



NORTH CAROLINA REAL ESTATE COMMISSION
P.O. Box 17100 • Raleigh, NC 27619
919.875.3700 • educ@nrec.gov

**Guidelines for Satisfying Instructor Development Education Requirement
for Renewal of Prelicensing and Postlicensing Instructor Approval**
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As prescribed by Commission Rule 21 NCAC 58C .0607(b): "...To qualify for renewal of approval, instructors must demonstrate that they continue to satisfy the criteria for original approval set forth in Rule .0603(b) of this Section and that they have attended, during the immediately preceding approval period, at least three separate real estate instructor educational programs of at least six hours each..."

Refer to [Commission Rule 58C.0607](#)-Expiration, Renewal and Reinstatement of Approval.

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

1) Programs ACCEPTABLE as Prelicensing/Postlicensing Instructor Development Education

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

Comment: 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 instructor professional development 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 in Raleigh area.
- *NC Real Estate Commission's New Instructor Seminar*, offered multiple times each year in Raleigh. Note that this seminar is acceptable even if attendance occurred during the instructor's temporary approval period for the purpose of obtaining original approval.
- *NC Real Estate Educators Association (NCREEA) Fall Conference*, which usually occurs in September.
- *Real Estate Educators Association (REEA) Annual Conference*, which usually occurs in June at national locations.
- *Instructor Development Workshop (IDW)* sponsored by REEA, NCREEA, or other professional education provider.
- *Distinguished Real Estate Instructor (DREI) Summit* which usually occurs in January at national locations.
- *Instructor Training Institute (ITI)* sponsored by state and local REALTOR® associations.
- *NC Real Estate Commission's Annual Update Instructor Seminar*, offered multiple times each year in multiple locations.

- b) **Programs that are not specifically designed for real estate instructors but focus on instructional skills that are found by the Commission to be clearly beneficial to prelicensing and postlicensing instructors.**

Comment: The Commission recognizes that an instructor may occasionally participate in an education program focusing on instructional skills that is beneficial to the instructor but that is not specifically designed for real estate instructors. Such programs may be considered by the Commission on a case-by-case basis.

Examples:

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

2) **Programs NOT ACCEPTABLE as Prelicensing/Postlicensing Instructor Development Education**

Comment: 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 any/all approved CE courses are not acceptable for Pre/Post instructor development education.*
- Courses that are less than six (6) 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 instructor development credit and to report each program attended on their instructor renewal applications. The Commission is not required to maintain records on their behalf.

4) **Reinstatement**

As prescribed by Commission Rule 21 NCAC 58C.0607(c): “In order to reinstate an expired instructor approval, the former instructor must file an application provided by the Commission, must satisfy the criteria for original approval set forth in Rule .0603(b) of this Section, and must demonstrate that he or she has attended at least three (3) separate real estate instructor educational programs of at least six (6) hours each during the previous three (3) years. **If an applicant's prior approval has been expired for more than three (3) years, the applicant also must satisfy the criteria for original approval set forth in Rule .0603(c) of this Section.**” Refer to [Rule 58C.0603-Application and Criteria for Original Approval](#).