



## **Important Continuing Education Changes for Real Estate Brokers and Salespersons**

Many of you recently received a memo from the Department of Licensing and Regulatory Affairs (LARA) regarding the passage of Senate Bill 641 and the upcoming changes to continuing education for real estate licensees. As a result, members have contacted the Michigan Realtors® for clarification on how this new law will impact them.

As you may recall, the Michigan Realtors® have been working over the past several months on SB 641 to make continuing education more responsive to the ever changing market place, and in turn more responsive to the needs of our members, by providing greater flexibility in the approval of continuing education credits. Additionally, the Michigan Realtors® will replace LARA for the tracking of continuing education in order to assist members and local associations throughout the licensing cycle.

Beginning January 1<sup>st</sup>, with full implementation coinciding with the new licensing cycle in October of 2015, Senate Bill 641:

- Allows a broker or real estate agent to create a niche in their business by taking classes that pertain to their specific area of market expertise and practice, including commercial.
- Moves the recording of the continuing education credits to a self-reporting system.
- Michigan Realtors® will provide agents and brokers with CE tracking.
- Credits taken prior to December 31, 2014 will be reported in the LARA database; all credits taken after January 1, 2015 will be self-tracked.
- Beginning with the October 2015 licensing cycle, there will be full implementation of state-issued pocket ID cards, containing a photo ID and bar code. This will allow the licensee to scan their ID at their continuing education course to record their credits.
- This new system of tracking and reporting CE will eventually allow real-time tracking of credits.
- It is important to note that this legislation does not increase the number of continuing education hours required in a licensing cycle. Licensees will still be required to take 18 hours each cycle with 2 hours each year being dedicated to a legal update.

Should you have any questions regarding these changes, please contact the Michigan Realtors® Public Policy Staff at 517.372.8890.