



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

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, March 2, 2017 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES FOR APPROVAL:	April 6, 2017

MEMBERS PRESENT

Barbara Brodoway, New Castle County, Public Member, Chairperson
Michael Rushe, Kent County, Public Member, Vice-Chairperson
Donna Klimowicz, New Castle County, Professional Member
Elaine Woerner, New Castle County, Professional Member
Chrissy Steele, Sussex County, Professional Member
Tom Burns, Kent County, Professional Member
Denise Tatman, Sussex County, Public Member
Virgil Bullis, Sussex County Professional Member

MEMBERS ABSENT

Debbie Oberdorf, Kent County, Professional Member

DIVISION STAFF

Nicole Williams, Administrative Specialist III

OTHERS PRESENT

None

CALL TO ORDER

Ms. Brodoway called the meeting to order at 9:50 a.m.

REVIEW OF MINUTES

Mr. Rushe moved, seconded by Ms. Woerner, to approve the minutes from the February 2, 2017 meeting as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Review of Tabled Application for Kent County School of Real Estate

The Committee reviewed the tabled application for the Real Estate Pre-Licensing Course and determined to table the application again for the correct pre-licensing course outline. Ms. Williams will email Charlie Martin directly to obtain the correct course outline.

Discussion on NAR Ethics and amendment of the certificate for Module 2

Ms. Brodoway recapped that previous discussion on this matter was concerning when the Committee approves a Module 2 course for ethics the Committee is not providing any opinion or judgement as to whether that course also complies with the National Association of Realtors ("NAR") ethics requirements. The Committee determined that they do not have the ability of approving courses for Module 2 ethics where the course states it is NAR ethics approved; the course is only approved for Committee purposes. Mr. Burns moved, seconded by Ms. Woerner, for Ms. Brodoway and Mr. Burns to compose a draft email and standard informational letter regarding NAR approved ethics courses that will be sent to with all course approvals. By unanimous vote, the motion carried. The Committee will review the draft email and letter at their next scheduled meeting.

NEW BUSINESS

UPDATE from the Commission

Ms. Brodoway advised that the Commission meeting was canceled last month due to lack of quorum because of the weather.

Review of Course Provider Applications

Mr. Burns moved, seconded by Mr. Rushe to amend the agenda to add one additional course provider application for Delaware Chapter of the NAHRO. By unanimous vote, the motion carried.

Jack Lingo, Inc., REALTOR

Hot Topics and Hot Issues in the Rental Arena **Approved**
Module(s): 5 or 6 or 7
Credit Hours: 3.0

Sussex County Association of REALTORS

Course Title: Safety Course for the Real Estate Professional **Approved**
Module(s): 7
Credit Hours: 3.0

Course Title: Residential and Property Management **Approved**
Module(s): 1, 3, 6
Credit Hours: 3.0 each

Course Title: Introduction to Commercial Real Estate **Approved**
Module(s): 6
Credit Hours: 3.0

Course Title: Commercial Leasing Contracts **Approved**
Module(s): 6
Credit Hours: 3.0

Course Title: Real Estate Auctions **Approved**
Module(s): 6 or 7
Credit Hours: 3.0

Course Title: Consumer Decision Journey **Approved**
Module(s): 7
Credit Hours: 3.0

Course Title: Post Foreclosure Settlements **Approved**
Module(s): 7
Credit Hours: 3.0

Course Title: Being a Prepared Tenant in Delaware **Approved**
Module(s): 5 or 6 or 7
Credit Hours: 3.0

Course Title: Home Inspection 1.0 **Approved**
Module(s): 7
Credit Hours: 3.0

New Castle County Board of REALTORS

Course Title: Environmental Issues and The Real Estate Transaction **Approved**
Module(s): 7
Credit Hours: 3.0

McKissock, LLC

Course Title: Going Green: Elements of an Eco-Friendly Home **Approved**
Module(s): 7
Credit Hours: 3.0

Premier School of Real Estate

Course Title: Delaware Pre-Licensing Course **Tabled**
Pre-Licensing Course
Credit Hours: 99.0

WREG

Course Title: Agency & Fair Housing "Today, Tomorrow & Yesterday" **Denied**
Module(s): 1
Credit Hours: 3.0

Real Estate Institute of Delaware

Course Title: Basics of Buyer Representation **Approved**
Module(s): New Licensee Module 2
Credit Hours: 3.0

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

AmeriSpec Inspection Service

Course Title: Environmental Issues & The Real Estate Transaction **Approved**
Module(s): 7
Credit Hours: 3.0

The CE Shop, Inc.

Course Title: Personal Safety **Denied**
Credit Hours: 3.0

Course Title: Accredited Buyer's Representative Designation Course **Approved**
Module(s): 6 or 7
Credit Hours: 6.0

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

Course Title: Home Sweet (Second) Home: Vacation, Investment, Luxury Properties **Approved**
Module(s): 7
Credit Hours: 3.0 only

Course Title: New-Home Construction & Buyer Representation: Professionals,
Product, Process **Approved**
Module(s): 6 or 7
Credit Hours: 6.0

Course Title: Seller Representative Specialist (SRS) Designation Course **Approved**
Module(s): 6 or 7
Credit Hours: 12.0

Course Title: Short Sales and Foreclosures: What Real Estate Professionals
Need to Know **Approved**
Module(s): 7
Credit Hours: 6.0

Review of Instructor Applications

Ms. Woerner moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. By unanimous vote, the motion carried.

Eric Braunstein **Approved**
Newly Licensed Salesperson Module(s): Modules 1-4

Continuing Education: Modules 1-6

Pre-Licensing Course(s): Orientation, Real Estate Sales

Vincent White **Approved**
Continuing Education Core Course Modules for Newly Licensed Salesperson Module(s): New Licensee
Modules 1-4

Continuing Education: Modules 1-6, 7: Property Management, Investment Sales, Commercial Real Estate 101, Unlock Your Real Estate Mind, Residential Rental Basics

Pre-Licensing Course(s): Orientation, Real Estate Sales

Broker's Course(s): Brokerage, Real Estate Documents, Valuing Real Property, Ethics, Real Estate Investment

Angela Emerson **Approved**
Newly Licensed Salespersons Module(s): 1, 4
Continuing Education: Modules 2, 4, 6, 7: Safety, Finance, Human Resources
Pre-Licensing Course(s): Orientation

Broker's Course(s): Ethics

Erica Wolfe **Denied**
Pre-Licensing Course(s): Real Estate Law

CORRESPONDENCE

There was no correspondence for review of discussion.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Burns will be attending the Commission meeting to discuss the sellers disclosure forms that were drafted. Ms. Brodoway will also attend to provide her legal opinion on the forms as well as any comments from Mr. Andy Taylor.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday April 6, 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, Mr. Burns moved, seconded by Ms. Brodoway, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:00 a.m.

Respectfully submitted,



Nicole M. Williams
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.