



NORTH CAROLINA REAL ESTATE COMMISSION
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Guidelines for Satisfying Instructor Educational Requirement for Renewal of Instructor Approval

March 2022

As prescribed by [Commission Rule 58H .0306](#) - Renewal and Expiration of Instructor Approval: "... The instructor renewal application shall set forth the instructor's...proof of attendance since approval or last renewal of a real estate instructor educational program of at least six hours..."

These guidelines are provided to assist instructors in understanding how the Commission will apply Rule provisions.

1) Programs ACCEPTABLE as Instructor Educational Program

a) Programs designed specifically for *real estate instructors* that will clearly assist such instructors in the performance of their instructor duties.

The primary purpose of the Rule is to encourage instructor participation in programs that are specifically designed to improve the performance of real estate instructors, especially programs such as those sponsored by the Commission and professional real estate educator organizations.

Examples:

- NC Real Estate Commission's annual Educators Conference, which usually occurs between February and April either virtually or in Raleigh.
- NC Real Estate Commission's *New Instructor Seminar*, offered multiple times each year either virtually or in Raleigh. Note that this seminar is acceptable only when attendance occurs after an instructor's initial approval.
- NC Real Estate Commission's distance instructor development courses, *Fundamental Principles on the Road to Better Teaching* and *Teaching is Not a Spectator Sport*. (<https://learn.nrec.gov/>)
- NCREEA annual Fall Conference, which usually occurs in September either virtually or at locations around North Carolina. (<https://ncreea.com/>)
- REEA annual Conference, which usually occurs in June at national locations. (<https://www.reea.org/>)
- Instructor Development Workshop (IDW) sponsored by REEA, NCREEA, DREI, or other professional education provider.
- DREI annual Summit which usually occurs in January at national locations. (<https://www.reea.org/drei/>)
- Deborah Long's distance instructor development courses. (<https://debbietheteacher.com/>)
- *Instructor Training Institute (ITI)* sponsored by state and local REALTOR® associations.

b) Programs, though not specifically designed for real estate instructors, focus on instructional skills that the Commission finds to be clearly beneficial to Prelicensing, Postlicensing, and/or Update instructors.

Such programs will be considered by the Commission on a case-by-case basis as long as they are at least six instructional hours in length. A detailed description of the course material must be submitted to be considered for renewal credit.

Examples:

- A course on instructional theory and/or methodology.
- A course on effective presentation skills.

2) Programs NOT ACCEPTABLE as Instructor Educational Program

Any program that does not meet the criteria described in 1(a) or 1(b) would obviously not be acceptable.

Examples:

- Real estate licensee continuing education courses. Note that no CE courses are acceptable for instructor development education.
- Commission's annual *Update Instructor Seminar* per [Commission Rule 58H .0302\(d\)](#).
- Courses that are less than six (6) instructional hours in duration.
- A course on sales skills / techniques.
- A course on lead generation / business development.

3) Instructors Responsible for Keeping Records to Demonstrate Compliance

Instructors are required to keep records of their participation in programs that are acceptable for real estate instructor educational credit and to report each program attended on their instructor renewal applications. The Commission is not required to maintain records on their behalf.