


Posted: 1/26/2017 NW
Re-Posted: 2/1/2017 NW




CANNON BUILDING
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STATE OF DELAWARE

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

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Amended Agenda

(Amended items are noted with an asterisk)

I. Call to Order

II. Review and Approval of Minutes - January 5, 2017

III. Unfinished Business

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Applications*
 - 1. Long & Foster Institute of Real Estate
 - a. Course Title: Flood 101-Taking the fear out of flood
 - b. Course Title: Short Sales - Pre-Foreclosure and Distressed Property
 - 2. RHIS Training
 - a. Course Title: Environmental Issues
 - b. Course Title: How to Complete the Listing Sheet
 - c. Course Title: How to Stop the Home Insepction from Killing the Transaction
 - d. Course Title: Stucco-The Nitty Gritty
 - e. Course Title: The Exterior of the Home
 - f. Course Title: The Interior of the Home
 - g. Course Title: Understanding Specialty Inspections & the Results
 - h. Course Title: Understanding Older Homes & Their Peculiarities
 - i. Course Title: New Construction & Prelist Inspections

3. New Castle County Board of REALTORS
 - a. Course Title: Short Sale, Pre-Foreclosure and Distressed Property
 - b. Course Title: Module 2-Professional Standards
 - c. Course Title: The Agony, Ecstasy & Ethics of Co-Broking
4. McKissock, LLC
 - a. Course Title: Real Estate Safety: Protect Yourself and Your Clients
 - b. Course Title: Finding Your Focus: Niche Marketing for Real Estate
5. Century 21 Gold Key Realty
 - a. Course Title: The Agreement of Sale
 - b. Course Title: Cause & Conflict Resolution
 - c. Course Title: Legislative Update
 - d. Course Title: Practical Tips for Listing Agents
6. International Right of Way Association
 - a. Course Title: Problem in the Valuation of Partial Acquisitions C431
 - b. Course Title: The Valuation of Partial Acquisitions C421
7. Ward & Taylor, LLC*
 - a. Course Title: Legislative Landmines
 - b. Course Title: 2017 Hot Topics in Real Estate
 - c. Course Title: Ethics
 - d. Course Title: First Time Home Buyers - Guiding a Buyer into a First Home
 - e. Course Title: Understanding the Agreement of Sale
 - f. Course Title: Risk Management
 - g. Course Title: Current Issues in Agency Law
 - h. Course Title: Legislative Landmines
 - i. Course Title: Practical Tips for Listing Agents
 - j. Course Title: Don't Let Your Sale Fall Apart (and what to do if it does)
 - k. Course Title: Quirks in Real Estate
 - l. Course Title: Differences Between DE and PA Transactions
8. WREG
 - a. Course Title: Agency & Fair Housing
 - b. Course Title: The Gold Standard-Professional Standards for RE Professionals
 - c. Course Title: Write it Right
 - d. Course Title: Overview of Office Management
 - e. Course Title: National Issues-CFPB & FEMA Changes
 - f. Course Title: Chesapeake Watershed & FEMA Changes
 - g. Course Title: Environmental Concerns
 - h. Course Title: Rentals-What Every Agent Should Know Commercial, Seasonal, Year Round
 - i. Course Title: Running RE as a Business
 - j. Course Title: Understanding Generational Selling
9. Kent County School of Real Estate
 - a. Real Estate Pre-Licensing Course

10. Real Estate Institute of Delaware
 - a. Course Title: Associate Broker and Broker Licensing Course
- C. Review of Instructor Applications*
 1. Danielle Benson
 2. Richard Horton, III
 3. Richard Pino
 4. Edward Adams
 5. Michael Morton
- D. Review of Student Request for CE Approval*
 1. Kevin McGowen
- E. DREC Education Committee Request - Sal Sedita

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - March 2, 2017

IX. 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 IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.