



Graduate REALTOR® Institute (GRI)

Instructor Application

and

Approval Process

2022-2023

Selection Process

Phase 1 – Written Application: Applicants shall supply the completed application to the Alabama Association of REALTORS® for the 2022-2023 Alabama REALTORS® GRI Faculty. The Instructor Selection Task Force will review the application, and, if approved, notify the candidate by end of business October 15, 2021 so the candidate may proceed to the audition phase of selections. The Instructor Selection Task Force reserves the right to deny an application for any reason. **APPLICATIONS ARE DUE BY 5:00 PM CDT, OCTOBER 8, 2021.** Applications may be emailed to katie@alabamarealtors.com.

Phase 2 – Video Audition: Upon notification of an approved application, the candidate will be required to submit a 5-minute audition video. During the video audition, the candidate will demonstrate his/her knowledge of the subject matter, ability to engage students, and, experience with the use of audiovisual equipment and Power Point. **DEADLINE TO SUBMIT AUDITION VIDEOS IS 5:00 PM CDT, OCTOBER 29, 2021 VIA DROPBOX TO katie@alabamarealtors.com**

Phase 3 - Audit Phase: All **approved instructors** are required to participate in GRI Instructor Training with AAR Approved Faculty Training Instructor for the course(s) he/she wishes to teach for the purpose of becoming familiar with the material, the teaching environment, and the successful teaching style of an instructor.

Becoming an Alabama REALTOR® GRI Instructor: There are no guarantees that a candidate will be selected as an Instructor. The final decision is made by the Instructor Selection Task Force. If the candidate is approved for instructor status, he/she will become a member of the GRI Faculty after execution of a contract through December 31, 2023. Recertification is required. Alabama GRI REALTOR® instructors are compensated per class and for approved travel expenses. Instructors are required to consistently maintain above average ratings on student evaluations. Instructors are required to market their courses using only Alabama REALTOR® approved materials.

Alabama Association of REALTORS® Course Catalog
GRI CORE COURSES

From Contract to Closing.....	3 hours
Prospecting and Marketing.....	3 hours
Buyer Services.....	3 hours
The 16 Traits of Top Producers.....	3 hours
Planning for Success.....	3 hours
Business Etiquette and Communications.....	3 hours
Seller Services.....	3 hours
Contracts.....	6 hours
Avoiding Setbacks, Fines & Lawsuits.....	6 hours
Knowing the Market.....	6 hours
Negotiating for Success.....	6 hours
The Technical Skills.....	6 hours



Alabama REALTORS®
INSTRUCTORS APPLICATION
Please Type All Responses

New Instructor

Recertifying Instructor

Name _____ Date _____

Company Name _____

Business Address _____
Street City State, Zip

Home Address _____
Street City State, Zip

Cell Phone _____ Office _____

Email Address (required) _____

PLEASE COMPLETE THE FOLLOWING INFORMATION EVEN IF STATED ON RESUME

List the subject(s) you are qualified to teach and wish to teach from the GRI Core course catalog:*

- | | |
|---------------------------|---------------------------------------|
| Knowing the Market | Planning for Success |
| From Contract to Closing | Business Etiquette and Communications |
| Prospecting and Marketing | The Technical Skills |
| Buyer Services | Contracts |
| Seller Services | Avoiding Setbacks, Fines and Lawsuits |
| Negotiating for Success | The 16 Traits of Top Producers |

Describe your real estate practice, including how many transactions you've completed:

General education background:

Real estate business background:

Years as Broker or Associate Broker _____

List firm name(s) and years affiliated with each:

Years as a Salesperson _____

List firm name(s) and years affiliated with each:

List positions of real estate management (i.e., owner, sales manager, sales trainer, etc.).

List positions of other business management (non-real estate):

Real estate courses completed for professional development (do not include courses required for license renewal):

Describe your adult teaching experience. Please include dates, the names and types of courses you have taught, the average number of students in your classes, and approximate number of times you have taught each class. Also include descriptions of the evaluation methods used by the adult learners. (use additional pages if necessary).

Describe your teaching style and how you avoid reading course content to students:

Describe how you keep your knowledge and teaching methodologies current in your content areas:

In a hypothetical classroom setting with up to 40 adult students, describe how you might handle the following scenarios:

1. A student monopolizing the class.

2. The students do not seem to understand the concept you are explaining.

3. Determining if the students understand the content and are engaged in the learning process.

4. Employing audiovisual equipment and multi-media (i.e., Power Point) in a way that all students can grasp the material/context presented. Include the type of teaching equipment you own, such as a laptop, LCD projector, etc.

Check the NAR designations you have earned:

ABR	ABRM	CCIM	CIPS	CPM	CRB	Green
CRS	GRI	RLO	SIOR	SRES	SRS	

List professional designations, other than NAR designations, you have earned:

List any education organizations in which you hold active membership:

Alabama REALTOR® instructors are expected to demonstrate commitment to real estate education and to the REALTOR® organization and its philosophies. List Local or State REALTOR® activities or committees in which you have been involved. If none, describe how you would exhibit to students your commitment to REALTOR® principles:

Does your teaching experience include teaching with the use of “Power Point” or “Keynote” presentations: YES NO

Have you ever served on the Education Committee for a REALTOR® Association? YES NO

If yes, what committee and when?

Have you ever had a license revoked, suspended, or been disciplined by any professional organization or licensing authority, including the Alabama Real Estate Commission? YES NO

If yes, explain each in detail. Use a separate sheet if necessary.

By my signature,

I give the Director of Professional Development, the Instructor Selection Task Force, and the Alabama REALTORS® Professionalism Trustees authority to verify information provided on this application, including verifying my record with the Alabama Real Estate Commission or respective authority.

I will provide any additional documents or information requested by the Alabama Association of REALTORS® related to this application.

Signature of applicant

Date

Attach a current resume, student evaluations, and a list of references that attest to your teaching ability and commitment to real estate education to:

Instructor Selection
Katie Richard
Alabama Association of REALTORS®
Email: Katie@alabamarealtors.com

