



This Issue:

Competency **P.1-2**

Focus on Terminology **P. 2**

Calendar

GREC Brokerage Course & Trust Accounts Class

Dates:

- September 15 & 16, 2010
Columbus Board
(706) 323-1701
- October 25 & 26, 2010
I-85 North Board
(706) 335-3044

Common Violations Class

Dates:

- September 14, 2010
GAMLS Tucker
- October 14, 2010
Georgia Institute
- October 20, 2010
Camden Board
- October 21, 2010
Savannah Board

Georgia Instructor Training Workshop Dates:

- October 21 & 22, 2010
GIT - Atlanta
<http://www.grec-git.com/>

[Click here to see GREC Disciplinary Sanctions](#)

Georgia Real Estate
Commission
Suite 1000
International Tower
229 Peachtree Street NE
Atlanta, GA 30303-1605
Phone 404-656-3916

Practicing Competency in Real Estate

When the focus of consumers is affected by slow or changing market conditions, service providers must react and change their approach or even the services offered to clients and customers. As a real estate licensee, he/she must be careful not to venture outside a certain level of competence or expertise. A licensee is held to a higher standard when giving advice and assistance to consumers regarding real estate matters. One of the key elements in determining if a

violation of a license law has occurred is whether the licensee has committed an Unfair Trade Practice by, *“Having demonstrated incompetency to act as a real estate licensee in such manner as to safeguard the interest of the public or any other conduct whether of the same or a different character than heretofore specified which constitutes dishonest dealing.”* Chapter 43-40-25 (25)

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Update on GREC Free Online CE Course

Now compatible for **MAC** users through the **Firefox** browser. **Windows** users can use either **Internet Explorer** or **Firefox** as the browser to run the course.

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[Enroll Now For Free CE Course Online Click Here](#)

CAM Corner: Practice in Action

What do you think are the most difficult aspects of practicing as a Community Association Manager?

Send us what you consider the most difficult issues of you CAM real estate practice. We'll compile a list print the results and provide a link to GREC resources that could help you stay on target in your CAM real estate practice.

[Click Here to Send Your Comments](#)

Competency...

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GREC allows Georgia licensees to select the subject of the courses they take for Continuing Education and Postlicense so that licensees can advance their knowledge and become competent in various areas or specialties of real estate. A [link to schools approved by GREC](#) to offer courses for credit is on the GREC web site.

Although it is not a requirement of GREC, the [National Association of Realtors® Code of Ethics and Standards of Practice](#) is a good example of standards of professional conduct and one that must be followed by members of any Board of Realtors®. Article 11 of the NAR Code of Ethics addresses the issue of competency by stating:

“REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence unless they engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client.”

To assist licensees in reaching competency by obtaining a professional designation in a particular area of real estate, the

Georgia Real Estate Commission helped establish the Scholarship Program that basically reimburses the licensee for courses taken to obtain a variety of professional real estate designations. [Click here for more details and the online Application for Scholarship money.](#)

It is difficult to state exactly what is required to be competent. However, in order to provide competent service, the licensee is expected to 1) use good judgment, 2) obtain training appropriate to the task, and 3) seek the advice of his/her broker. The following list summarizes resources the licensee could use to obtain the needed level of competency:

- Resources on the [GREC Website](#):
 - Access to How To Articles, License Laws, Newsletters
 - [Scholarships](#) for specialized training
 - [Approved Schools Listing](#)
- Assistance by or referral to licensees more experienced or trained in that specialty
- Consultation and advice from the broker.

Usually an individual recognizes when he/she is reaching beyond his/her comfort level in a transaction or in providing advice. If that is the case, it is best to seek the advice of the broker or an expert in the matter of concern.

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For Free
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Real Estate &
Staying Out of
Trouble”
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Quick Facts

Georgia House Bill 1050 was signed by the Governor on June 2, 2010. It requires Appraisal Management Companies in Georgia to register with the Georgia Real Estate Appraisers Board. The Board is currently working on regulations and procedures in order to implement the program by September 1, 2010.



Focus on Terminology: “Competent”

The definition of *competent* according to Webster’s is, “having requisite or adequate ability or qualities.” In real estate, competence goes beyond just having an active real estate license. Competency includes the ability to recognize when to seek the help of a more experienced associate or to refer the client to another licensee who can competently handle the transaction and protect the public interest.

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