



CANNON BUILDING  
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STATE OF DELAWARE  
DEPARTMENT OF STATE

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DIVISION OF PROFESSIONAL REGULATION

<b>PUBLIC MEETING MINUTES:</b>	<b>DELAWARE REAL ESTATE COMMISSION</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, October 13, 2011 at 1:00 p.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b> , Second Floor of the Cannon Building
<b>MINUTES APPROVED:</b>	November 10, 2011

### **MEMBERS PRESENT**

Andrew Staton, Professional Member, Chairman  
Christopher J. Whitfield, Professional Member, Vice Chairman  
Michael Harrington, Sr., Professional Member, Secretary  
Gilbert Emory, Public Member  
Denise R. Stokes, Public Member  
Ricky H. Allamong, Professional Member  
Vincent M. White, Professional Member

### **DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Eileen Heeney, Deputy Attorney General  
Gayle Melvin, Administrative Specialist III  
Jessica Williams, Administrative Specialist II

### **MEMBERS ABSENT**

James C. Brannon, Jr., Public Member  
Patricia O'Brien, Public Member

### **ALSO PRESENT**

Sal Sedita  
Sheldon Thomas  
Robert Neal  
Tim Riale  
TracyLee Elmore  
Sharon Burkett

Vera Sitze, Court Reporter

### **CALL TO ORDER**

Mr. Staton called the meeting to order at 9:05 a.m.

### **REVIEW OF MINUTES**

A motion was made by Mr. Harrington, seconded by Ms. Stokes to approve the minutes of the meeting held on September 8, 2011. The motion passed unanimously.

### **OLD BUSINESS**

#### Discussion: Reciprocity with Maryland for Continuing Education

Mr. Harrington provided members with a copy of a letter that he would like to send to the Maryland Real Estate Commission and requested permission to send the letter. A motion was made by Mr. Allamong, seconded by Mr. Emory to approve the letter. The motion passed unanimously.

### **NEW BUSINESS**

#### Applications for Licensure

A motion was made by Ms. Stokes, seconded by Mr. Whitfield to ratify the following new salesperson applicants as presented:

Lucie Head, Long & Foster, Rehoboth Beach, DE  
John Salerno, Meyer & Meyer Realty, Wilmington, DE  
Wiley Huggins, Harrington ERA Realty, Dover, DE  
Steve Gross, Re/Max Preferred, Newtown Square, PA  
Stephen Mastbrook, Long & Foster, Salisbury, MD  
Zachary Hoopes, Hoopes Real Estate, Wilmington, DE  
Christy Conaway, Resort Quest Real Estate, Bethany Beach, DE  
Myles Martin, Re/Max Realty Group, Rehoboth, DE  
Ibrahim Syed, Prudential Fox & Roach, Wilmington, DE  
Debra Sparre, Re/Max Town & Country, West Chester, PA  
Linda Lizzio, Long & Foster, Rehoboth Beach, DE  
Ronald Baunchalk, Re/Max Central, Bear, DE  
Sophie Bilinsky, Prudential Fox & Roach, Devon, PA  
Thomas Fowler, Long & Foster, Bethany Beach, DE  
Joan Wallace, Prudential Gallo, Rehoboth Beach, DE  
Jordan Geyer, Jack Lingo Realtors, Rehoboth Beach, DE  
Harolyn Crumpler, Patterson Schwartz, Middletown, DE  
Christina Brown, Prudential Gallo, Lewes, DE  
Tammy Mellen, Prudential Fox & Roach, Hockessin, DE  
Stephanie Marvel, Keller Williams Real Estate, West Chester, PA  
Victoria Knotts, Patterson Schwartz, Hockessin, DE  
Stephen Dutt, Re/Max of Wilmington, Wilmington, DE  
Joshua Sell, Patterson Schwartz, Hockessin, DE

The motion passed unanimously.

The application of Bradford White for a non-resident broker's license was reviewed. A motion was made by Mr. Allamong, seconded by Mr. Whitfield to approve this application. The motion passed unanimously.

The application of Louise Hill for a non-resident broker's license was reviewed. A motion was made by Mr. White, seconded by Ms. Stokes to approve this application. The motion passed unanimously.

The application of John Evans for a non-resident broker's license was reviewed. A motion was made by Mr. White, seconded by Ms. Stokes to propose to deny Mr. Evans' application because he does not meet the requirements of Rule and Regulation 3.2.2. The motion passed unanimously.

The application of Thomas Bisanz for a non-resident broker's license was reviewed. A motion was made by Mr. Harrington, seconded by Mr. Allamong to approve this application. After discussion, the motion was withdrawn. A motion was made by Mr. Whitfield, seconded by Ms. Stokes to propose to deny Mr. Bisanz's application because he does not meet the requirements of Rule and Regulation 3.2.2. The motion passed unanimously.

The application of Ann Warder for a resident broker's license was reviewed. A motion was made by Mr. White, seconded by Ms. Stokes to approve this application. The motion passed unanimously.

#### New Offices

The application of Chabbott Petrosky Commercial Realtors, Ltd. for a new office was reviewed. A motion was made by Mr. Allamong, seconded by Mr. White to approve this application. The motion passed unanimously.

The application of Ocean Atlantic Sotheby's International Realty for a new office was reviewed. A motion was made by Mr. Allamong, seconded by Mr. White to approve this application. The motion passed unanimously.

#### HEARINGS

##### Sheldon Thomas Regarding the Commission's Proposal to Deny of his Application for a Resident Salesperson's License

Ms. Heeney called the formal hearing to order at 9:30 a.m. At its meeting on July 14, 2011, the Commission proposed to deny Mr. Thomas' application for a resident salesperson's license because he did not meet the requirements for licensure set forth in Rule and Regulation 2.2.1 which states that within twelve months of completing an accredited course, the applicant must make application to the Commission by submitting a score report showing successful completion of the examination required by the Commission. The applicant must forward all necessary documentation to the Commission to be considered for licensure.

Present for the hearing was Mr. Thomas. Mr. Thomas was sworn in by the court reporter. Verbatim testimony was recorded by the court reporter. Mr. Thomas presented testimony and answered questions from Commission members.

The Commission went off the record at 9:27 a.m. to hold deliberations. The Commission went back on the record at 9:44 a.m. A motion was made by Mr. Allamong, seconded by Mr. Harrington to approve the application of Mr. Thomas and to require that he complete 15 hours of continuing education for the

2012 renewal and his record will be flagged for audit for the 2012 renewal. The motion passed unanimously. The hearing ended at 9:45 a.m.

#### Sharon Burkett – Rule to Show Cause Hearing

Ms. Heeney called the rule to show cause hearing to order at 9:54 a.m. Ms. Burkett's resident salesperson's license is currently suspended as a result of the previous rule to show cause hearing. Pursuant to the terms of the Decision and Order, a further rule to show cause hearing was scheduled. Ms. Burkett was present and was sworn in by the court reporter. She testified regarding receipt of correspondence from the Division and her continuing education. Ms. Melvin was sworn in by the court reporter and testified regarding sending the notices of the hearings and the Commission's decision and order. Verbatim testimony was recorded by the court reporter.

At 10:22 a.m., the Commission went off the record for deliberations. The Commission went back on the record at 10:31 a.m. A motion was made by Mr. Whitfield, seconded by Mr. Harrington that the suspension be lifted from Ms. Burkett's license pending verification from the broker of record of The Realty Retriever that her license has not been terminated. The course "Understanding the Agreement of Sale" taken on February 21, 2011 will meet the continuing education requirements for the 2010 renewal and cannot be reused for the 2012 renewal and her record be flagged for audit for the 2012 renewal. The motion passed unanimously. The hearing concluded at 10:32 a.m.

#### **NEW BUSINESS CONTINUED**

##### Applications for Licensure

The application of Monica LeBlanc for a resident broker's license was reviewed. A motion was made by Mr. White, seconded by Ms. Stokes to approve this application. The motion passed by majority vote. Mr. Harrington abstained from the vote.

The application of James Galbally for a non-resident salesperson's license was reviewed. A motion was made by Mr. White, seconded by Mr. Emory to approve this application. The motion passed unanimously.

The application of Patricia Keleher for a resident salesperson's license was reviewed. A motion was made by Mr. Allamong, seconded by Mr. Emory to approve this application. The motion passed unanimously.

The application of Kathleen Opatka for a resident salesperson's license was reviewed. A motion was made by Mr. Allamong, seconded by Ms. Stokes to approve this application pending receipt of completion of 54 hours in an approved pre-licensing course. The motion passed by majority vote. Mr. White abstained from the vote.

##### Reinstatement of Licenses

The application of Amanda Kenny for reinstatement of a resident salesperson's license was reviewed. A motion was made by Mr. Allamong, seconded by Mr. White to approve Ms. Kenney for reinstatement. Ms. Kenny cannot use the continuing education submitted for reinstatement for the 2012 renewal and her record will be flagged for audit for the 2012 renewal. The motion passed unanimously.

The application of Celeste Smith for reinstatement of a resident salesperson's license was reviewed. A motion was made by Mr. White, seconded by Ms. Stokes to approve Ms. Smith for reinstatement. The motion passed unanimously.

#### Status of Complaints

Complaint No. 02-19-07 – Closed  
Complaint No. 02-21-09 – Closed  
Complaint No. 02-18-10 – Referred to the Attorney General's Office  
Complaint No. 02-19-10 – Referred to the Attorney General's Office  
Complaint No. 02-16-11 – Assigned to Mr. Allamong  
Complaint No. 02-17-11 – Assigned to Mr. Whitfield  
Complaint No. 02-18-11 – Assigned to Mr. Whitfield

#### Education Committee Report

##### Discussion: Draft of Proposed Protocol for Negative Course Evaluations

Mr. Riale reported that the Education Committee voted to forward the proposed protocol for negative course evaluations to the Commission for review. This will be forwarded once it has been updated.

##### Discussion: Inactive Licensees and Online Courses

Mr. Riale reported that the Education Committee forwarded a letter for review requesting that the Commission consider developing rules and regulations to allow online courses for inactive as well as active licensees to renew their licenses.

##### Update on Revising the Pre-Licensing Course

Commission members were provided with a copy of a power point presentation regarding the pre-licensing course redesign for review. A discussion was held concerning whether to increase the number of hours and the content of the redesigned course. It was discussed that the redesigned course does not cover textbook items that are on the exam. A motion was made by Mr. Harrington to approve the pre-licensing course as presented. There was no second on this motion. It was decided that the Education Committee should develop a more detailed outline. The Commission requested that members of the Education Committee and/or others who worked on developing the draft attend the next Commission meeting to discuss this.

##### Discussion: Instruction of the Pending "Train the Trainer Course" (Core Module Training)

Commission members were provided with a copy of a power point presentation regarding the "Train the Trainer Course". A motion was made by Mr. White, seconded by Mr. Allamong to approve this course. The motion passed unanimously.

##### Recommendation to Approve and Deny Course Providers, Instructor Applications and Student Requests as Noted

A motion was made by Mr. White, seconded by Mr. Whitfield to approve and deny course providers, instructor applications and student requests as noted in the minutes of the October 6, 2011 meeting of the Real Estate Education Committee. The motion passed unanimously.

Board/Commission Member Training Session

The Board/Commission member training session will be held on Friday, November 18, 2011 at the Duncan Center in Dover. Registration information will be forthcoming.

**OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

Mr. Staton and Mr. White reported on the ARELLO Annual Meeting that they attended in Baltimore, Maryland.

**PUBLIC COMMENT**

There was no public comment at this meeting.

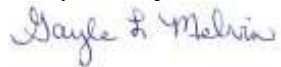
**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, November 10, 2011 at 9:00 a.m.

**ADJOURNMENT**

A motion was made by Mr. Whitfield, seconded by Mr. White to adjourn the meeting. The motion passed unanimously. The meeting adjourned at 11:47 a.m.

Respectfully submitted,



Gayle L. Melvin  
Administrative Specialist III