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Monthly Newsletter
the Georgia R
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GREC RENews



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2026 Calendar

GREC Annual School Meeting
LaGrange, GA
December 2-4, 2026
Click to Register





All About Education

The Education department announces **REal Ed** – Real teaching for real estate. Issue No. 1 | Welcome is **attached as Page 3** of this Newsletter and is written by Vickie Rogers, Director of Education Audits for the Georgia Real Estate Commission. Future **REal Ed** issues and resources will be provided throughout the year.

Real estate education has a newly designated Education tab on the Georgia Real Estate Commission Website (https://grec.state.ga.us/education-2/real-ed/). Click the new Education tab at the top of the Home Page to access **REal Ed** and other resources for real estate Instructors. The expanding list of education resources includes:

- The Education Tab and **REal Ed** page provides:
  - Teaching Tips
  - Helpful video tutorials:
    - Tips on how to use the GREC website
    - "How to" for New Schools and Instructors
    - Understanding the Broker CE Rule
    - Writing Broker CE Courses
- A School Director Training Guide will soon be accessible from the Education tab on the website, the GREC social media page, and at the Annual Schools meeting.
- The Real Estate Education Manual is already available for Real Estate schools from the Obtaining a License tab.
- The Approved Real Estate Schools listing indicates what type of courses the schools offer, including Broker CE. (Schools should verify their school information.)
- GREC Notes: Information At A Glance: GREC Notes were created to provide quick reference snapshots of common rules, issues, and processes.
- Current and archive GREC RENewsletters are on the GREC website
- The GREC Social Media page provides periodic updates.

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The Georgia Real Estate Commission is Celebrating 100 Years!

In 1926, the real estate license law was created by the Georgia General Assembly. The book, "***A Long Winding Road***," *Twentieth-Century Real Estate Brokerage and Appraisal Regulations in Georgia*, written by Charles Clark, (Georgia Real Estate Commission from 1976 to 2006), published 2024, provides an historical explanation and is an educational resource for understanding the evolution of the real estate brokerage industry in Georgia.

To sign up to receive the GREC RENewsletter Click Here

Deputy Commissioner Grecconnect.com Link

GREC Online Courses

2 Broker CE Courses

"Being a Broker & Staying Out of Trouble"

"Avoiding Trust Account Trouble"

1 Regular CE - License Law Course "Practicing Real Estate & Staying Out of Trouble"

Click Here to Enroll

Link to GREC Disciplinary Actions View Current Suspensions and Revocations

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229 Peachtree Street NE
Atlanta, GA 30303-1605
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All About Education

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The Education Advisory Committee of the Commission met in October to discuss relevant issues while the Commissioner, Lynn Dempsey, provided updates on existing activities of the Commission: As of October 2026, GREC has:

- 435 Approved Real Estate Schools
- 300 Approved Pre-license Instructors, in addition to CE instructors
- 118,676 Total Real Estate Licensees
  - 97,000 Active Licensees
  - 19,978 Brokers
  - 66,348 Salespersons
  - 600 CAM Community Association Management (CAM)
  - 12,249 Active Firms

Real Estate Schools are required to maintain records for five (5) years.

Get Your Questions Answered!

GREC CONNECT is a weekly Zoom call with GREC Deputy Commissioner, Kim Yarrington. Every Friday morning at 9:00 AM via the **grecconnect.com** website, you can join in to listen, learn, and share. Each week the topic is shared through GREC's Facebook™ page and by email. Should you have any questions, contact Kim at kyarrington@grec.state.ga.us.

Job Opportunity at the Georgia Real Estate Commission

The Georgia Real Estate Commission & Georgia Appraisers Board is currently looking to fill the following position.

Information Specialist

October 2026 Meeting - Commission Actions Taken	
Cases Sent to the Attorney General for Review and Disposition by Consent Order or by Hearing	0
Cease & Desist Orders Issued	0
Citations Issued	2
Letter of Findings Issued	1
Consent Orders Entered Into	0
Final Orders of Revocation of Licensure	1
Cases Closed for Insufficient Evidence or No Apparent Violation	11
Licensing Cases - Applicant has a Criminal Conviction - License Issued	2
Licensing Cases - Applicant has a Criminal Conviction - License Denied	2
Total	19

Click here to review a legend of the disciplinary actions the Commission may impose.

REal Ed

real teaching for real estate

ISSUE NO. 1 | WELCOME

Why REal Ed exists

Georgia real estate education has always been about the hours: CE credits, pre-license requirements, post-license boxes to check. And that regulatory framework matters. But somewhere along the way, "did they get their hours" quietly replaced "did they actually learn something."

REal Ed is a shift in that conversation. Compliance still matters, and you'll still need your hours. Our focus is the craft underneath it: how do we actually teach adults well? How do we build a classroom (in person or on Zoom) that people leave sharper than when they walked in?

This newsletter is where that conversation lives. Every issue: one practical teaching idea, one adult-learning concept explained simply, and a look at what's happening in the instructor community.

If you're teaching CE, pre-license, or post-license courses in Georgia, welcome. You're the reason this exists.

This month's teaching tip: the first 5 minutes

Most instructors spend the first five minutes of class on logistics: sign-in sheets, syllabus review, "can everyone hear me okay." Necessary, but it also trains your class to tune out before you've even started teaching.

Try this instead: open with a question tied directly to the day's content, before any housekeeping. For a contracts CE course, something like "Has anyone here had a deal fall apart over a contingency clause? What happened?" works because it does three things at once: it activates what adults already know (which is how adults actually learn, more on that below), it signals that this class will be relevant to their real work, and it gets at least one person talking in the first sixty seconds instead of the first sixty minutes.

Housekeeping can happen after the hook. Nobody has ever complained that sign-in was five minutes late.

Adult learning, plainly: andragogy in one paragraph

You've probably heard the word "andragogy" thrown around in instructor training and never gotten a clear definition. Here's the short version: andragogy is just the study of how adults learn differently from children, and the core idea is that adults are problem-centered, not subject-centered. A child in school will often accept "learn this because it's on the test." An adult real estate licensee is sitting in your CE class thinking "will this help me close my next deal or avoid my next liability." If your class doesn't answer that question early and often, you'll lose the room regardless of how good your slides are.

Practical takeaway: for every major topic in your course, be able to finish the sentence "you need to know this because..." with something about their actual practice, not "because it's required" or "because it's on the exam."

What's Coming in the Next Issue

Ask before you tell. Simple ways to move students from listening to thinking.