



## Generally Accepted Principles of Education

Adopted by the Real Estate Educators Association (REEA)  
and the Education Committee of the Vermont Association of REALTORS®

### Category: KNOWLEDGE

Instructors should:

1. provide current information.
2. present alternative viewpoints on material when there is not a single position that is accepted industry-wide.
3. clearly identify opinions as the instructor's opinion.
4. build a proper foundation for each major element of a subject.
5. deal with all key elements of a subject.
6. cover the material adequately in the allotted time.
7. answer all questions logically and concisely.
8. be informed enough to handle a variety of questions on the subject being taught.
9. admit when he/she does not know the answer to a question and volunteer to obtain that information.

### Category: ANDRAGOGY

Instructors should:

1. present new ideas by relating them to pre-existing knowledge held by the learners.
2. teach at the learner's level
3. show in a specific way how new material will benefit learners.
4. encourage questions and motivate involvement.
5. show tolerance – both to ignorance and disagreement thus avoiding argument and confrontation.
6. build learner's self-esteem.
7. call learners by name.
8. involve learners in the learning process through planned activities.
9. use a variety of teaching methods.
10. teach to all participants, not just those who show interest.
11. present key points by using examples as illustrations.

### Category: SPEECH

Instructors should:

1. use concise, simple and normal speech patterns; use simple terminology.
2. not read to the class.
3. keep the presentation on pace thus finishing the material in the allotted time.
4. keep topic flowing.
5. speak loudly enough to be heard by all.
6. enunciate clearly without being overdone.
7. restate an individual learner's question to the group as a whole prior to attempting to answer the question.
8. use humor when appropriate to make a point.

### Category: TEACHING AIDS

Instructors should:

1. make sure materials are legible, correctly spelled, properly numbered and mechanically produced using readable typeface.
2. use visual imagery when possible to enhance written words.
3. use written words when possible to enhance oral speech. NOTE: Written is better than oral; visual is better than written.
4. follow the prepared outline.
5. make sure that all material on the outline will be covered in the class and none of it is extraneous.
6. deviate from prepared material only to meet specific needs.
7. arrange the classroom so that learners do not have to look through physical objects.
8. use modern presentation equipment such as overhead projector or computer projection.
9. use equipment that enables the instructor to remain looking at the learners rather than turning their back to the class to write.
10. make sure that the physical stature of the instructor does not block the view of the learners toward the projected material.
11. make sure that the projector screen is easily visible to the group as a whole.
12. use color.
13. use large images for projected material.
14. turn the projected image off when not in use and on to call attention to the material.
15. never block the image by walking between the projector and the screen with the projector on.

### Category: LEARNING ENVIRONMENT

Instructor should:

1. be positive toward the subject matter.
2. refrain from ridiculing either the learners or others.
3. wear professional attire.
4. attend to personal grooming.
5. set up the room to accommodate the approximate number of learners expected to attend.
6. make sure empty seats are kept to a minimum.
7. make sure that lectern or table at front of room is unobtrusive.
8. Provide writing surfaces for learners.
9. make sure that learners have ample space between them.
10. not stand behind physical objects for more than a short time period.
11. use gestures during the presentation.
12. use physical movement during the presentation to minimize the physical distance between the instructor and learners and try to involve all learners equally.