



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, August 3, 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:	September 7, 2017

MEMBERS PRESENT

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
Tom Burns, Kent County, Professional Member
Debbie Oberdorf, Kent County, Professional Member
Juli Giles, New Castle County, Professional Member
Judy Dean, Sussex County, Professional Member (arrived at 9:50 a.m.)

MEMBERS ABSENT

Barbara Brodoway, New Castle County, Public Member, Chairperson

DIVISION STAFF

Nicole Williams, Administrative Specialist III

OTHERS PRESENT

Angela Emerson, Sussex County Association of REALTORS®

CALL TO ORDER

Mr. Rushe called the meeting to order at 9:42 a.m.

REVIEW OF MINUTES

Mr. Sedita moved, seconded by Ms. Dean, to approve the minutes from the July 6, 2017 meeting as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

There was no unfinished business for Committee discussion.

NEW BUSINESS

Update from Commission

There was no update to provide.

Review of Course Provider Application(s)

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

OMEGA Real Estate School

How to Have a Smooth Settlement **Approved**
Module(s): 6 or 7
Credit Hours: 3

Delaware School of Real Estate

Pre-Licensing Course **Approved contingent upon updated school certificate from DOE/Mr. Sedita
abstained.**
Module(s): Pre-Licensing
Credit Hours: 99

Association of REALTORS® School

Successfully Engaging Today's Internet Consumer **Approved**
Module(s): 7 only
Credit Hours: 3

McKissock, LLC

Delaware Core Module 1 - Agency and Fair Housing **Approved**
Module(s): 1
Credit Hours: 3

Delaware Core Module 2 - Professional Standards **Approved**
Module(s): 2
Credit Hours: 3

Delaware Core Module 4 - Office Management **Approved**
Module(s): 4
Credit Hours: 3

Delaware Core Module 6 - Practices of Real Estate **Approved**
Module(s): 6
Credit Hours: 3

Delaware Association of REALTORS®

Pricing Strategies: Mastering the CMA (with DE BPO Guidelines) **Approved**
Module(s): 6 and 7
Credit Hours: 6

ABR Designation (Core Course 6/7) **Approved**
Module(s): 6 and 7
Credit Hours: 6

Family Feud - Real Estate Documents and Real Estate Practices **Approved**
Module(s): 3 or 6
Credit Hours: 3

Legislative Issues **Approved**
Module(s): 5
Credit Hours: 3

Sussex County Association of REALTORS®
New Home Construction for the Modern Age **Approved**
Module(s): 6 or 7
Credit Hours: 3

New Castle County Board of REALTORS®
Practical Property Management for Residential Property **Approved**
Module(s): 7
Credit Hours: 3

DSHA Programs for Homebuyers **Approved**
Module(s): 7
Credit Hours: 3

Kent County Association of REALTORS®
Realtor Safety & Self Defense **Approved**
Module(s): 7
Credit Hours: 3

Mortgages 101 **Approved**
Module(s): 7
Credit Hours: 3

VA Loans **Approved**
Module(s): 7
Credit Hours: 3

Appraisal Bootcamp for REALTORS® **Approved**
Module(s): 6 or 7
Credit Hours: 3

DSHA Programs for Homebuyers **Approved**
Module(s): 7
Credit Hours: 3

Professional Standards **Approved**
Module(s): New Licensee Module 1
Credit Hours: 3

Agreement of Sale – Buyer Representation **Approved**
Module(s): New Licensee Module 2
Credit Hours: 3

Real Estate Documents – Seller Representation **Approved**
Module(s): New Licensee Module 3
Credit Hours: 3

Real Estate Professionalism **Approved**
Module(s): New Licensee Module 4
Credit Hours: 3

Mortgages, Mortgages, Mortgages **Approved**
Module(s): 7
Credit Hours: 3

Boots to Homebuying: VA Lending Basics and Military/Veteran Rights **Approved**
Module(s): 7
Credit Hours: 3

The CE Shop, Inc.
Client Advocacy in Commercial Real Estate **Approved**
Module(s): 6 or 7
Credit Hours: 3

Investment Strategies in Commercial Real Estate **Approved**
Module(s): 6 or 7
Credit Hours: 3

REALTOR® Code of Ethics Training **Approved**
Module(s): 2
Credit Hours: 3

Review of Instructor Applications

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

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

William Ferreri **Approved**
Continuing Education Module(s): Module 7 (Successfully Engaging Today's Internet Consumer; Technology in Real Estate)

Laura Robelen **Approved**
Continuing Education Module(s): New Licensee Modules 1-4

Pre-Licensing Course(s): Real Estate Sales

Robert Fleck **Approved**
Continuing Education Module(s): Modules 1, 2, 4, and 6

Andrew Taylor **Approved**
Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (Short Sales Done the Right Way; Agency - The Law; Contemporary Issues - Foreclosure; Contemporary Issues - RE Hot Buttons and Issues)

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

Broker Course(s): Real Estate Documents; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment

Edward Dee **Approved**

Continuing Education Module(s): Module 7 (Environmental Course; Septic Course)

Curtis Henderson **Approved**

Continuing Education Module(s): Module 7 (Credit 101)

Jason Giles **Approved**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (Agent Etiquette; Ethics/Professional Standards; Business Planning; Agency and Fair Housing)

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

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

Christopher Cashman **Approved**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (Business Planning & Marketing; HUD Training)

Pre-Licensing Course(s): Real Estate Sales

Broker Course(s): Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

Salvatore Sedita **Approved with Mr. Sedita abstaining**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (Agent Etiquette; Business Planning)

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

Broker Course(s): Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

Joseph Pluscht, Jr. **Approved**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (Agent Etiquette; Business Planning)

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

Broker Course(s): Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

Mark Moore, Jr. **Approved**

Continuing Education Module(s): Only Module 7 (New Home Construction)

Frank Serio **Approved**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (All CRS Courses; Technology; Business Planning; Negotiation; Selling Skills)

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

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

Carol Dehorty **Approved**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-2

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

Broker Course(s): Ethics

Discussion on offering multiple modules for the same course

Ms. Emerson addressed the Committee regarding the new language on the course provider approval letters that pertains to multiple modules offered for a 3-hour course. She advised that she would have to hold two separate classes to have approval for each module. She requested that the Committee reconsider their decision to only offer one module for a course that is approved for multiple modules. She suggested changing the language on the course approval letter pertaining to offering multiple modules for only a 3-hour course. Mr. Burns suggested requesting approval from the Commission to overhaul all of the modules outlines from when they were originally developed.

The Committee decided to put an effective date of 5/1/18. Mr. Burns moved, seconded by Mr. Rushe, to approve this change regarding the effective date on the approvals. By unanimous vote, the motion carried. Ms. Williams will reissue the previous course provider approvals with the new effective date of 5/1/2018.

CORRESPONDENCE

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

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Burns requested that the Commission allow the Committee to update the criteria for the course modules. Ms. Williams will add this discussion topic on the agenda before the Commission at their August meeting.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday September 7, 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. Dean, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:25 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.