



Posted 12/30/2014 JW  
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CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE**  
**REAL ESTATE COMMISSION**

TELEPHONE: (302) 744-4500  
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WEBSITE: [DPR.DELAWARE.GOV](http://DPR.DELAWARE.GOV)  
EMAIL: [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us)

**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, January 8, 2015 at 9:30 a.m.**

**PLACE: Division of Professional Regulation**  
861 Silver Lake Boulevard, Cannon Building  
**Second Floor Conference Room A**  
Dover, Delaware

**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 – December 4, 2014
- 3.0 Unfinished Business
  - 3.1 Post-Renewal Continuing Education Audit
  - 3.2 Review Draft Correspondence Regarding Knowledge-Based Learning
  - 3.3 Review Previously Tabled Instructor Application for James Madgey
- 4.0 New Business
  - 4.1 Update from the Commission – Ms. Klimowicz
  - 4.2 Review of Course Provider Applications
    - 4.2.1 Course Provider: McKissock, LP
      - 4.2.1.1 Course Title: Homeowner's Flood Insurance – Coastal Region Specific  
Credit Hours: 4.0  
Module: 7
      - 4.2.1.2 Course Title: Short Sales and Foreclosures  
Credit Hours: 3.0  
Module: 7
    - 4.2.2 Course Provider: The CE Shop, Inc.
      - 4.2.2.1 Course Title: Discovering Commercial Real Estate  
Credit Hours: 3.0  
Module: 7

- 4.2.3 Course Provider: The Frederick Academy of Real Estate
  - 4.2.3.1 Course Title: Module 6: Residential Leasing  
Credit Hours: 3.0  
Module: 3
  - 4.2.3.2 Course Title: Module 6: Property Management  
Credit Hours: 3.0  
Module: 6
  - 4.2.3.3 Course Title: Module 7: Short Sales Done the Right Way  
Credit Hours: 3.0  
Module: 7
- 4.2.4 Course Provider: Wooding Real Estate Group
  - 4.2.4.1 Course Title: Agency & Fair Housing “Today, Tomorrow & Yesterday”  
Credit Hours: 3.0  
Module: 1
  - 4.2.4.2 Course Title: Professional Standards “The Gold Standard”  
Credit Hours: 3.0  
Module: 2
  - 4.2.4.3 Course Title: Write it Right- Real Estate Documents Done Right!  
Credit Hours: 3.0  
Module: 3
  - 4.2.4.4 Course Title: Office Management Overview “What Every Agent Needs to Know”  
Credit Hours: 3.0  
Module: 4
  - 4.2.4.5 Course Title: Flood Insurance and the Chesapeake Watershed  
Credit Hours: 3.0  
Module: 5
  - 4.2.4.6 Course Title: Lead Paint, Radon, Mold & Other Environmental Issues in Real Estate  
Credit Hours: 3.0  
Module: 6
- \*4.2.5 Course Provider: Real Estate Institute of Delaware
  - 4.2.5.1 Course Title: Ethics & Arbitration: What You Should Know  
Credit Hours: 3.0  
Module: New Licensee Module 1
- \*4.2.6 Course Provider: Ward & Taylor, LLC
  - 4.2.6.1 Course Title: Legislative Landmines  
Credit Hours: 3.0  
Module: 5

4.3 Review of Instructor Applications

4.3.1 Louis Centrella  
Broker's Course: Financing

4.3.2 William Lucks  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Finance, Mortgage Finance

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

4.3.3 Eugene Millman  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Blue Print for Success, Generational Selling/Social Media, Perfecting Your Listing Presentation, NAR's At Home With Diversity, All GRI Courses

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

4.3.4 Toni Wilhite  
Continuing Education: Continuing Education Module 7 – Mortgage Process/Financing

Pre-Licensing Course: Real Estate Mathematics

4.3.5 Henry Wooding  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Running Real Estate as a Business, Cool Tech Tools

\*4.3.6 Denise McCormick  
Continuing Education: Continuing Education Module 6; Continuing Education Module 7 – Short Sale, Pre-Foreclosure, Distressed Property (1 Class)

\*4.3.7 William McCormick  
Continuing Education: Continuing Education Module 6; Continuing Education Module 7 – Short Sale, Pre-Foreclosure, Distressed Property (1 Class)

4.4 Election of Officers

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

- 7.0 Public Comment
- 8.0 Next Meeting – February 5, 2015 at 9:30 a.m.
- 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.

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.**