



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

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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

PUBLIC MEETING MINUTES: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, May 3, 2012 at 9:30 a.m.

**PLACE: 861 Silver Lake Boulevard, Dover, Delaware
Conference Room A**

MINUTES APPROVED 06/07/2012

MEMBERS PRESENT

Doug Doyle, Kent County, Professional Member, Chairperson
Danielle Benson, New Castle County, Professional Member
Tom Burns, Kent County, Professional Member
Donna Klimowicz, New Castle County, Professional Member (9:41 a.m. – 10:37 a.m.)
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
Ruth Briggs-King, SCAOR

MEMBERS ABSENT

Dee Henderson Hake, Kent County, Professional Member, Vice Chairperson
Al Hause, Kent County, Public Member
Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member

CALL TO ORDER

Mr. Doyle called the meeting to order at 9:35 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Benson, seconded by Ms. Woerner, to approve the April 5, 2012, minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Review Donald G. Conant's Previously Tabled Course Provider Application for "Real Estate Business Planning & Marketing"

A motion was made by Ms. Woerner, seconded by Mr. Riale, to approve the previously tabled course provider application for Donald G. Conant. Motion unanimously carried.

NEW BUSINESS

Review Letters of Intent and Course Evaluations

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

Review of Instructor Application

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

William Hurlock

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

Orientation & Real Estate Sales **Denied- Applicant is not a licensee in Delaware and courses are Delaware specific**

Update from the Commission – Mr. Doyle

Mr. Doyle advised the Committee that public hearings are scheduled for May 10, 2012 at 9:15 a.m. and 9:30 a.m., for the proposed changes to the Education Guidelines as well as the proposal to increase the required amount of continuing education hours.

Ms. Briggs-King addressed the Committee with concerns regarding the proposed changes to the Education Guidelines. She stated that provider, school, and organization are not defined in the regulations and clarification may be needed. Ms. Briggs-King also stated that the Department of Public Instruction is now the Department of Education. She advised the Committee that Sussex County Association of Realtors may be submitting written comments to address the preceding concerns for the public hearing.

Review of Instructor Applications

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

Donald Conant

Approved

Continuing Education: Salesperson Core Course(s); Professional Enhancement: Sales; Technology; Marketing; Social Media; Forecasting

Pre-Licensing Course: Real Estate Sales

Mark Randolph

Approved

Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker's Course: Financing; Mathematics

Review of Course Provider Applications

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

Course Provider: Long & Foster Institute of Real Estate

Course Title: 99 Hour Pre-Licensing Course **Approved**
Credit Hours: 99.0

Course Provider: The CE Shop, Inc.

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

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

Course Title: Real Estate Marketing Reboot: Innovate, Relate, Differentiate **Approved**
Credit Hours: 6.0

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

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

Course Title: At Home with Diversity **Approved**
Credit Hours: 8.0

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

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

Course Provider: The CE Shop, Inc.

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

Correspondence

There was no correspondence.

Other Business Before the Committee (for discussion only)

There was no other business before the Committee.

Public Comment

There was no public comment.

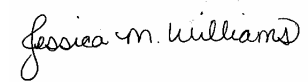
Next Scheduled Meeting

The next meeting will be held on Thursday, June 7, 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. Woerner made a motion, seconded by Ms. Klimowicz, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:37 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Jessica M. Williams".

Jessica M. Williams
Administrative Specialist II