

**Real Estate Education Committee**

**04/06/2017 09:30 AM**

861 Silver Lake Blvd., Cannon Building  
Second Floor Conference Room A  
Dover, DE 19904

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

**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 - March 2, 2017**

**III. Unfinished Business**

- A. Review of Tabled Application(s)
  - 1. Kent County School of Real Estate
  - 2. Premier School of Real Estate
- B. Review of draft notification for NAR Ethics

**IV. New Business**

- A. Update from Commission
- B. Review of Course Provider Application(s)
  - 1. CMPS Institute, LLC
    - a. Cash Flow Planning for Real Estate Investors
    - b. Mortgage Math Camp
    - c. Mortgage & Real Estate Taxation
  - 2. Long & Foster Institute of Real Estate
    - a. Agency & Fair Housing
    - b. NAR Biennial Code of Ethics
    - c. Delaware State Wide Agreement of Sale
    - d. Understanding the Addenda and When to Use
    - e. Renovation Lending
    - f. How to Have a Smooth Settlement
    - g. How to Sell a Short Sale
    - h. Negotiating
    - i. Ultimate Real Estate Professionalism
  - 3. Sussex County Association of REALTORS
    - a. Bridging the Generation Gap

4. McKissock, LLC
    - a. A Day in the Life of a Buyer Agent
  5. Servpro Industries, Inc.
    - a. Understanding Mold in the Restoration Industry (2017)
  6. The CE Shop, Inc.
    - a. Anatomy of Commercial Building
    - b. Residential Property Management Essentials
    - c. The Fundamentals of Commercial Real Estate
  7. International Right of Way Association (IRWA)
    - a. Residential Relocation Assistance, C-501
    - b. Non-Residential Relocation Assistance, C-502
  8. New Castle County Board of REALTORS
    - a. Practical Tips for Listing Agents
  9. dotloop
    - a. Managing Online Transactions
  10. Association of Realtors School\*
    - a. Commercial Real Estate Valuation Principles and Procedures
    - b. Millennial Generation and the Retail and Housing Markets
    - c. Stucco
    - d. Fundamentals of Commercial Real Estate
    - e. Zoning and Land Use
- C. Review of Instructor Application(s)
1. George Dunsten
  2. William Lucks
  3. Girbran Nicholas
  4. Lisa Harrison
  5. Evette Morrow
  6. Elizabeth Krug
  7. Robert Fleck
  8. Travis Martinez
  9. Brian Funk
  10. Arlene Benton
  11. Alvin Monshower, Jr.
  12. George Brancati
  13. Gregory West\*
  14. Deval Patel-Lennon\*
  15. Michael Haritos\*
  16. Nicholas Quercetti\*

**V. Correspondence**

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

**VII. Public Comment**

**VIII. Next Meeting - May 4, 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](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**