



**STATE OF ARIZONA**  
**DEPARTMENT OF REAL ESTATE**

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School Administrators/Owners,

**EDUCATION UPDATE**

➤ **Pre Licensing Education**

On July 24, 2018, ADRE held an industry stakeholder/public meeting with groups to review the Prelicensure Review Committee's recommended changes to the Arizona real estate salesperson pre licensing course curriculum for input and feedback, for ADRE consideration, prior to finalization by ADRE. Those recommendations, input and feedback have been reviewed.

As a result of the recommendations, input and feedback, Commissioner Lowe adopted most of the changes in the form of three (3) new documents pertaining to the Arizona Real Estate Salesperson pre licensing course curriculum, examination content, and education objectives. Listed below are links to the new documents (recently posted on the Course/Examination Outlines page of the ADRE website at

<https://www.azre.gov/Edu/EduOutlines.aspx>):

[Instructor Course Outline – Salesperson Full 90 Hour \*New!\*](#)

- Instructor full course outline for salesperson prelicensure

[Student Examination Outline – Salesperson Arizona-Specific and National \*New!\*](#)

- Student Arizona-Specific and National examination outline for salesperson prelicensure

[Suggested Educational Objectives \*New!\*](#)

- Course objectives applicable for full, salesperson candidates

➤ **New Real Estate Salesperson Pre-license Education Course Development**

The above documents are essential materials for ADRE approved schools to start developing new course outlines for their new Real Estate Salesperson pre licensing courses and examinations for live/in classroom and upcoming online prelicensing courses. New school outlines and examination documents will be required to be submitted along with the new live/in classroom prelicensure course application that is expected to be posted on the ADRE website in early October 2018.

### ➤ **Pre License Education Instructor Development Workshop (IDW)**

ADRE in conjunction with Industry Pre licensing education subject matter experts has scheduled an IDW to review the new prescribed real estate salesperson curriculum outline and subject areas on **Tuesday, October 23, 2018 from 8:30 a.m. to 3:30 p.m.** Invitations were emailed to schools that offer pre licensing education and pre licensing instructors. Those who have not already responded who wish to attend should email the Assistant Commissioner of Licensing Services, Carla Randolph, at [crandolph@azre.gov](mailto:crandolph@azre.gov).

### ➤ **Existing Live/In Classroom Salesperson Pre Licensing Courses**

Now that the new salesperson pre license course curriculum and examination outlines are published, a new Live/In Classroom Salesperson Pre license Education Course Approval application is coming soon! The new application is in the final review stages and will be available online for schools to complete and submit for a “**new**” course approval, to conform to the new salesperson pre license course curriculum outline by the **November 1, 2018**.

The Department will accept new salesperson pre licensing course applications beginning **November 1, 2018**, to ensure the availability of courses prior to the January 1, 2019 implementation date. **Schools that submit the new course application will be able to start teaching from the new outline by January 1, 2019** once the new course is approved by ADRE.

Current salesperson prelicensure courses approved prior to October 31, 2018, will expire December 31, 2018 and may no longer be offered for course credit. Even though existing courses will expire, existing course credit certifications issued to students at the time of completion will remain valid for 10 years from the date of completion.

### ➤ **Course Approval Application(s)**

The Application for Certificate of Course Approval (Form ED-102) will be soon be available in four (4) separate application types to clarify qualifications and detailed qualifying criteria for approval as follows:

1. Prelicensure Education (Live Classroom);
2. Prelicensure Education (Online)\*;
3. Continuing Education (Live Classroom); and
4. Distance Learning Continuing Education

\*The Online Prelicensure Education application(s) will not be available until January 2, 2019.

➤ **Pre License Examination Updates**

The following examination updates are scheduled to become effective on **February 1, 2019:**

- Roll out new Real Estate Salesperson examination content, subsequent to test question development by subject matter experts and Pearson VUE, for new examination content based on adopted prelicensure curriculum for the Real Estate Salesperson license.
- One (1) State Examination for the Real Estate Salesperson including National and State Specific content.

Commissioner Lowe extends her sincere gratitude to the ADRE Prelicensure Review Committee for their extensive time and work with their respective duties and the industry's overwhelming participation and positive feedback at the industry stakeholder/public meeting. The time and dedication given by this multi-talented group of professionals exemplifies their support of ADRE's mission to increase the knowledge level and raise the bar, through education of the real estate licensee. These groups also recognized the important obligation to promoting professionalism and consumer protection!

ADRE is distributing this update to ADRE approved Real Estate School Administrators only. Please be sure to distribute pertinent information in this notice to your instructors and students subject to the changes.

*Note: Some of the anticipated changes and dates noted above are subject to change depending on the circumstances, especially around the new online pre license education.*