

REal Ed

real teaching for real estate

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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.
