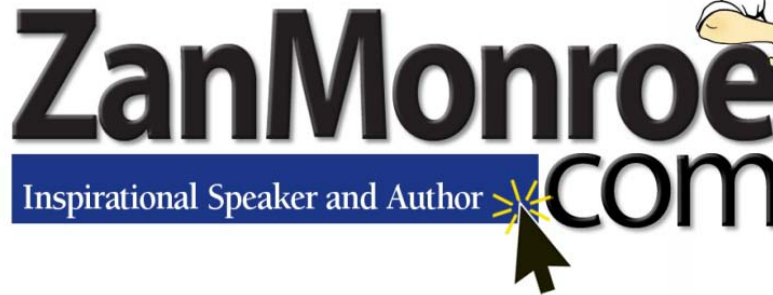




Teaching Models



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The Learning Process

“Learn ‘em good, cause you can’t teach them anything!” Mary Monroe

We learn by....

1% _____

2% _____

3% _____

11% _____

83% _____

How well we retain information is directly related to how we acquire that information.

Lecture _____

Reading _____

Audio visual _____

Demonstration _____

Discussion group _____

Practice by doing _____

Immediately Teaching Others _____



3 Learning Styles

Auditory Learners

- Auditory people learn by listening. They usually will not take notes while listening. They may leave the group when you start a workshop
- Less than 5% of REALTORS® are Auditory Learners! (10% of Americans)

Kinesthetic Learners

- Learning takes place by the student actually carrying out a physical activity, rather than listening to a lecture or merely watching a demonstration.
- 20-25% of REALTORS are Kinesthetic Learners.(30% of Americans)

Visual Learners

- Visual learners learn predominantly with their eyes. They prefer to see how to do things rather than just talk about them.
- 70-75% of REALTORS are visual learners (60% of Americans)

The Learning Loop

1. Grand Opening!
 - a. Capture and engage the students in the topic
2. Learning and Teaching
 - a. Your goal is to create an environment where the student will learn.
3. Student involvement Workshops
 - a. Adult students bring experience to the classroom. Use that experience!
4. Close the topic
 - a. Review and close this topic before you open the next!



Preparation

“When it is time to start class, there are no excuses!” Zan Monroe

Yourself:

Topic:

Handouts:

The Room:



Grand Opening!

Grand opening is where you capture and engage them!

Opening the Day:

Opening the topic:

Short Opening:

Long Opening:

3 Tests of a Grand Opening

1. Does it break the student's preoccupation outside the classroom?
2. Does it facilitate networking?
3. Is your opening relevant to the content/topic?



Learning and Teaching

“The leader of an orchestra does not make a sound. They make everyone else powerful and that makes the sound!”

Types of Presentations:

Presentation Skills:



Student Involvement Workshops

I HEAR and I forget, I SEE and I remember, I DO and I understand.

Guidelines for a Great Workshop

Types of Workshops

Picking Workshop Leaders



Closing the Topic

“Did they get it?” Mary Monroe

Effective Closing

1. Allows for Celebration! Make sure they are impressed with themselves!
2. Allow action planning...while they are still with you
3. Ties all things together....completeness

Types of Closing

