



CANNON BUILDING
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STATE OF DELAWARE
REAL ESATE COMMISSION
REAL ESTATE EDUCATION COMMITTEE

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, July 6, 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:	8/3/2017

MEMBERS PRESENT

Barbara Brodoway, New Castle County, Public Member, Chairperson
Michael Rushe, Kent County, Public Member, Vice-Chairperson
Denise Tatman, Sussex County, Public Member
Sal Sedita, Sussex County, Professional Member
Chrissy Steele, Sussex County, Professional Member
Judy Dean, Sussex County, Professional Member

MEMBERS ABSENT

Tom Burns, Kent County, Professional Member
Donna Klimowicz, New Castle County, Professional Member
Debbie Oberdorf, Kent County, Professional Member

DIVISION STAFF

Nicole Williams, Administrative Specialist III

OTHERS PRESENT

There were no others present

CALL TO ORDER

Ms. Brodoway called the meeting to order at 9:44 a.m. Mr. Rushe moved, seconded by Mr. Sedita, to amend the agenda to add the instructor application for review for John Tarburton. By unanimous vote, the motion carried.

REVIEW OF MINUTES

Ms. Rushe moved, seconded by Ms. Steele, to approve the minutes from the June 1, 2017 meeting as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Review of Tabled Application(s)

The Committee reviewed the previously tabled course provider and instructor applications below:

Home Sweet (Second) Home: Vacation, Investment, Luxury Properties – **Approved**

Module(s): 7

Credit Hours: 3 only

Accredited Buyer's Representative (ABR) Designation Course – **Approved**

Module(s): 6 and 7

Credit Hours: 6 only (3 hours each module)

Seller Representative Specialist (SRS) Designation Course – **Approved**

Module(s): 6 and 7

Credit Hours: 6 only (3 hours each module)

Gibran Nicholas - **Approved**

Continuing Education Course(s): Module 7: Taxation; Cash Flow Planning; Real Estate Investment Planning; Mortgage and Debt Planning

Elizabeth Krug – **Approved**

Pre-Licensing Course(s): Real Estate Mathematics only

Mr. Rushe moved, seconded by Ms. Dean, to approve the above tabled course provider and instructor applications. By unanimous vote, the motion carried.

NEW BUSINESS

Update from Commission

There was no update from the Commission to provide as the Commission did not have a meeting in June.

Review of Course Provider Application(s)

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

The Frederick Academy of Real Estate

Practices for the Commercial Agent & Commercial Broker's Lien

Approved

Module(s): 6

Credit Hours: 3

Real Estate Investment Fundamentals

Approved

Module(s): 6

Credit Hours: 3

Real Estate Hot Buttons and Issues **Approved**
Module(s): 7
Credit Hours: 3

OnCourse Real Estate, Inc. dba Career Webchool
Short Sales and Foreclosures **Approved**
Module(s): 7
Credit Hours: 3

Dr Energy Saver
Radon Gas: Impact on Health and Real Estate **Approved**
Module(s): 7
Credit Hours: 3

Joseph Giordano, Esquire of Giordano, Delcollo, Werb & Gagne, LLC
The Delaware State Wide Agreement of Sale **Approved**
Module(s): 3 or 7
Credit Hours: 3

Association of Realtors School
Risk and Representation **Approved**
Module(s): 6 and 7
Credit Hours: 6

AmeriSpec Inspection Service
On Site Sewage Disposal "septics" **Approved**
Module(s): 7
Credit Hours: 3

Kent County Association of REALTORS®
Five Stellar Steps to Creating the Exceptional Buyer Experience **Approved**
Module(s): 7
Credit Hours: 3

All About Septic Inspections **Approved**
Module(s): 7
Credit Hours: 3

What to Expect When You're Expecting...A Home Inspection **Approved**
Module(s): 7
Credit Hours: 3

Agency & Fair Housing **Approved**
Module(s): 1
Credit Hours: 3

Real Estate "Jeopardy" - Real Estate Documents & Real Estate Practices **Approved**
Module(s): 3 or 6
Credit Hours: 3

Real Estate "Jeopardy" - Office Management & Legislative Issues **Approved**
Module(s): 4 or 5
Credit Hours: 3

First Time Home Buyers Guiding a Buyer into a First Home Module(s): 3 or 7 Credit Hours: 3	Approved
Understanding the Agreement of Sale Module(s): 3 Credit Hours: 3	Approved
Legislative Issues Module(s): 5 Credit Hours: 3	Approved
Office Management Module(s): 4 Credit Hours: 3	Approved
Navigating 2017 & Beyond Module(s): 7 Credit Hours: 3	Approved
Legislative Landmines Module(s): 5 Credit Hours: 3	Approved
Practical Tips for Listing Agents Module(s): 6 Credit Hours: 3	Approved
Short Sales and Foreclosures Module(s): 6 or 7 Credit Hours: 3	Approved
Difference Between Delaware and Pennsylvania Real Estate Transactions Module(s): 3 or 6 Credit Hours: 3	Approved
Up Your Wow! (Why+How=Wow) Module(s): 7 Credit Hours: 3	Approved
<u>Delaware Association of REALTORS®</u> Real Estate “Jeopardy” – Office Management & Legislative Issues Module(s): 4 & 5 Credit Hours: 6	Approved
Ethics – Current Issues Module(s): 2 Credit Hours: 3	Approved
Real Estate “Jeopardy” – Real Estate Documents & Real Estate Practices Module(s): 3 & 6 Credit Hours: 6	Approved

Agency & Fair Housing – A Professional Double Hitter Module(s): 1 Credit Hours: 3	Approved
The GOLD Standard – Professional Standards for Real Estate Professionals Module(s): 2 Credit Hours: 3	Approved
Risk is for Real Module(s): 4 Credit Hours: 3	Approved
Being a Prepared Tenant in Delaware Module(s): 5 Credit Hours: 3	Approved
Five Stellar Steps to Creating the Exceptional Buyer Experience Module(s): 7 Credit Hours: 3	Approved
REALTOR® Safety & Self Defense Module(s): 7 Credit Hours: 3	Approved
Agency & Fair Housing Module(s): 1 Credit Hours: 3	Approved
Zero to 60 Home Sales a Year (and Beyond) Module(s): 5 and 6 Credit Hours: 6	Approved
<u>Ward & Tayloer, LLC</u> New Disclosure Forms: What You Need to Know Module(s): 3 or 5 Credit Hours: 3	Approved
<u>The CE Shop, Inc.</u> Working with Real Estate Investors: Understanding Investor Strategies Module(s): 7 Credit Hours: 3	Approved
Marijuana in Real Estate Module(s): 7 Credit Hours: 3	Approved
Commercial Landlord Representation Module(s): 6 or 7 Credit Hours: 3	Approved
Determining Value of Commercial Properties Module(s): 6 or 7 Credit Hours: 3	Approved

Real Estate Investors and Your Business **Approved**
Module(s): 6 or 7
Credit Hours: 3

Sussex County Association of REALTORS
Home Sweet (Second) Home: Vacation, Investment, Luxury Properties **Approved**
Module(s): 6 and 7
Credit Hours: 6

Cool Tech Tools **Approved**
Module(s): 7
Credit Hours: 3

1031 Tax-Deferred Exchanges **Approved**
Module(s): 6 or 7
Credit Hours: 3

REALTOR® Safety & Self Defense **Approved**
Module(s): 7
Credit Hours: 3

DE Listing Agreements and Real Property Disclosure **Approved**
Module(s): 3
Credit Hours: 3

Agency & Fair Housing **Approved**
Module(s): 1
Credit Hours: 3

RESPA Rule 8 **Approved**
Module(s): 4 or 5
Credit Hours: 3

The Real Estate Professional's Tool Kit **Approved**
Module(s): 2, 4, and 5
Credit Hours: 9

Risk Reduction for Broker **Approved**
Module(s): 2, 4, and 5
Credit Hours: 9

Review of Instructor Applications

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

Joseph Giordano **Approved**
Continuing Education: Module 7 (How is the Legalization of Marijuana Affecting the Real Estate Market)

William Ferreri **Approved**
Continuing Education Module(s): New Licensee Modules 1-4, Modules 1-4 and 6

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

Broker's Course(s): Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; and Mathematics

Roger Truemper **Approved**

Continuing Education Module(s): 1, 3, 5, 6, and 7 (How to Have a Smooth Settlement; Tax Implications Related to DE)

Pre-Licensing Course(s): Real Estate Law

Broker's Course(s): Real Estate Documents; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Michael Rushe **Approved**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (Landlord Tenant; Short Sales; Foreclosures; Contract Negotiation; and Title Issues)

Pre-Licensing Course(s): Real Estate Law

David Lawson **Approved**

Continuing Education Module(s): Module 7 (Radon Gas - Impact on Health and Real Estate)

Pre-Licensing Course(s): Real Estate Law

Broker Course(s): Brokerage (Sales Management); Valuing Real Property

Charles Martin **Approved**

Continuing Education Module(s): New Licensee Modules 1-4, Modules 1-4 & 6

Pre-Licensing Course(s): Real Estate Sales

John Tarburton **Approved**

Continuing Education Module(s): New Licensee Modules 2 & 3; Modules 3, 5, 7 (1031 Like Kind Exchanges)

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

Broker's Course(s): Real Estate Documents; Ethics, Legal & Governmental Aspects of Real Estate

Review of Resume(s) for Vacant Committee Seat

The Committee reviewed the resume submitted by Juli Giles for the vacant Committee seat. Mr. Rushe moved, seconded by Ms. Steele, to nominate Juli Giles to fill the vacant seat on the Committee. By unanimous vote, the motion carried.

CORRESPONDENCE

There was no correspondence for the Committee to review or discuss.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

The Committee discussed drafting language to add to the approval pertaining to all course providers that are seeking approval for more than Module, i.e. 3 or 7 for 3 hours or 6 and 7 for 6 hours. The Committee worked with Ms. Steele to draft the language to be added to the letters. After review of the drafted language, Mr. Rushe moved, seconded by Ms. Tatman, to approve the drafted language to be added to all the course provider approval letters. Ms. Williams will add the language to the approval letters.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday August 3, 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. Rushe moved, seconded by Ms. Steele, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:15 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Nicole M. Williams" with a long horizontal flourish extending to the right.

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.