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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, April 2, 2015 at 9:30 a.m.

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

MINUTES APPROVED: 05/07/2015

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Tom Burns, Kent County, Professional Member, Vice Chairperson
Danielle Benson, New Castle County, Professional Member
Barbara Brodoway, New Castle County, Public Member
Donna Klimowicz, New Castle County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Doug Doyle, Kent County, Professional Member

ALSO PRESENT

Sandy Fader
Deirdre McCartney, Smith, McCartney & Owens
Lisa Somelofske, Delaware Association of REALTORS®
Buddy West, Emory Hill Residential

CALL TO ORDER

Mr. Riale called the meeting to order at 9:42 a.m.

NEW BUSINESS

Review of Course Provider Applications

Ms. Benson moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of Realtors School

Course Title: Effective Negotiating for Real Estate Professionals **Approved**

Credit Hours: 6.0

Modules: 6 & 7

Course Title: Real Estate Marketing Reboot **Approved**

Credit Hours: 6.0

Modules: 6 & 7

Course Provider: Council of Residential Specialists

Course Title: CRS 120 "Converting Leads into Closings" **Approved**

Credit Hours: 8.0

Modules: 6 & 7

Course Title: CRS 121 "Win –Win Negotiation Techniques" **Approved**

Credit Hours: 8.0

Modules: 6 & 7

Course Title: CRS 122 "Building a Team to Grow Your Business" **Approved**

Credit Hours: 8.0

Modules: 6 & 7

Course Title: CRS 200 "Business Planning & Marketing for the Residential Specialist" **Approved**

Credit Hours: 16.0

Modules: 6 & 7

Course Title: CRS 201 "Listing Strategies for the Residential Specialist" **Approved**

Credit Hours: 16.0

Modules: 6 & 7

Course Title: CRS 202 "Effective Buyer Sales Strategies" **Approved**

Credit Hours: 16.0

Modules 6 & 7

Course Title: CRS 205 "Financing Solutions to Close the Deal" **Approved**

Credit Hours: 16.0

Modules: 6 & 7

Course Title: CRS 206 "Technologies to Advance Your Business" **Approved**

Credit Hours: 16.0

Modules: 6 & 7

Course Provider: Keller Williams Realty

Course Title: Ethics & Arbitration: What You Should Know **Approved**

Credit Hours: 3.0

Module: New Licensee Module 1

Course Title: Basics of Buyer Representation **Approved**

Credit Hours: 3.0

Module: New Licensee Module 2

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Course Title: Basics of Seller Representation **Approved**
Credit Hours: 3.0
Module: New Licensee Module 3

Course Title: Professionalism "Doing the Right Thing When No One is Looking" **Approved**
Credit Hours: 3.0
Module: New Licensee Module 4

Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Ethics & Arbitration **Approved**
Credit Hours: 3.0
Module 2 or 7

Course Title: The Paper Chase: The Ins and Outs **Approved**
Credit Hours: 3.0
Module: 3

Course Title: So You Want to be a Broker **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Basics of Seller Representation **Approved**
Credit Hours: 3.0
Module: 6 or 7

Course Title: Basics of Buyer Representation **Approved**
Credit Hours: 3.0
Module: 6 or 7

Course Title: Professionalism "Doing the Right Thing When No One is Looking" **Approved**
Credit Hours: 3.0
Module: 7

Course Title: What's Under Your House? **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Long & Foster Institute of Real Estate
Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: NAR Quadrennial Code of Ethics **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Delaware Statewide Agreement of Sale **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Using the Tax Deferred Exchange **Denied – Course Must be at Least 3 Hours**

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Credit Hours: 1.0
Module: 6 or 7

Course Title: Assisting the Internet Customer **Denied – Course Must be at Least 3 Hours**
Credit Hours: 1.0
Module: 7

Course Title: Tax Implications for Buyers and Sellers of Real Property **Denied – Course Must be at Least 3 Hours**
Credit Hours: 1.0
Module: 7

Course Title: FHA 203 (K) Renovation Loan Program **Approved**
Credit Hours: 3.0
Module: 7

Course Title: How to Have a Smooth Settlement **Approved**
Credit Hours: 3.0
Module: 7

Course Title: How to Sell a Short Sale **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Negotiating **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Understanding Addenda and When to Use **Approved**
Credit Hours: 3.0
Modules: 3 or 7

Course Provider: Real Estate Institute of Delaware
Course Title: Basics of Buyer Representation **Approved**
Credit Hours: 3.0
Module: New Licensee Module 2

Course Title: Basics of Seller Representation **Approved**
Credit Hours: 3.0
Module: New Licensee Module 3

Course Title: Professionalism in Your Career **Approved**
Credit Hours: 3.0
Module: New Licensee Module 4

Course Provider: RHIS Training
Course Title: Construction and Those Dreadful Wood Destroying Insects **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Environmental Issues **Approved**
Credit Hours: 3.0
Module: 7

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Course Title: How to Complete the Listing Sheet **Approved**
Credit Hours: 3.0
Module: 7

Course Title: How to Stop the Home Inspection from Killing the Transaction **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Stucco – The Nitty Gritty **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Sussex County Association of REALTORS®
Course Title: Introduction to Commercial Real Estate **Approved**
Credit Hours: 3.0
Module: 6

Course Title: What's Under Your House? **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: The CE Shop, Inc.
Course Title: Accredited Buyer's Representative (ABR) Designation Course **Approved for Modules 6 & 7**
Credit Hours: 12.0
Module: 6 & 7

Course Title: Expanding Housing Opportunities **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Home Sweet (Second) Home: Vacation, Investment, Luxury Properties **Approved**
Credit Hours: 6.0
Module: 7

Course Title: New-Home Construction and Buyer Representation: Professionals, Product, Process
Approved for Modules 6 & 7
Credit Hours: 6.0
Module: 6 & 7

Course Title: Personal Safety **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Residential Property Management Essentials **Denied - Course Outline was not Submitted**
Credit Hours: 3.0
Module: 7

Course Title: Seller Representative Specialist (SRS) Designation Course **Approved for Modules 6 & 7**
Credit Hours: 12
Module: 7
Course Title: Short Sales & Foreclosures: What Real Estate Professionals Need to Know **Approved**
Credit Hours: 6.0
Module: 7

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Course Provider: Delaware Valley Chapter of the Counselors of Real Estate

Course Title: Real Estate Symposium **Approved for Module 7 Only, Not Module 6 as Requested**

Credit Hours: 7.0

Module: 7

Course Provider: Howard G. (Buddy) West

Course Title: Capturing the Military Market, Active Duty & Veterans **Approved**

Credit Hours: 3.0

Module: 6

Course Title: You Too Can Serve **Approved for Module 7 Only, Not Module 6 as Requested**

Credit Hours: 3.0

Module: 7

Course Provider: NBI, Inc. DBA National Business Institute

Course Title: Land Use Law: Current Issues in Subdivision, Annexation & Zoning **Approved for Modules 6 or 7**

Credit Hours: 6.0

Module: 6 or 7

Course Provider: New Castle County Board of REALTORS®

Course Title: Module 2 – Let's Get it Right **Approved**

Credit Hours: 3.0

Module: 2

Course Title: Module 7 – Short Sale, Pre-Foreclosure & Distressed Property **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Module 7 – Stucco – The Nitty Gritty **Approved**

Credit Hours: 3.0

Module: 7

Review of Instructor Applications

Ms. Benson moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Arlene Benton **Approved Contingent upon Receipt of Resume**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6

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

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

George Brancati **Approved Contingent upon Receipt of Resume**

Pre-Licensing Course: Real Estate Law

Ms. Benson moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Eric Braunstein **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation; Real Estate Sales

Dominic Cardone **Approved**

Continuing Education: Continuing Education Modules 1; 2; 3; 6; 7 – ABR, Green 100; Green 200; Green 300; Ethics; Agency; Short Sales; Standard Forms; RE Marketing Reboot; SRES

Michael Haritos **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7

Pre-Licensing Course: Orientation; Real Estate Sales

Patricia Moyer **Approved**

Continuing Education: Continuing Education Modules 2, 6, 7 – Professional Enhancement; Green 100; Green 200; Green 300; Short Sales; Seller Representation; Ethics; ABR; SRES; Sustainable Housing and Building Green; Effective Negotiating; Networking & Referral Systems

William Patterson **Approved**

Continuing Education: Continuing Education Modules 4 – 6; Continuing Education Module 7 – Real Estate Investment Fundamentals; Charitable Gifting Through the Donation of Real Estate

Broker's Course: Real Estate Investment

Vincent White **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Property Management; Doing Business in Incorporated Areas; Residential Leasing; Intro to Commercial Real Estate; Risk Management Strategies

Pre-Licensing Course: Orientation; Real Estate Sales

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

Howard West **Approved**

Continuing Education: New Licensee Modules 2- 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Working with Millennials; Military Residential Specialist; Going from 50 to 10 Units

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Ethics; Real Estate Investment

Debra Young **Approved**

Continuing Education: Continuing Education Module 7 – Selling/Marketing to Older Adult Buyers Looking to Age in Place; Selling/Marketing to Buyers with Disabilities

Ms. Brodoway moved, seconded by Klimowicz, to recommend denial, of the following item as noted below. Motion unanimously carried.

Angela Emerson **Denied – Does Not Have 5 Years' Experience in Real Estate**

Continuing Education: New Licensee Module 1; Continuing Education Modules 2 & 4; Continuing Education Module 7 – Finance

REVIEW OF MINUTES

Mr. Burns moved, seconded by Ms. Brodoway, to approve the February 5, 2015 minutes as presented. Motion carried with Ms. Woerner abstaining.

Mr. Rushe moved, seconded by Ms. Benson, to approve the February 5, 2015 subcommittee minutes with a correction to the start time. Motion unanimously carried.

Post-Renewal Continuing Education Audit

The Committee continued to review the post-renewal continuing education audits off the record.

NEW BUSINESS

Update from the Commission – Mr. Riale

Mr. Riale advised the Committee that the Commission approved the recommendations regarding the course providers and instructors during their February 12, 2015 meeting. He reported that the Commission had inquiries regarding testing requirements and mechanisms for continuing education courses.

Ms. Benson informed the Committee that she attended both the Commission meeting as well as their Legislative Committee meeting on February 12, 2015. She reported that the recommendations to limit online continuing education were discussed by the Legislative Committee, and that moving forward with the proposal did not look promising.

Discussion Regarding ARELLO Standards and Certification

Mr. Burns advised the Committee that Mr. Harrington invited him to attend the March Legislative Committee meeting to discuss why he was opposed to limiting the online education. Mr. Burns attended the Legislative Committee meeting, providing a brief synopsis of the reasoning behind the recommendations. He also provided the members with the information that he obtained from ARELLO regarding timing mechanisms and the difficulty ratings that ARELLO assigns.

Mr. Burns reported that ARELLO currently has three difficulty levels: basic, intermediate, and advanced. According to ARELLO, Delaware does not currently have a timing mechanism in place for online continuing education. He advised the Committee that the regulations would need to be updated to address timing mechanisms for online courses. He suggested that the Committee thoroughly consider the course content for online classes, as well as the difficulty rating, prior to rendering a decision.

Mr. Burns advised the Committee that the Legislative Committee did not vote on the recommendation which would place limitations on online continuing education, as they requested that additional research be conducted.

Mr. Riale requested that the Committee brainstorm different ideas to address online continuing education, during their May 7, 2015 meeting. Ms. Benson volunteered to contact online CE providers to see how the courses can be modified to meet the requirements of Delaware.

Review and Consider Letters of Interest for Sussex County Public Member Vacancy

Ms. Kelly advised the Committee that they received two letters of interest for the Sussex county public member vacancy. Ms. Kelly provided a brief overview of the regulatory changes that became effective in 2013. She advised the Committee there are two separate sections of the Education Guidelines that need to be considered, Rule 3.1 and Rule 3.3. The rules of interpretation require that the provisions be read together to give effect to all the language, and that the Committee cannot ignore one provision in favor of another. Ms. Kelly advised the Committee that it is her legal opinion that there is no vacancy at this time;

and that it was the intent that the Committee composition come into alignment with the guidelines through the process of attrition.

It was requested that a discussion regarding Committee composition and upcoming vacancies be placed on the May 7, 2015 agenda.

The Committee took no action at this time, correspondence will be sent to the two individuals who submitted letters of interest, thanking them for their interest, and advising them that there are no vacancies at this time.

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

Mr. West thanked the Committee for reviewing and recommending approval of his applications.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

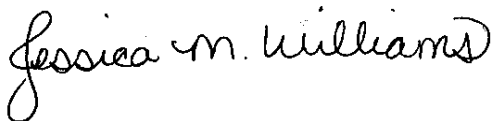
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, May 7, 2015 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, Mr. Rushe moved, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 12:11 p.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II