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Real Estate Education Committee
07/06/2017 09:30 AM
861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904


Posted: 6/28/2017 NW
Re-posted: 7/5/2017 NW




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

STATE OF DELAWARE

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

TELEPHONE: (302) 744-4500 

FAX: (302) 739-2711 

WEBSITE: DPR.DELAWARE.GOV

EMAIL:
CUSTOMERSERVICE.DPR@STATE.DE.US

AMENDED AGENDA

**(Amended items are noted with an
asterisk)**

I. Call to Order

II. Review and Approval of Minutes - June 1, 2017

III. Unfinished Business

- A. Review of Tabled Application(s)*
 - 1. The CE Shop, Inc.
 - a. Home Sweet (Second) Home: Vacation, Investment, Luxury Properties
 - b. Accredited Buyer's Representative Designation Course
 - c. Seller Representative Specialist (SRS) Designation Course
 - 2. Gibran Nicholas
 - 3. Elizabeth Krug*

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Application(s)*
 - 1. The Frederick Academy of Real Estate
 - a. Practices for the Commercial Agent & Commercial Broker's Lien
 - b. Real Estate Investment Fundamentals
 - c. Real Estate Hot Buttons and Issues
 - 2. OnCourse Real Estate, Inc. dba Career Webchool
 - a. Short Sales and Foreclosures
 - 3. Dr Energy Saver
 - a. Radon Gas: Impact on Health and Real Estate
 - 4. Joseph Giordano, Esquire of Giordano, Delcollo, Werb & Gagne, LLC
 - a. The Delaware State Wide Agreement of Sale
 - 5. Association of Realtors School
 - a. Risk and Representation

6. AmeriSpec Inspection Service
 - a. On Site Sewage Disposal "Septics"
7. Kent County Association of REALTORS
 - a. Five Stellar Steps to Creating the Exceptional Buyer Experience
 - b. All About Septic Inspections
 - c. What to Expect When You're Expecting...A Home Inspection
 - d. Agency & Fair Housing
 - e. Real Estate "Jeopardy" - Real Estate Documents & Real Estate Practices
 - f. Real Estate "Jeopardy" - Office Management & Legislative Issues
 - g. First Time Home Buyers Guiding a Buyer into a First Home
 - h. Understanding the Agreement of Sale
 - i. Legislative Issues
 - j. Office Management
 - k. Navigating 2017 & Beyond
 - l. Legislative Landmines
 - m. Practical Tips for Listing Agents
 - n. Short Sales and Foreclosures
 - o. Difference Between Delaware & Pennsylvania Real Estate Transactions
8. Delaware Association of REALTORS*
 - a. Real Estate "Jeopardy" - Office Management & Legislative Issues
 - b. Ethics - Current Issues
 - c. Real Estate "Jeopardy" - Real Estate Documents & Real Estate Practices
 - d. Agency & Fair Housing - A Professional Double Hitter
 - e. The GOLD Standard - Professional Standards for Real Estate Professionals
 - f. Risk is for Real
 - g. Being a Prepared Tenant in Delaware
 - h. Five Stellar Steps to Creating the Exceptional Buyer Experience
 - i. REALTOR Safety & Self Defense
 - j. Agency & Fair Housing*
 - k. Zero to 60 Home Sales a Year (and Beyond)*
9. Ward & Taylor, LLC
 - a. New Disclosure Forms: What You Need to Know
10. The CE Shop, Inc.*
 - a. Working with Real Estate Investors: Understanding Investor Strategies
 - b. Marijuana in Real Estate*
 - c. Commercial Landlord Representation
 - d. Determining Value of Commercial Properties
 - e. Real Estate Investors and Your Business
11. Sussex County Association of REALTOS*
 - a. Home Sweet (Second) Home: Vacation, Investment, Luxury Properties
 - b. Cool Tech Tools
 - c. 1031 Tax-Deferred Exchanges
 - d. REALTOR Safety & Self Defense
 - e. DE Listing Agreements and Real Property Disclosure
 - f. Agency & Fair Housing
 - g. RESPA Rule 8
 - h. The Real Estate Professional's Tool Kit
 - i. Risk Reduction for Broker
- C. Review of Instructor Application(s)*

1. Joseph Giordano
 2. William Ferreri
 3. Roger Truemper
 4. Michael Rushe
 5. David Lawson
 6. Charles Martin*
- D. Review of Resume(s) for Vacant Committee Seat
1. Juli Giles

V. Correspondence

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

VII. Public Comment

VIII. Next Meeting - August 3, 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.