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STATE OF DELAWARE
DEPARTMENT OF STATE

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DIVISION OF PROFESSIONAL REGULATION

PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, March 1, 2012 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	04/05/2012

MEMBERS PRESENT

Doug Doyle, Kent County, Professional Member, Chairperson
Dee Hake DeMolen, Kent County, Professional Member, Vice Chairperson
Danielle Benson, New Castle County, Professional Member
Tom Burns, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, NCCBOR
Beth Balogh, KCAR
Crystal Hudson, SCAOR
Regina Lundeen, DAR

MEMBERS ABSENT

Donna Klimowicz, New Castle County, Professional Member
Tammy Reagan, Sussex County, Professional Member
John Tarburton, Sussex County, Public Member

CALL TO ORDER

Mr. Doyle called the meeting to order at 9:33 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Woerner, seconded by Ms. DeMolen, to approve the February 2, 2012 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Review of Course Provider Applications

A motion was made by Ms. Benson, seconded by Mr. Riale, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Course Provider: Long & Foster Institute of Real Estate

Course Title: Case Law Update **Approved**
Credit Hours: 3.0

Course Title: DE Uniform CIO Act & Unit Property Act **Approved**
Credit Hours: 3.0

Course Title: DE Landlord – Tenant Code **Approved**
Credit Hours: 3.0

Course Provider: Kent County Association of REALTORS

Course Title: Professionalism in Real Estate Practice **Approved**
Credit Hours: 3.0

Course Provider: Ocean Atlantic Sotheby's

Course Title: Stucco **Approved**
Credit Hours: 3.0

Course Provider: Career WebSchool, a dba of Cengage Learning

Course Title: Ethics in Real Estate **Approved**
Credit Hours: 3.0

Course Title: ADA and Fair Housing **Approved**
Credit Hours: 3.0

Course Title: Tax Free Exchanges **Approved**
Credit Hours: 3.0

Course Title: Tax Advantages of Home Ownership **Approved**
Credit Hours: 6.0

Course Title: Basic Real Estate Finance **Approved**
Credit Hours: 6.0

Course Title: Methods of Residential Finance **Approved**
Credit Hours: 6.0

Course Title: Pricing Property to Sell **Approved**
Credit Hours: 6.0

Course Provider: Keller Williams Realty

Course Title: Salesperson Core Course **Approved**
Credit Hours: 3.0

Course Title: Broker's Core Course **Approved**
Credit Hours: 6.0

Course Provider: New Castle County Board of REALTORS

Course Title: Realtor Training Class (First Time Homebuyers) **Approved**
Credit Hours: 3.0

Course Title: Navigating 2012 **Approved**
Credit Hours: 3.0

Course Title: Real Estate Contracts **Approved**
Credit Hours: 3.0

Course Provider: Central Delaware Real Estate Academy

Course Title: Legislative Update **Approved**
Credit Hours: 3.0

A motion was made by Mr. Burns, seconded by Mr. Riale, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Course Provider: Donald Conant

Course Title: Real Estate Business Planning and Marketing
Tabled – Application is for the “Salesperson Core Course” & Outline Does Not Meet Specific Criteria for Salesperson Core Course
Credit Hours: 3.0

Review Student Requests for Approval of Educational Activity

A motion was made by Mr. Riale, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below. Motion unanimously carried.

Student Name: Joseph Wells **Approved**
Course Title: The Evolution of Finance and the Mortgage Market
Course Provider: McKissock
Credit Hours: 4.0

Student Name: Helen Keech **Tabled – No Course Outline Submitted**
Course Title: Appraising 2-4 Family & Multi-Homes Properties
Course Provider: Polley Associates
Credit Hours: 7.0

Student Name: Helen Keech **Tabled – No Course Outline Submitted**
Course Title: Foreclosures & Short Sales Dilemmas
Course Provider: Polley Associates
Credit Hours: 7.0

Student Name: Helen Keech **Tabled – No Course Outline Submitted**
Course Title: Construction – A Changing Landscape
Course Provider: Polley Associates
Credit Hours: 7.0

Student Name: Lynn Moore **Tabled – No Course Outline Submitted**
Course Title: Current Appraisal Issues
Course Provider: Loomis Appraisal School
Credit Hours: 4.0

Student Name: Lynn Moore **Tabled – No Course Outline Submitted**
Course Title: Delaware Law, Rules & Regulations
Course Provider: Loomis Appraisal School
Credit Hours: 3.0

Student Name: Lynn Moore **Tabled – No Course Outline Submitted**
Course Title: 7 Hour National USPAP Update
Course Provider: Loomis Appraisal School
Credit Hours: 7.0

Student Name: Lynn Moore **Tabled – No Course Outline Submitted**
Course Title: Private Appraisal Assignments
Course Provider: McKissock
Credit Hours: 7.0

Student Name: Lynn Moore **Tabled – No Course Outline Submitted**
Course Title: Land & Site Valuation
Course Provider: McKissock
Credit Hours: 7.0

Student Name: Beverly Kammermeier **Tabled – No Course Outline Submitted**
Course Title: Ethics, Illegal Flipping, Predatory Lending
Course Provider: Ed Smith School
Credit Hours: 3.0

Student Name: Beverly Kammermeier **Tabled – No Course Outline Submitted**
Course Title: Creative Financing Home Purchases
Course Provider: Ed Smith School
Credit Hours: 3.0

Student Name: Arthur Putzel **Approved for 3 Professional Enhancement Hours**
Course Title: MACPA Advanced Tax Institute – Real Estate & Partnerships
Course Provider: MSBA
Credit Hours: 6.0

Student Name: Marsha Cooper **Tabled – No Course Outline Submitted**
Course Title: Short Sale Seminars
Course Provider: Coastal Association of Realtors
Credit Hours: 3.0

Review of Instructor Applications

A motion was made by Ms. Woerner, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Robert Fleck **Approved with Amendment - Course Titled “Contract Law from the Top Down” was amended to eliminate the Word “Law”, due to Mr. Fleck not being an Attorney**
Continuing Education: Professional Enhancement: Contract Law from the Top Down; Basics of Green Building for Real Estate

A motion was made by Mr. Riale, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Roberta Jones **Tabled for Complete Resume**

Continuing Education: Professional Enhancement: Short Sales; Government Loans; Working with Bank Owned Properties; Foreclosures; Credit Enhancement

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Financing, Real Estate Investment; Mathematics

A motion was made by Ms. DeMolen, seconded by Mr. Burns, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Brandon Brittingham **Approved**

Continuing Education: Professional Enhancement: Mastering the Art of Short Sale – Basic; Mastering the Art of Short Sale – Advanced

Judith Cook **Approved**

Continuing Education: Salesperson Core Course(s); Broker Core Course(s); Professional Enhancement: Ethics; Finance; Agreement of Sale; Short Sale Practices; Fair Housing

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage (Sales Management); Financing; Ethics; Real Estate Investment

James Waggoner **Approved**

Continuing Education: Legislative Update; Salesperson Core Course(s); Broker Core Course (s); Delaware Real Estate Commission Property Management Course(s); Professional Enhancement: NAR Ethics; Fair Housing Law; Rental Agents Road to Success I; Rental Agents Road to Success II; Real Property: Long Term/Short Term Rentals; Short Sales: An Overview; GRI 101; GRI 201; GRI 301; GRI 401; GRI 501; GRI 601; Anti-Trust Law; Ethics; Modules 1-7; Risk Reduction; Law: Statutes & Contracts

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

Roger Truemper **Approved**

Continuing Education: Legislative Update; Professional Enhancement: Real Estate Closings; Smooth Settlement; Real Estate Contracts; Statewide Agreement; Title Law & Curing Title Defects; DE Common Interest Ownership Act; Landlord – Tenant Law; Leases; Condo Law; Real Estate Law; Legislation; RE Tax Implications; Case Law Update

Pre-Licensing Course: Real Estate Law

Edward Tarlov **Approved**

Continuing Education: Legislative Update; Professional Enhancement: How to Have a Smooth Settlement; Laws, Statutes & Contracts; Tax Implications for Buyers/Sellers of Real Property; DE Statewide Agreement of Sale; Legislative Update; DE Case Law Update; Landlord/Tenant Code; DUCIOA

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate

William Horan **Approved**

Continuing Education: Professional Enhancement: 1031 Exchanges

Jeanne LaMere, PhD **Approved**

Continuing Education: Professional Enhancement: Methods of Residential Finance; Basic Real Estate Finance; Pricing Property to Sell; Tax Advantages of Home Ownership; Tax Free Exchanges; ADA & Fair Housing; Ethics in Real Estate; Cost Approach Overview; Sales Comparison Approach; Income Capitalization Overview; RESPA; Green Home Features; Green Home Construction

Nancy Law **Approved**

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale; Navigating 2012

Pre-Licensing Course: Real Estate Law

Barbara Brodoway **Approved**

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale; Navigating 2012

Pre-Licensing Course: Real Estate Law

William Ward **Approved**

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale; Navigating 2012

Pre-Licensing Course: Real Estate Law

Update from the Commission – Mr. Doyle

Mr. Doyle advised the Committee that the Commission discussed HB 249, which will waive all continuing education requirements for licensees who have had a license of the same type for 40 or more years; the Commission will not be supporting the bill.

The Committee was advised by Mr. Doyle that a Commissioner has met with Maryland to discuss reciprocity, and the discussions seem to be moving in a positive direction.

Ms. Hudson advised the Committee that Maryland will not approve Delaware Schools to offer courses specifically for Maryland licensees who may hold a Delaware license as well.

Mr. Riale informed the Committee that in order to facilitate the timeliness of the proposed revisions to the regulations, which would include continuing education, the Commission delegated Commissioner Whitfield to review the revisions with the Commission's attorney to be published in the Register of Regulations.

Ms. Williams advised the Committee that the proposed revisions were not submitted by the February 15, 2012 deadline to be published in the March 1, 2012, registry. It is anticipated that a public hearing will be scheduled during the May 10, 2012 Commission meeting.

The Committee was informed by Mr. Riale that additional revisions were made by the Rules and Regulations Subcommittee in regards to the proposed Core Module 6. It was decided that core module 6 could be interchanged with a designation course. The licensee, who completed the course, would be required to request approval for the specific course to satisfy the core module 6 requirements. The core module outlines will be used as a resource for the Education Committee, to allow for subjectivity of course applications which are submitted.

Review Letters of Intent and Course Evaluations

Mr. Doyle advised the Committee that a letter of intent was submitted by Long and Foster two days after a pre-licensing course began. He advised that the course provider was made aware of the problem and took appropriate action. Ms. DeMolen made a motion, seconded by Mr. Riale to take no action on this item. Motion unanimously carried.

Mr. Doyle advised the Committee that a course evaluation was reviewed and although the overall scores were relatively high, there were a few negative student comments. After the Committee reviewed all of the comments and scores, Ms. DeMolen made a motion, seconded by Mr. Riale to take no action on this item. Motion unanimously carried

Mr. Doyle also advised the Committee that a course evaluation was reviewed and that the overall scores were mediocre and there were a vast number of negative comments. Ms. Woerner made a motion, seconded by Mr. Riale, to send an advisory letter to Theresa Minichiello, addressing their concerns in regards to her teaching methods and organizational skills. Motion carried with Mr. Burns opposed.

A motion was made by Ms. DeMolen, seconded by Mr. Riale, to accept all other letters of intent and course evaluations as submitted. Motion unanimously carried.

Review Resume from Al Hause to Fill Kent County Public Member Vacancy

The Committee reviewed the resume submitted by Al Hause to fill the Kent County Public Member Vacancy. Ms. Benson moved, seconded by Ms. DeMolen, to recommend to the Commission that Mr. Hause be appointed to the Real Estate Education Committee. Motion unanimously carried.

Discussion Regarding ARELLO Approved Instructors

Mr. Doyle informed the Committee that a Commissioner requested information about Delaware's process in regards to ARELLO Approved instructors. Ms. Williams advised the Committee that in order for a course to be approved by ARELLO, the course provider must submit documentation to ARELLO designating an instructor who holds a Certified Distance Education Instructor designation. If a course provider does not have a designated instructor who has the CDEI designation, the course will not be ARELLO approved.

Mr. Burns requested clarification regarding online courses for Delaware specific courses. Ms. Williams advised him that in the proposed revisions, it specifically states that a distance education course must be ARELLO approved, and it would ultimately be up to a course provider to design an online course for Delaware specific courses, and apply for the course to be approved in Delaware.

Correspondence

There was no correspondence for the Committee to review.

Other Business Before the Committee (for discussion only)

Ms. DeMolen reiterated the proposed regulations in regards to distance learning courses and it was requested that the Committee be e-mailed the most current proposed revisions to the rules and regulations.

Public Comment

Ms. Hudson addressed the Board with questions regarding the new modules, the process for submitting applications that will not expire until after the licensure renewal period, and the fees relating to continuing education applications. Mr. Doyle advised Ms. Hudson, that a decision has not been made for the proposed modules, because they have not been adopted in to the Commission's rules and regulations. He also informed her that neither the Committee nor the Commission has any authority for application fees and that she can address her questions or concerns to the Division of Professional Regulation.

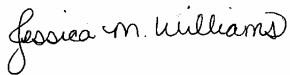
Next Scheduled Meeting

The next meeting will be held on Thursday, April 5, 2012 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. DeMolen made a motion, seconded by Mr. Doyle, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:44 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II