 p.m. – 5:15 p.m. Joy Fitzpatrick — “Hands On Pizzazz II!” (Bring own laptop) or Roger Turcotte — “Going from GOOD to BETTER to BEST”
- 3:30 p.m. – 3:45 p.m. Refreshment Break
- 5:00 p.m. – 7:00 p.m. Registration (Conference Registration Desk)
- 6:30 p.m. – 7:30 p.m. Georgia Real Estate Educators Association (GREEA) Reception
Sponsored by GREEA, Beverages sponsored by Thomson CompuTaught
- 7:30 p.m. – 9:30 p.m. GREEA Dinner & Annual Business Meeting
(Dinner — \$25 payable in advance with registration fee). Preregistration required (indicate on registration form). Dessert Extravaganza sponsored by Dearborn Publishing After Dinner Beverages sponsored by “AMERICA’S BEST Distance Education”

GREC 2005 ANNUAL SCHOOL MEETING

AGENDA

Friday, December 2, 2005

- 7:30 a.m. – 8:45 a.m. Continental Breakfast — (Banquet Area) Sponsored by the Georgia Institute of Real Estate
- 7:30 a.m. – 3:30 p.m. Exhibit Booths Open
- 8:30 a.m. – 9:00 a.m. Registration (Conference Registration Desk)
- 9:00 a.m. – 9:15 a.m. Welcome (Masters Hall)
• Must sign-in and be on time
- 9:15 a.m. – 9:45 a.m. Opening Session — Keynote Address
• Roger Turcotte — “Demystifying the Secrets of Success”
- 9:45 a.m. – 10:15 a.m. Commission Presentation
Charles Clark, Jeff Ledford, and Ric Wilson
- 10:15 a.m. – 10:30 a.m. Refreshment Break
- 11:00 a.m. Hotel Check-Out
- 10:30 a.m. – 12:00 p.m. Morning Breakout Sessions
• Roger Turcotte — “Managing Change in the Classroom”
• Pam Issac & Ric Wilson — “Are You in Compliance? — Simple Steps to Tracking Students”
• Larry Fabrey — “Courses & Exam Updates”
- 12:00 p.m. – 1:30 p.m. Lunch (Banquet Area)
- 1:30 p.m. – 3:00 p.m. Afternoon Breakout Sessions
• John Bryant — “Appraisals. Hi-Tech, Lo-Tech, and No-Tech”
• GREEA Panel — “A Day in the Life of a School Director”
• Larry Fabrey — “Courses & Exam Updates”
- 3:00 p.m. – 3:15 p.m. Refreshment Break
- 3:15 p.m. – 3:30 p.m. Closing Session and Evaluations (Masters Hall)



NOTICE TO PARTICIPANTS

'The Instructor Workshop' on Thursday, December 1, 2005 has been approved by the Georgia Real Estate Commission (GREC) and the Georgia Real Estate Appraisers Board (GREAB) for six (6) hours of continuing education credit for real estate licensees, real estate and appraisal instructors and real estate appraisers.

To receive six (6) hours of continuing education credit for Thursday, you must be on time, attend one morning session from 9:30 a.m.-12:45 p.m. AND attend a different afternoon session from 2:00-5:15 p.m. No partial credit will be given. A fee of \$45.00 (which includes lunch) is required for the Instructors' Workshop.

If you are only attending the Instructors' Workshop on Thursday and not the Annual Meeting on Friday, you still must register using the registration form for the 'GREC 2005 Annual School Meeting'.

After the afternoon workshop, the Thursday evening events include a sponsored reception and dinner for \$25.00, payable in advance. **Please register early! Seating limited.**

The 'GREC Annual School Meeting' on Friday, December 2, 2005 has been approved by the Georgia Real Estate Commission (GREC) for six (6) hours of continuing education credit for prelicense instructors and real estate licensees. The Georgia Real Estate Appraisers Board (GREAB) has approved the meeting for seven (7) hours of continuing education credit for appraisers. The Commission offers this meeting to real estate and appraiser prelicense instructors, school directors, school coordinators and other interested school personnel.

To receive continuing education credit for Friday, you must be on time, attend all sessions from 9:00-10:15 a.m., attend one morning breakout session 10:30 a.m.-12:00 p.m., attend a different afternoon breakout session from 1:30-3:00 p.m. and attend the closing session from 3:15-3:30 p.m. No partial credit will be given. A fee of \$25.00 (including lunch) is required for this meeting.

The Georgia Real Estate Educators Association (GREEA) is administrating the courses under a contract with the Georgia Real Estate Commission (GREC) with funds from the Real Estate Education, Research and Recovery Fund.

No recruiting for employment opportunities for real estate brokerage firms is allowed during any course! Report promptly any effort to recruit to the Director of Education, Georgia Real Estate Commission, 404-656-3916.

PLEASE NOTE: Registration and payment of fees must be made by November 18, 2005. Hotel registration deadline is November 18, 2005.

GENERAL INFORMATION

The Georgia Center for Continuing Education, a unit of the University of Georgia's Office of the Vice President for Public Service and Outreach, provides innovative lifelong learning opportunities that develop intellectual and human potential. A full-service, residential adult-learning facility on UGA's campus, the Georgia Center includes a 200-room hotel, restaurants, banquet areas, conference rooms, auditoriums, and computer labs — all under one roof. For more information, visit www.gactr.uga.edu.

Special Needs

If you require special services, facilities, or dietary considerations (vegetarian or otherwise), contact **Erin Hulsey**, at 706-542-2237 or Erin.Hulsey@gactr.uga.edu, at least five working days before your event.

Lodging

A block of rooms is being held for your conference until 5:00 p.m. ET, **Wednesday, November 18, 2005.**

Lodging Policies (Georgia Center Hotel & Suites)

(1) *Tax Exemption* — The State of Georgia only allows tax-exempt charges for a payment by a state-issued credit card or check or by a direct bill to a state agency (with a Georgia State Tax Exemption Certificate). (2) *Lodging Cancellation* — To avoid being charged one night's room and tax, you must cancel your reservation by 4:00 p.m. the day prior to your scheduled arrival.

Transportation and Directions

All flights into Athens connect through Charlotte, NC. Regular ground transportation is available from Atlanta's Hartsfield-Jackson International Airport to the Georgia Center. For directions, see www.gactr.uga.edu/conferences/about/directions.phtml. A parking deck is located adjacent to the Center (hourly rates; vehicles over seven feet require alternative parking arrangements).

Program Cancellation Policies

(1) The Georgia Real Estate Educators Association and the Georgia Center for Continuing Education will issue full refunds for cancellations made by 5 p.m. **Wednesday, November 23, 2005.** No refunds will be issued thereafter. Substitutions will be allowed. (2) If a program is cancelled for any reason, the Georgia Center and Georgia Real Estate Educators Association will not be responsible for any cancellation changes/charges assessed by airlines or travel agencies. (3) To change or cancel your registration, please call 706-542-2134 or 800-884-1381 Monday-Friday from 8:00 a.m. to 5:00 p.m.



PROGRAM AND GEORGIA CENTER HOTEL REGISTRATION FORM

December 1-2, 2005

Four ways to register:

Web: www.gactr.uga.edu/conferences — Credit Card Only
Fax: 706-542-6596 or 800-884-1419 — Credit Card Only
Mail: GREC 2005 Annual School Meeting (#55152)
Georgia Center for Continuing Education
The University of Georgia
Athens, Georgia 30602-3603

Phone: 706-542-2134 or 800-884-1381 — Credit Card Only
(Mon.-Fri. from 8:00 a.m. to 5:00 p.m. ET)

► REGISTER EARLY!!!!

Hotel Registration Deadline 11/18/05
Conference Registration Deadline 11/18/05

name – please print or type _____ / /
preferred name for name badge _____ birth date (for transcript retrieval) _____
real estate license number _____ appraiser classification number _____
business mailing address or check here if home address
city _____ state _____ zip _____ county, if Georgia _____
home phone _____ work phone _____ fax _____
e-mail address _____ Please send me e-mail about Georgia Center programs.
position _____ organization/employer _____

PROGRAM REGISTRATION FEES

Prepayment is required to be registered.

Check the box(es) below for the session(s) you wish to attend:

- Instructors Workshop & Lunch (12/1/05) \$45.00 _____
Registration required (6.0 Hours Credit)
 GRECA Annual Business Meeting & Dinner (12/1/05).... \$25.00 _____
Check or credit card only
 Annual School Meeting & Lunch (12/2/05)..... \$25.00 _____
Registration required (6.0 Hours Credit) Total: \$ _____

THURSDAY, DECEMBER 1, 2005

Choose one morning breakout session:

- Joy Fitzpatrick —
"Hands on with Pizzazz I"
 Greg Dunn —
"You Decide – Real Georgia Cases"
 Mary Shern —
"Humor in the Classroom"

Choose one afternoon breakout session:

- Joy Fitzpatrick —
"Hands on with Pizzazz II"
 Roger Turcotte —
"Going from GOOD to BETTER to
BEST!"

FRIDAY, DECEMBER 2, 2005

Choose one morning breakout session:

- Roger Turcotte —
"Managing Change in the Classroom"
 Pamela Issac & Ric Wilson —
"Are You in Compliance? – Simple
Steps to Tracking Students"
 Larry Fabrey —
"Courses and Exam Updates"

Choose one afternoon breakout session:

- John Bryant —
"Hi-Tech, Lo-Tech, & No-Tech"
 GRECA Panel — "A Day in the
Life of a School Director"
 Larry Fabrey —
"Courses and Exam Updates"

The University of Georgia Federal ID No. 58-6001998

Method of payment to process program registration:

- Enclosed is a check payable to The University of Georgia.
 Enclosed is a purchase order payable to The University of Georgia, and/or
an authorization letter to bill employer/organization.
 MasterCard Visa American Express Discover
Card No. _____ Expires ____/____
Name on Card _____
 UGA Acct. No. _____ Dept. Name _____
Contact Person _____

Please check here if you do NOT require lodging.

HOTEL REGISTRATION FEES

Hotel prices effective through June 30, 2006.

Complete the following to request a room reservation at the Georgia Center Hotel & Suites. If your lodging preference is unavailable, the best alternative will be confirmed. A reservation must be guaranteed by a credit card at the time of the reservation or by an advance deposit within 14 days of the reservation confirmation. Non-guaranteed reservations will be cancelled after 14 days.

Choose occupancy:

- Single Double

Choose room type:

- Classic Single Beds\$ 74.00 plus 7% sales tax
 Classic Queen Bed.....\$ 84.00 plus 7% sales tax
 Classic King Bed\$ 84.00 plus 7% sales tax
 Select Queen Beds\$ 94.00 plus 7% sales tax
 Select Double Beds.....\$ 94.00 plus 7% sales tax

Arrival Day/Date _____ Departure Day/Date _____

Name of roommate for shared room _____
The Georgia Center does not assign roommates.

Method of payment to guarantee hotel reservation:

PLEASE DO NOT SEND CHECKS FOR LODGING UNTIL RECEIPT OF CONFIRMATION.

- MasterCard Visa American Express Discover
Card No. _____ Expires ____/____
Name on Card _____

At check-in, you must present your credit card or complete a credit card authorization form (for a copy, call the Georgia Center at 800-884-1419, Mon.-Fri., 8:00 a.m. to 5:00 p.m. ET).

PLEASE NOTE: To receive continuing education credit, all of the requirements listed in the "Notice to Participants" section must be followed.



The University of Georgia
Center for Continuing Education

GREC 2005 Annual School Meeting (#55152)
Georgia Center for Continuing Education
The University of Georgia
Athens, Georgia 30602-3603

First Class
U.S. Postage
PAID
Athens, Georgia
Permit No. 165

10-05/11433

An Equal Opportunity/Affirmative Action Institution

THE UNIVERSITY OF GEORGIA
CENTER FOR CONTINUING EDUCATION
ATHENS, GEORGIA

Thursday & Friday, December 1-2, 2005

SCHOOL
MEETING



GREC 2005 ANNUAL

presents the

THE GEORGIA REAL ESTATE COMMISSION

