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**Real Estate Education Committee
08/03/2017 09:30 AM**

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

Posted: 7/20/2017 NW
Re-posted: 8/2/2017 NW



STATE OF DELAWARE

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

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

TELEPHONE: (302) 744-4500

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CUSTOMERSERVICE.DPR@STATE.DE.US

AMENDED AGENDA

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

I. Call to Order

II. Review and Approval of Minutes - July 6, 2017

III. Unfinished Business

IV. New Business*

- A. Update from Commission
- B. Review of Course Provider Application(s)*
 - 1. OMEGA Real Estate School
 - a. How to Have a Smooth Settlement
 - 2. Delaware School of Real Estate
 - a. Pre-Licensing Course
 - 3. Association of Realtors School
 - a. Successfully Engaging Today's Internet Consumer
 - 4. McKissock, LLC
 - a. Delaware Core Module 1 - Agency and Fair Housing
 - b. Delaware Core Module 2 - Professional Standards
 - c. Delaware Core Module 4 - Office Management
 - d. Delaware Core Module 6 - Practices of Real Estate
 - 5. Delaware Association of Realtors*
 - a. Pricing Strategies: Mastering the CMA (with DE BPO Guidelines)
 - b. ABR Designation (Core Course 6/7)
 - c. Family Feud - Real Estate Documents and Real Estate Practices
 - d. Legislative Issues
 - 6. Sussex County Association of REALTORS*
 - a. New Home Construction for the Modern Age
 - 7. New Castle County Board of REALTORS*
 - a. Practical Property Management for Residential Property
 - b. DSHA Programs for Homebuyers

8. Kent County Association of REALTORS*
 - a. Realtor Safety & Self Defense
 - b. Mortgages 101
 - c. VA Loans
 - d. Appraisal Bootcamp for REALTORS
 - e. DSHA Programs for Homebuyers
 - f. Professional Standards in Real Estate
 - g. Agreement of Sale - Buyer Representation
 - h. Real Estate Documents - Seller Representation
 - i. Real Estate Professionalism
 - j. Mortgages, Mortgages, Mortgages
 - k. Boots to Homebuying: VA Lending Basics and Military/Veteran Rights
9. The CE Shop, Inc.*
 - a. Client Advocacy in Commercial Real Estate
 - b. Investment Strategies in Commercial Real Estate
 - c. REALTOR Code of Ethics Training
- C. Review of Instructor Application(s)*
 1. Christopher Beadling - New Application
 2. Laura Robelen - Renewal
 3. Robert Fleck - Renewal
 4. Andrew Taylor - Renewal
 5. Edward Dee - New Application
 6. Curtis Henderson - Renewal
 7. Jason Giles - Renewal
 8. Christopher Cashman - Renewal
 9. Salvatore Sedita - Renewal
 10. Joseph Pluscht, Jr. - Renewal
 11. Mark Moore, Jr.*
 12. Frank Serio*
 13. Carol Dehorty*
- D. Discussion on Offering Multiple Modules for the Same Course*

V. Correspondence

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

VII. Public Comment

VIII. Next Meeting - September 7, 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.