



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

DIVISION OF PROFESSIONAL REGULATION

PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, April 5, 2012 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	05/03/2012

MEMBERS PRESENT

Doug Doyle, Kent County, Professional Member, Chairperson
Dee Henderson Hake, Kent County, Professional Member, Vice Chairperson
Danielle Benson, New Castle County, Professional Member
Tom Burns, Kent County, Professional Member
Al Hause, Kent County, Public Member
Donna Klimowicz, New Castle County, Professional Member (9:40 a.m. – 11:16 a.m.)
Tammy Reagan, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, NCCBOR
Crystal Hudson, SCAOR

MEMBERS ABSENT

Casey Price, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member

CALL TO ORDER

Mr. Doyle called the meeting to order at 9:40 a.m.

Board introductions took place, to benefit the new Committee Member, Mr. Al Hause.

REVIEW OF MINUTES

A motion was made by Ms. Benson, seconded by Ms. Henderson Hake, to approve the March 1, 2012 minutes as presented. Motion carried with Mr. Hause, Ms. Klimowicz, and Ms. Reagan abstaining.

UNFINISHED BUSINESS

Review Previously Tabled Instructor Application for Roberta Jones

A motion was made by Mr. Burns, seconded by Ms. Reagan, to approve the previously tabled instructor application for Roberta Jones. Motion unanimously carried.

NEW BUSINESS

Review of Instructor Applications

A motion was made by Mr. Burns, seconded by Ms. Reagan, to recommend to the Real Estate Commission approval of the following item as noted below. Motion unanimously carried.

Terrence Burke Continuing Education: Legislative Update; Salesperson Core Course;
Professional Enhancement: NAR Ethics; Basic Math; Investing in Commercial Real Estate;
Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP12c Financial
Calculator; Financing; Landlord Tenant Code **Approved**

Pre-Licensing Course: Real Estate Mathematics **Approved**

Broker's Course: Real Estate Investment; Mathematics **Approved**

Review of Course Provider Applications

A motion was made by Ms. Reagan, seconded by Mr. Burns, to recommend to the Real Estate Commission tabling of the following item as noted below. Motion unanimously carried.

Course Provider: Ocean Atlantic Sotheby's

Course Title: Agent Sale Core Class – **Tabled for Delaware Real Estate Commission
Approved Salesperson Core Course Outline**
Credit Hours: 3.0

Review Student Requests for Approval of Educational Activity

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

Student Name: Phyllis Alexander
Course Title: Financing Issues and Updates **Approved**
Course Provider: The Professional Development Institute
Credit Hours: 3.0

Student Name: Phyllis Alexander
Course Title: Maryland Mandatory Ethics, Flipping and Predatory Lending **Approved**
Course Provider: The Professional Development Institute
Credit Hours: 3.0

Student Name: Phyllis Alexander
Course Title: MREC Agency – Commercial **Approved**
Course Provider: The Professional Development Institute
Credit Hours: 3.0

Student Name: Phyllis Alexander
Course Title: Productive Agents & Profitable Officers **Approved**
Course Provider: Northern Virginia Association of REALTORS School of Real Estate
Credit Hours: 4.0

Student Name: Keith O'Brien
Course Title: Introduction to Commercial Real Estate Sales **Approved**
Course Provider: The Frederick Academy of Real Estate
Credit Hours: 3.0

Student Name: Keith O'Brien
Course Title: Risk Management **Approved**
Course Provider: The Frederick Academy of Real Estate
Credit Hours: 3.0

Student Name: Keith O'Brien
Course Title: Diversity & Doing Business **Approved**
Course Provider: The Frederick Academy of Real Estate
Credit Hours: 3.0

Student Name: Helen Keech
Course Title: Appraising 2-4 Family and Multi-Family Properties **Approved**
Course Provider: Polley Associates
Credit Hours: 7.0

Student Name: Helen Keech
Course Title: Foreclosures & Short Sale Dilemmas **Approved**
Course Provider: Polley Associates
Credit Hours: 7.0

Student Name: Helen Keech
Course Title: Construction: A Changing Landscape **Approved**
Course Provider: Polley Associates
Credit Hours: 7.0

Student Name: Ryan Minnehan
Course Title: 1031 Tax Free Exchange **Approved**
Course Provider: The Real Estate Institute
Credit Hours: 3.0

Student Name: Ryan Wilner
Course Title: 1031 Tax Free Exchange **Approved**
Course Provider: The Real Estate Institute
Credit Hours: 3.0

Student Name: Karen Wilner
Course Title: 1031 Tax Free Exchange **Approved**
Course Provider: The Real Estate Institute
Credit Hours: 3.0

Student Name: Robert Walters
Course Title: Appraising 2-4 Family and Multi-Family Properties **Approved**

Course Provider: Polley Associates
Credit Hours: 6.0

Student Name: Margaret Cavanaugh
Course Title: Financing Issues Update **Approved**
Course Provider: GCAAR
Credit Hours: 3.0

Student Name: Nancy Neely
Course Title: Short Sales, Foreclosed & Neglected Properties, Property Condition Disclosure **Approved**
Course Provider: GCAAR
Credit Hours: 9.0

Student Name: William Meyer
Course Title: Financial Issues **Approved**
Course Provider: Henderson Professional Development
Credit Hours: 3.0

Student Name: William Meyer
Course Title: Commercial Real Estate Listings, Leasing & Trends **Approved**
Course Provider: Henderson Professional Development
Credit Hours: 3.0

Student Name: William Meyer
Course Title: Commercial Structures **Approved**
Course Provider: Henderson Professional Development
Credit Hours: 3.0

Review Student Requests for Approval of Educational Activity

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

Student Name: Phyllis Alexander
Course Title: Maryland Real Estate Legal Update **Denied – Maryland Specific**
Course Provider: The Professional Development Institute
Credit Hours: 3.0

Student Name: Phyllis Alexander
Course Title: MREC Broker, Branch Manager, & Team Leader Supervision **Denied – Maryland Specific**
Course Provider: Montgomery College
Credit Hours: 3.0

Student Name: Phyllis Alexander
Course Title: Brokerage Risk & Liability **Denied – Virginia Specific**
Course Provider: Northern Virginia Association of REALTORS School of Real Estate
Credit Hours: 4.0

Student Name: William Meyer
Course Title: DC Legislative Update, Rent Control & Landlord Tenants

Denied – DC Specific

Course Provider: Henderson Professional Development
Credit Hours: 3.0

Student Name: William Meyer

Course Title: DC Fair Housing and Predatory Lending **Denied – DC Specific**

Course Provider: Henderson Professional Development

Credit Hours: 3.0

Review Student Requests for Approval of Educational Activity

A motion was made by Ms. Klimowicz, seconded by Mr. Burns, to recommend to the Real Estate Commission approval of the following items as noted below. Motion carried with Ms. Reagan and Ms. Woerner opposed.

Student Name: Phyllis Alexander

Course Title: Fair Housing, Ethics, Legal Updates, Agency & Contracts for the Real Estate Professional

Approved for 5.0 Professional Enhancement Hours (not the 8.0 hours requested)

Course Provider: Northern Virginia Association of REALTORS School of Real Estate

Credit Hours: 5.0

Update from the Commission – Mr. Doyle

Mr. Doyle advised the Committee that it was discussed during the previous Commission meeting that the proposed changes to the education guidelines and changes to the required hours not move forward to a public hearing. Ultimately, the Commission decided to move forward on the proposed changes and hearings are scheduled for May 10, 2012 at 9:15 a.m. and 9:30 a.m. Mr. Doyle urged members who supported the proposed changes to attend the public hearings.

Review Letters of Intent and Course Evaluations

A motion was made by Ms. Henderson Hake, seconded by Ms. Benson, to accept the letters of intent and course evaluations as submitted. Motion unanimously carried.

Review Request to Change Course Provider Name from Harry Wooding

A motion was made by Ms. Henderson Hake, seconded by Ms. Woerner, to approve the change of the course provider name from RE/MAX Assoc. to WREG. Motion unanimously carried.

Review Resume from Sal Sedita to Fill Future New Castle County Professional Member Vacancy

The Committee reviewed the resume submitted by Sal Sedita to fill a future professional member vacancy. A vacancy will not take place until 2014; correspondence will be sent to Mr. Sedita advising him of such.

Correspondence

Review Correspondence from the Council of Residential Specialists

The Committee reviewed the correspondence submitted from the Council of Residential Specialists noting a course name change. The course provider list will be updated accordingly to reflect the change.

Other Business Before the Committee (for discussion only)

Mr. Doyle requested that it is imperative that everyone respond to Ms. Williams' e-mails regarding attendance, to ensure that there will be a quorum for all future meetings.

The Committee was advised that Mr. Tarburton has resigned from the Committee.

Public Comment

There was no public comment.

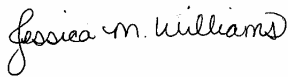
Next Scheduled Meeting

The next meeting will be held on Thursday, May 3, 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. Benson made a motion, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:28 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II