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STATE OF DELAWARE  
DEPARTMENT OF STATE

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DIVISION OF PROFESSIONAL REGULATION

<b>PUBLIC MEETING NOTICE:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, May 3, 2012 at 9:30 a.m.</b>
<b>PLACE:</b>	<b>Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware</b>

#### AMENDED AGENDA

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – April 5, 2012
- 3.0 Unfinished Business
  - 3.1 Review Donald G. Conant's Previously Tabled Course Provider Application for "Real Estate Business Planning & Marketing"
- 4.0 New Business
  - 4.1 Update from the Commission – Mr. Doyle
  - 4.2 Review of Letters of Intent and Course Evaluations
  - 4.3 Review of Instructor Applications
    - 4.3.1 Donald Conant  
Continuing Education: Salesperson Core Course(s); Professional Enhancement: Sales; Technology; Marketing; Social Media; Forecasting  
  
Pre-Licensing Course: Real Estate Sales
    - \*4.3.2 William Hurlock  
Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

\*4.3.3 Mark Randolph

Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker's Course: Financing; Mathematics

\*4.4 Review of Course Provider Application

4.4.1 Course Provider: Long & Foster Institute of Real Estate

4.4.1.1 Course Title: 99 Hour Pre-Licensing Course  
Credit Hours: 99.0

4.4.2 Course Provider: The CE Shop, Inc.

4.4.2.1 Course Title: Seniors Real Estate Specialist (SRES) Designation Course  
Credit Hours: 12.0

4.4.2.2 Course Title: RPR: Real-Time Data, Market Knowledge, Informed Customers  
Credit Hours: 3.0

4.4.2.3 Course Title: Real Estate Marketing Reboot: Innovate> Relate> Differentiate  
Credit Hours: 6.0

4.4.2.4 Course Title: e-Pro Certification Program: Day 1  
Credit Hours: 7.0

4.4.2.5 Course Title: e-Pro Certification Program: Day 2  
Credit Hours: 7.0

4.4.2.6 Course Title: At Home with Diversity  
Credit Hours: 8.0

4.4.2.7 Course Title: BPO's: The Agent's Role in the Valuation Process  
Credit Hours: 6.0

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – June 7, 2012

9.0 Adjournment

**Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:**

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

**A final amended agenda will be published to reflect any items received after the original agenda is posted.**

**Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.**

Real Estate Education Committee

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Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**