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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, November 2, 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:	December 7, 2017

MEMBERS PRESENT

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

MEMBERS ABSENT

No members were absent.

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Nicole Williams, Administrative Specialist III

OTHERS PRESENT

No others were present.

CALL TO ORDER

Ms. Brodoway called the meeting to order at 9:35 a.m. Ms. Giles moved, seconded by Mr. Burns to amend the agenda to add review of instructor application for Carol Bunting. By unanimous vote, the motion carried. The Committee members reviewed the applications submitted from the Course Providers and Instructors.

REVIEW OF MINUTES

The Committee reviewed the minutes from the October 5, 2017 meeting. Ms. Tatman moved, seconded by Mr. Rushe, to approve the October minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Discussion of Revision of the Education Guidelines for New Instructors for Pre-Licensing Courses

Ms. Brodoway stated that the guidelines need to be clarified regarding new instructors with respect to the language. Ms. Kelly advised that she drafted proposed regulation changes for the topics the Committee and the Commission want clarified. The first topic discussed was establishing a procedure under Committee responsibilities for a non-approval of a course provider or instructor application, that the applicant submits a written request before the Commission within 30 days. The Committee discussed the proposed language. Ms. Brodoway suggested changing the language to state to submit a written request to the Commission within 30 days of the date of the denial notice.

Ms. Kelly stated that she will add language in the guidelines that the course provider is responsible for ensuring that the instructor be approved prior to advertising the course. Rule 9.3 was amended to state sponsors or providers can advertise or market the course but shall not advertise or market the instructor until such time that instructor has been approved to teach that course.

Mr. Burns advised to amend the agenda to include discussion of all relevant topics within the guidelines outside of pre-licensing courses, seconded by Ms. Steele. By unanimous vote, the motion carried.

The Committee continued to discuss the drafted proposed regulation changes and added additional suggestions to further clarify the drafted language.

The Committee will review the revised proposed changes at the December meeting.

Discussion of content of the course modules

The Committee tabled the discussion of course modules content until the December meeting.

NEW BUSINESS

Update from Commission

Ms. Brodoway advised that four topics were discussed before the Commission. The two topics in unfinished business and an additional two topics that could only be discussed briefly in New Business under other business for discussion only. Additionally the Committee inquired about clarification on utilizing guest speakers, which the Commission agreed that the language pertaining to guest speakers need to be clarified. The Committee addressed the Commission regarding the newly licensed salesperson modules and for the committee to look into the current regulation language and to propose new language regarding the time for when those courses should be completed.

Review of Course Provider Application(s)

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

Real Estate Institute of Delaware

Delaware Pre-Licensing Course

Approved

Module(s): Pre-licensing

Credit Hours: 99

New Castle County Board of REALTORS®

Be A Hero to Your Client

Approved

Module(s): 3

Credit Hours: 3

Association of Realtors School

Real Estate "Jeopardy" – Office Management and Legislative Issues **Tabled: need clarification of the module content as the given course outline cannot count as Module 4 or 5 but could count as Module 7**

Module(s): 4 OR 5
Credit Hours: 3

McKissock, LLC

How to Work with Real Estate Investors – Part 2 **Approved**

Module(s): 7
Credit Hours: 3

The Nuts and Bolts of Commercial Real Estate **Denied: Per Education Guideline 4.2.7 continuing education courses shall be, at minimum, at the intermediate level.**

Module(s): 7
Credit Hours: 3

OnCourse Real Estate, Inc. dba Career Webschool

Technology Trends in Real Estate **Approved**

Module(s): 7
Credit Hours: 3

Review of Instructor Applications

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

Murrell English **Denied: not enough experience per Education Guideline 10.2 which states "the person applying for instructor approval must have a minimum of five years full time experience in a real estate topic in their area of expertise...."**

Pre-Licensing Courses(s): Real Estate Mathematics

Broker's Course(s): Mathematics

Carol Bunting **Approved**

Pre-Licensing Courses(s): Real Estate Mathematics

Discussion of Commission Rule 13.1.2 New Salesperson Licensees

The Committee tabled this topic until next the meeting in December.

CORRESPONDENCE

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

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Burns advised that he has a replacement in mind and will have the applicant submit her resume to Ms. Williams to be placed on the agenda for review. His term ends in January or February of 2018.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday December 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, Ms. Giles moved, seconded by Mr. Burns, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:40 a.m.

Respectfully submitted,



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.