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Simulation Session 1: Important Information



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Note from RECO



During the industry consultation phase for the new Real Estate Salesperson Program, RECO consistently heard one message loud and clear from brokers of record and broker managers: “new registrants must be more practice ready”. We asked ourselves: what would it take to change that?

The answer is to provide you the opportunity to apply and practice your learning in activities involving real-world scenarios, guided by expert industry professionals. The activities included in the two in-person mandatory Simulation Sessions will allow you to build your confidence in a safe environment before you begin trading with buyers and sellers.

The first five-day Simulation Session focuses on residential real estate transactions, with the second four-day session focusing on commercial. The expert facilitators will guide and support you through the entire process from the pre-offer to post-offer stage. This document is designed to provide you with an overview of Simulation Session 1: Residential Real Estate Transactions.

The Simulation Sessions are one of the most innovative components of the new program, designed to prepare you to meet the needs of your future employers and be ready to practice on day one.

JOSEPH RICHER
RECO Registrar

Simulation Sessions - Overview

The Real Estate Salesperson Program is designed to help you become practice-ready professionals. To enable practice readiness, there are two mandatory in-person Simulation Sessions in the pre-registration phase of the program. These live, classroom-based sessions will enable you to practically apply what you have learned from the eLearning courses. You will have the opportunity to practice the important elements of a real estate transaction in a structured and interactive classroom environment. You will be guided and supported by expert facilitators in preparation for providing compliant and high-quality service to consumers.

Simulation Session 1: Residential Real Estate Transactions

In this Simulation Session, you will spend five days practicing core activities and tasks related to residential real estate transactions with an experienced real estate professional acting as a guide. The simulation and related assessments will work through all stages of a typical transaction and will cover various property types (for example, single-family homes and condominiums).

This experience will let you apply knowledge and skills gained from the eLearning portion of the program (Courses 2 and 3) in realistic simulated interactions. The concepts covered in Course 1 are foundational and are relevant and applicable to all Simulation Sessions.

PREREQUISITE

You must successfully pass Exam 3: Invigilated Theory Exam in order to register for Simulation Session 1.

Simulation Session 1 - Structure

There are two types of schedules offered for Simulation Session 1: Residential Real Estate Transactions.



Attendance will be monitored throughout the program.

There will be breaks throughout the day.

The sessions are modeled to follow the sequential workflow of a real estate transaction. Therefore, it is mandatory for you to attend all five days to work through all the topics in detail.

A typical day in a Simulation Session will include activities such as briefings, role-plays, creation of sample real estate documents, group discussions and debriefs. You will track your own feedback on a paper-based Performance Checklist and provide feedback to your fellow participants.

Simulation Session 1 includes a mandatory assessment. You must achieve a cumulative minimum passing score of 75 percent in order to successfully pass Simulation Session 1.

Simulation Session 1 - Materials

You will have access to the following materials for the Simulation Sessions:

1. | Simulation Orientation

To help you prepare for the Simulation Session, a simulation orientation document will be made available to you two days prior to the session's start date. You must read this document before attending the first day of the session. This document will be available on the **References** tab of the Learning Management System (LMS) for all registered learners.

2. | Participant Workbook

The Participant Workbook will include all the activities, tasks, forms and Performance Checklists needed for the Simulation Session. A physical copy of the workbook will be handed out to you at the beginning of each day. The Participant Workbook will be the comprehensive guide for all the activities that you will practice in the flow of a real estate transaction beginning with the pre-offer stage, then covering the offer and post-offer stages.

3. | Technology Requirements

It is not mandatory for you to bring any devices to the Simulation Session. However, you have the option to bring a laptop or large screen tablet device to access the Learning Management System (LMS) and Knowledge Management System (KMS) for your own reference during the Simulation Session.

Simulation Session 1 - Assessments and Remediation

ASSESSMENTS

Simulation Session 1 includes a mandatory assessment.

You must achieve a minimum cumulative passing score of 75 percent across all questions of the assessment in order to pass the Simulation Session. Assessment time is included in the approximately 35 hours.

The assessments will be paper-based and comprise of multiple-choice questions presented in a scenario-based format.

REMEDIATION

If you are unsuccessful in the Simulation Session assessments, you must participate in a remediation day. Registration into an available remediation day session is required and a separate fee applies.

The remediation day is eight hours and comprises two parts and breaks throughout the day. The remediation day session will start with a review session. After the review session, you will re-take the assessment. You must achieve a minimum cumulative passing score of 75 percent in order to pass the Simulation Session.

A Checklist to Help You Prepare for a Simulation Session



Please login to the LMS two days prior to the session in order to download the simulation orientation document from the References tab of the LMS. This document will help you prepare for the session.



Check location and parking details on the website for your specific location.



Arrive early each day to allow yourself enough time to park and get to your classroom.



Please make sure you record attendance at the beginning of each day with the facilitator.

Frequently Asked Questions

What is the attendance requirement for the Simulation Sessions?

Simulation Sessions are mandatory, and you are required to attend and actively participate on all days. Since the Simulation Session follows the sequential workflow of transactions, it is important that you are present each day. Sessions are designed to be participatory and group work focused.

Attendance will be recorded each day and monitored throughout the program. Exceptions will be handled on a case by case basis and supporting documentation will be required. Attendance that falls below 80% will require you to re-take the entire Simulation Session.

Are the Simulation Sessions graded?

Yes. Simulation Session 1 includes a graded, mandatory assessment.

You must achieve a minimum cumulative passing score of 75 percent across all questions of the assessment in order to pass the Simulation Session.

Does Humber provide any assistance with travel or accommodation costs?

All expenses related to participating in the Simulation Sessions are your responsibility.

I signed up for a Simulation Session but now I can't make it. How do I switch into a different session?

You may make changes to your registration up to seven (7) business days prior to the start of any Simulation Session. All changes incur an administrative fee and are subject to all prerequisites and registration policies. Changes can only be made online using the Learner Portal. Please refer to our Registration Policy [here](#).

Frequently Asked Questions

If the session I have registered in is cancelled or rescheduled, how far in advance will I be informed?

There may be times when a Simulation Session is cancelled by the Humber Real Estate Education Program Office, for example due to low enrolment. You will be notified by email at minimum five (5) business days in advance of the start date when a Simulation Session is cancelled.

A cancellation notification includes re-scheduling instructions and options. Options may include:

1. Transfer without additional cost to another Simulation Session, or
2. A full refund without any administration fee.

You are responsible for all costs associated with attending the sessions. In the event of a cancellation, Humber will not reimburse you for costs associated with travel or accommodation arrangements.

How do I find out about parking options to the location of my Simulation Session?

Check location and parking details on the website for your specific location.

Do I need to bring any devices or materials to the Simulation Session?

You don't need to bring any devices or materials to the Simulation Session. You will be given a Participant Workbook at the beginning of each day and this will include all the activities, tasks, forms and Performance Checklists needed for that day. While it is not mandatory to bring any device to the session, you have the option to bring your own device to the Simulation Session for your own reference or convenience.

Frequently Asked Questions

Do I need to print anything in advance? Will I get course material?

You don't need to print anything in advance. However, please download and thoroughly review the simulation orientation document prior to attending the first day. The simulation orientation document will be available in the **References** tab of the LMS two days prior to the start of the session.

A physical copy of the Participant Workbook will be provided on each day of the session.

Do I need internet access?

No, you will not need internet access for the Simulation Sessions. However, we will provide internet access for all learners in the classroom for your convenience.

What if I fail the assessment?

You must register for a remediation day, which includes a retake of the assessment. An additional fee will apply for the remediation day. Refer to the program website for more information.



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