



CANNON BUILDING  
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**STATE OF DELAWARE**  
**REAL ESTATE COMMISSION**

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<b>PUBLIC MEETING NOTICE:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, January 5, 2017 at 9:30 a.m.</b>
<b>PLACE:</b>	<b>Division of Professional Regulation</b> 861 Silver Lake Boulevard, Cannon Building <b>Second Floor Conference Room A</b> Dover, Delaware
<b>MINUTES FOR APPROVAL:</b>	February 2, 2017

**MEMBERS PRESENT**

Donna Klimowicz, New Castle County, Professional Member  
Denise Tatman, Sussex County, Public Member  
Virgil Bullis, Professional Member, Sussex County  
Elaine Woerner, New Castle County, Professional Member  
Debbie Oberdorf, Kent County, Professional Member  
Chrissy Steele,  
Michael Rushe, Kent County, Public Member (entered at 10:35 a.m.)

**MEMBERS ABSENT**

Tom Burns, Kent County, Professional Member, Chairperson, Presiding  
Barbara Brodoway, New Castle County, Public Member

**DIVISION STAFF**

Nicole Williams, Administrative Specialist III  
Eileen Kelly, Deputy Attorney General

**OTHERS PRESENT**

None

**CALL TO ORDER**

Ms. Klimowicz called the meeting to order at 9:34 a.m.

**REVIEW OF MINUTES**

Mr. Rushe moved, seconded by Mr. Bullis to approve the minutes from the December 1, 2016 meeting.  
Motion carried unanimously.

**UNFINISHED BUSINESS**

No Unfinished Business

**NEW BUSINESS**

UPDATE from the Commission

Ms. Williams provided the Commission meeting update. The Commission held their public rules and regulations hearing which the Commission adopted the proposed amendments to the rules and regulations. The Commission proposed revisions to provide that licensees are required to update their addresses with the Division of Professional Regulation and a failure to do so will not excuse that licensee from discipline for continuing education or violations. Section 15.0 has been amended to omit certain crimes not related to the practice of the real estate and thereby will eliminate unjustified barriers to licensure. After the hearing the Commission discussed establishing comparable language in the Education Guidelines that pertaining to members attending meetings for continuing education (CE) credit. The Division's Director, Mr. Mangler had concerns about Commission members obtaining all CE from attendance for only meetings, therefore exempting them from having to complete Modules 1 to 7 that are required for all other licensees. The Commission approved the Committee's report from November and December.

### **Review of Course Provider Applications**

Mr. Woerner moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

#### **The CE Shop, Inc.**

Course Title: Advocating for Short Sale Clients      **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Breaking Barriers: Fair Housing      **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Sign Here: Contract Law on E-Signatures      **Approved**

Module(s): 7

Credit Hours: 3.0

#### **CK Capital Management Corp**

Course Title: Salespersons Guide to Navigating Short Sale, Pre-Foreclosure, and Distressed Property Sales      **Approved**

Module(s): 7

Credit Hours: 3.0

**New Castle County Board of REALTORS®**      **Approved**

Course Title: Risk Management

Module(s): 4

Credit Hours: 3.0

**Association of Realtors School**      **Approved**

Course Title: Accredited Luxury Home Specialist (ALS)

Module(s): 6 and 7

Credit Hours: 6.0

Course Title: Real Estate Investing      **Approved**

Module(s): 6 and 7

Credit Hours: 6.0

#### **Delaware School of Real Estate**

Course Title: Agency & Fair Housing      **Approved**

Module(s): 1

Credit Hours: 3.0

Course Title: Code of Ethics **Approved**

Module(s): 2

Credit Hours: 3.0

Course Title: Understanding the Agreement of Sale **Approved**

Module(s): 3

Credit Hours: 3.0

Course Title: Disclosures **Approved**

Module(s): 3

Credit Hours: 3.0

Course Title: Real Estate Jeopardy – Real Estate Documents & Practices **Approved**

Module(s): 3

Credit Hours: 3.0

Course Title: Real Estate Jeopardy – Office Management & Legislative Issues **Approved**

Module(s): 4

Credit Hours: 3.0

Course Title: Risk Management **Approved**

Module(s): 4

Credit Hours: 3.0

Course Title: Disclosures **Approved**

Module(s): 5

Credit Hours: 3.0

Course Title: Real Estate Jeopardy – Office Management & Legislative Issues **Approved**

Module(s): 5

Credit Hours: 3.0

Course Title: Real Estate Jeopardy – Real Estate Documents & Practices **Approved**

Module(s): 6

Credit Hours: 3.0

Course Title: Short Sales **Approved**

Module(s): 6

Credit Hours: 3.0

Course Title: Differences Between DE & PA Transactions **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: The Code of Ethics **Approved**

Module(s): New Licensee Module 1

Credit Hours: 3.0

Course Title: The Agreement of Sale **Approved**

Module(s): New Licensee Module 2

Credit Hours: 3.0

Course Title: Real Estate Documents and Seller Representation      **Approved**  
Module(s): New Licensee Module 3  
Credit Hours: 3.0

Course Title: Agent Etiquette      **Approved**  
Module(s): New Licensee Module 4  
Credit Hours: 3.0

International Association of Certified Home Inspectors  
Course Title: Saving Home Energy for Real Estate Professionals      **Approved**  
Module(s): 7  
Credit Hours: 3.0

International Right of Way Association  
Course Title: Eminent Domain Law Basics for the Right of Way Professional, C-803      **Approved**  
Module(s): 5 or 6  
Credit Hours: 16

Course Title: United States Land Titles, C-801      **Approved**  
Module(s): 6  
Credit Hours: 16

Course Title: Easement Valuation, C-802      **Approved**  
Module(s): 6  
Credit Hours: 8.0

**Review of Instructor Applications**

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

William McCormick      **Approved**  
Continuing Education Modules: 6, 7-Short Sale, Pre-Foreclosure & Distressed Property (1Class)

Denise McCormick      **Approved**  
Continuing Education Modules: 6, 7-Short Sale, Pre-Foreclosure & Distressed Property (1Class)

Eric Rehling      **Approved**  
Continuing Education Modules: 6, 7-Accredited Luxury Home Specialist, RE Investing

Christine Cardone      **Approved**  
Continuing Education Modules: 7-ABR, SFR, and SRES Designations

Tom Schoenbeck      **Approved**  
Pre-Licensing Course(s): Orientation, Real Estate Sales, Real Estate Mathematics

James Madgey      **Approved**  
Pre-Licensing Course(s): Real Estate Mathematics

Etta Mayers      **Approved**  
Pre-Licensing Course(s): Real Estate Law

Raymond Howd     **Approved**  
Continuing Education Module(s): 3, 5, 6

Eugene Millman     **Approved**  
New Licensee Module(s): 1, 2, 3,4  
Continuing Education Module(s): 1, 2, 3, 4, 6, 7-Crossing the Generational Divide, Perfecting Your Listing Presentation, All GRI Courses: At Home w/Diversity, Blue Print to Success, Practitioner Guide AOS, 10 Habits to Refocus Your Career  
Pre-Licensing Course(s): Orientation, Real Estate Sales  
Broker's Course(s): Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Financing, Ethics, Real Estate Investment

**CORRESPONDENCE**

No Correspondence

**OTHER BUSINESS BEFORE THE COMMITTEE** (for discussion only)

Ms. Klimowicz advised that the Committee needs to elect new officers. Ms. Tatman moved, seconded by Ms. Woerner, to elect Barbara Brodoway as the new Chair and Michael Rushe as the new Vice-Chair. Motion unanimously carried.

**PUBLIC COMMENT**

There was no public comment

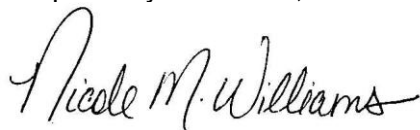
**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday February 2, 2017 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. Klimowicz moved, seconded by Mr. Rushe, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:56 a.m.

Respectfully submitted,



Nicole M. Williams  
Administrative Specialist III