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STATE OF DELAWARE
DEPARTMENT OF STATE

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DIVISION OF PROFESSIONAL REGULATION

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, December 6, 2012 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – November 1, 2012
- 3.0 Unfinished Business
 - 3.1 Continuing Education Audit
 - 3.2 Review Previously Tabled Course Provider Application for Delaware Technical & Community College for Course Titled “Real Estate Pre-Licensing Course”
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Doyle
 - 4.2 Review of Negative Course Provider Evaluations
 - 4.3 Review of Course Provider Applications
 - 4.3.1 Course Provider: Association of Realtors School
 - 4.3.1.1 Course Title: Short Sales & Foreclosures
 - Credit Hours: 6.0
 - Modules: 6 & 7

4.3.2 Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance

4.3.2.1 Course Title: REI Wise Fundamentals of Commercial Real Estate Valuation
Credit Hours: 8.0
Module: 7

4.3.3 Course Provider: Distressed Property Institute, LLC

4.3.3.1 Course Title: CDPE- Certified Distressed Property Expert (Distance Learning)
Credit Hours: 14.0
Module: 7

4.3.3.2 Course Title: CDPE- Certified Distressed Property Expert
Credit Hours: 14.0
Module: 7

4.3.4 Course Provider: Long & Foster Institute of Real Estate

4.3.4.1 Course Title: CRS 201: Listing Strategies for the Residential Specialist
Credit Hours: 6.0
Modules: 6 & 7

4.3.5 Course Provider: Omega Real Estate School

4.3.5.1 Course Title: Office Management
Credit Hours: 3.0
Module: 4

4.3.6 Course Provider: The CE Shop, Inc.

4.3.6.1 Course Title: Generation Buy
Credit Hours: 6.0
Module: 7

4.3.6.2 Course Title: Green 100: Real Estate for a Sustainable Future
Credit Hours: 6.0
Module: 7

4.3.6.3 Course Title: Green 200: The Science of Green Building
Credit Hours: 6.0
Module: 7

4.3.6.4 Course Title: Green 300: Greening Your Real Estate Business
Credit Hours: 6.0
Module: 7

4.3.7 Course Provider: Wooding Real Estate Group

4.3.7.1 Course Title: Today, Tomorrow & Yesterday
Credit Hours: 3.0
Module: 1

4.3.7.2 Course Title: The Gold Standard
Credit Hours: 3.0
Module: 2

4.3.7.3 Course Title: Write it Right! Real Estate Docs Done Right

Credit Hours: 3.0

Module: 3

4.3.7.4 Course Title: Understanding the Back Office: Overview of Office Management

Credit Hours: 3.0

Module: 4

4.3.7.5 Course Title: Cool Tech Tools for Everyone

Credit Hours: 3.0

Module: 7

*4.3.8 Course Provider: Sussex County Association of Realtors

4.3.8.1 Course Title: Professional Standards and Real Estate Practices

Credit Hours: 3.0

Module: 2

4.3.8.2 Course Title: Residential and Property Management Course

Credit Hours: 9.0

Modules: 1, 4, & 6

*4.3.9 Course Provider: Keller Williams Realty

4.3.9.1 Course Title: Agency & Fair Housing

Credit Hours: 3.0

Module: 1

4.3.9.2 Course Title: Real Estate Documents

Credit Hours: 3.0

Module: 3

4.3.9.3 Course Title: Office Management

Credit Hours: 3.0

Module: 4

4.3.9.4 Course Title: What's Under Your House?

Credit Hours: 3.0

Module: 4

*4.3.10 Course Provider: Central Delaware Real Estate Academy

4.3.10.1 Course Title: Fair Housing Do's and Don'ts

Credit Hours: 3.0

Module: 1

4.3.10.2 Course Title: Customer or Client?

Credit Hours: 3.0

Module: 1

4.3.10.3 Course Title: Clarifying the Code of Ethics (NAR Quadrennial Requirement)

Credit Hours: 3.0

Module 2

4.3.10.4 Course Title: Everything You Ever Wanted to Know About Rentals, but Were Afraid to Ask
Credit Hours: 3.0
Module: 6

4.3.10.5 Course Title: Follow the Golden Rule
Credit Hours: 3.0
Module: New Licensee Module 4

4.4 Review of Instructor Applications

4.4.1 Alex Charfen

Continuing Education:

Module: 7 – Certified Distressed Property Expert (CDPE) – Short Sales

4.4.2 Branden Lowder

Continuing Education:

Module: 7 – Certified Distressed Property Expert (CDPE) – Short Sales

4.4.3 Aaron Rice

Continuing Education:

Module: 7 – Certified Distressed Property Expert (CDPE) – Short Sales

4.4.4 Dolores Roth

Continuing Education:

Module: 7 – Certified Distressed Property Expert

4.4.5 Henry Wooding

Continuing Education:

Modules: New Licensee Modules 1 – 4

Continuing Education Modules 1 – 6, Module 7 – Short Sales; Running Your RE Business

*4.4.6 Raymond Kyle

Continuing Education:

Modules: New Licensee Modules 1 – 4

Continuing Education Modules 1 – 6, Module 7 – Tech Skills Courses, Negotiation Courses, Communication Courses

Pre-Licensing Course:

Orientation

Real Estate Sales

*4.4.7 Susan Malloy

Continuing Education:

Modules: New Licensee Modules 1 – 4

Continuing Education Modules 1 – 6, Module 7 – Communication Skills, Negotiation, Diversity, Seller Representation (SRS), Buyer Representation (ABR)

Pre-Licensing Course:

Orientation

Real Estate Sales

Broker's Course:

Brokerage (Sales Management)
Real Estate Documents
Valuing Real Property
Financing
Ethics

*4.4.8 Brendan Erickson

Continuing Education:

Module: 7 – Investment Real Estate Analysis (REI Wise Fundamentals of Commercial RE Valuation)

4.5 Review of Student Requests for Approval of Continuing Education Activities

4.5.1 Student Name: Donald Dworkin

Course Title: Financing Issues & Update
Course Provider: The Professional Development Institute
Credit Hours: 3.0
Module(s): 7

4.5.2 Student Name: M. Neil Kilian

Course Title: Core Components of Commercial Brokerage
Course Provider: Society of Industrial and Office REALTORS
Credit Hours: 9.0
Module(s): 2, 3, 7

4.5.3 Student Name: Michael S. Ray

Course Title: Professional Ethics in Practice
Course Provider: Maryland Association of Realtors
Credit Hours: 3.0
Module(s): 2

4.5.4 Student Name: Michael S. Ray

Course Title: Fair Housing
Course Provider: Maryland Association of Realtors
Credit Hours: 1.5
Module(s): 1

4.5.5 Student Name: Laverne Simms

Course Title: Fraud I – Introduction, Fraud II – Key Products, Fraud III – Legal Issues
Course Provider: Maryland Association of Realtors
Credit Hours: 4.50
Module(s): 2, 4, 5, 7

4.6 Review Requests for Amendments to Course Approvals

4.6.1 ServPro

- Understanding Mold in the Restoration Industry (Approval # 02281231, Expiring 02/28/14): Module 7

*4.7 Review Requests for Amendments to Instructor Approvals

4.7.1 Alvin Monshower Jr

Requesting Approval for: New Licensee Module 1 & Continuing Education Module 1

4.7.2 Brenda Kasuva

Requesting Approval for: Continuing Education Modules 6 & 7

4.8 Discussion Regarding Possible Change to Regulation 3.1 of the Education Guidelines

5.0 Correspondence

*5.1 Review Correspondence from Central Delaware Real Estate Academy Requesting Approval to Use Broker's Pre-Licensing Course Hours towards Continuing Education Requirement

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – January 3, 2013

9.0 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.