

**KENNY C. GUINN**  
*Governor*

**STATE OF NEVADA**

**GAIL ANDERSON**  
*Administrator*

**SYDNEY H. WICKLIFFE,**  
**C.P.A.**  
*Director*



**DEPARTMENT OF BUSINESS AND  
INDUSTRY  
REAL ESTATE DIVISION**

2501 E. Sahara Avenue, Suite 102  
Las Vegas, Nevada 89104  
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**NOTICE & AGENDA OF PUBLIC MEETING**  
**OF THE**  
**NEVADA REAL ESTATE COMMISSION**  
**DECEMBER 14, 2006 @ 8:30 a.m.**

The Nevada Real Estate Commission will conduct a meeting beginning **THURSDAY, DECEMBER 14, 2006 @ 8:30 A.M.** at the following locations:

**BRADLEY BUILDING  
2501 E. SAHARA AVE  
SECOND FLOOR CONFERENCE ROOM  
LAS VEGAS, NV 89104**

**VIDEO-CONFERENCE TO:**

**DEPARTMENT OF BUSINESS AND INDUSTRY  
788 FAIRVIEW DRIVE  
HEARING ROOM  
CARSON CITY, NV 89701**

**STACKED AGENDA:** Below is an agenda of all items scheduled to be considered. Unless otherwise stated, items may be taken out of the order presented on the agenda by the discretion of the Chairperson. Persons who have business before the Commission are solely responsible to see that they are present when their business is conducted. Public Comment may be limited to ten minutes per person at the discretion of the Chairperson.

**NOTICE:** Reasonable efforts will be made to assist and accommodate physically handicapped persons desiring to attend the meeting. Please call Linda Pierson at (702) 486-4033 ext. 280, so arrangements may be conveniently made.

**\* Denotes potential action item**

**1. COMMISSION/DIVISION BUSINESS**

- A) INTRODUCTION OF COMMISSIONERS IN ATTENDANCE
- B) INTRODUCTION OF DIVISION STAFF IN ATTENDANCE

- C) Discussion regarding Administrator's Report on:
  - 1. Personnel update.
  - 2. Fingerprinting trends for FY07 compared to FY06.
  - 3. License renewal trends.
  - 4. Status of Nevada Law and Reference Guide.
- D) \*Discussion and possible action to approve minutes of September 18-20, 2006 meeting.
- E) Discussion regarding Attorney General Case Status Report.
- F) Discussion regarding the Compliance Section's current caseload report
- G) \*Discussion and possible action regarding proposed legislative changes for 2007 Session.
- H) \*Discussion and possible action regarding Commission appointment of a Sub-Committee to review and approve education courses.
- I) \*Discussion and possible action regarding attendance of a Commissioner at the Association of Real Estate License Law Officials (ARELLO) mid-year meeting April 26-28, 2007 in Banff, Alberta, Canada, and District 4 (Western) Conference April 24-25, 2007 in Banff and/or Calgary, Alberta, Canada.
- J) \*Discussion and possible action regarding clarification of the Commission's intent concerning the timeframe of the option of 30 hours of continuing education or 30 hours of postlicensing curriculum for original licenses issued in 2005, as reported in the minutes of November 30, 2005.
- K) DISCUSSION AND POSSIBLE ACTION ON DATE, TIME, PLACE & AGENDA ITEMS FOR UPCOMING MEETINGS.
- L) Commissioner Comments.

**6\* EDUCATION:**

**B) APPEAL OF COURSE DENIAL**

Discussion and possible action to consider the appeal of course denial "Conquering Commercial Contracts" by the Greater Las Vegas Association of Realtors.

**C) COURSE AGENDAS**

Commission may take the following actions:

- 1. To change designation of any of the following courses; OR
- 2. To approve, disapprove any of the following courses for the amount of hours requested, recommended or any amount they deem appropriate.

CBT = Computer Based Training

## **CONSENT AGENDA EDUCATION COURSES**

### **NEW REAL ESTATE CONTINUING EDUCATION COURSES**

- |    |  |                         |         |           |
|----|--|-------------------------|---------|-----------|
| 1. | Century 21 Real Estate Academy<br>"Dearborn Real Estate Finance Today" | <b>Request:</b> 4 Hours | General | CBT       |
| 2. | ERA Brokers Consolidated<br>"Do I Understand Agency?"                  | <b>Request:</b> 3 Hours | Agency  | Classroom |
| 3. | ERA Brokers Consolidated<br>"Fair Housing and Diversity"               | <b>Request:</b> 3 Hours | Ethics  | Classroom |

4. Commonwealth Title  
 “Distressed Properties, Short Sales & Foreclosures”  
**Request:**                    3 Hours                    General                    Classroom
5. Stewart Title Company of Douglas County  
 “Manufactured Housing”  
**Request:**                    3 Hours                    General                    Classroom
6. Nevada Housing Division  
 “Nevada Housing Division Training Course”  
**Request:**                    3 Hours                    General                    Classroom
7. Equity Title of Nevada  
 “Dearborn Ethics and Real Estate”  
**Request:**                    3 Hours                    Ethics                    Classroom
8. Americas Best  
 “Pricing Property”  
**Request:**                    4 Hours                    General                    Internet
9. Americas Best  
 “ADA Fair Housing”  
**Request:**                    3 Hours                    Ethics                    Internet
10. Americas Best  
 “Environmental Basics”  
**Request:**                    4 Hours                    General                    Internet
11. Greater Las Vegas Association of REALTORS®  
 “A Study of Ethics”  
**Request:**                    3 Hours                    Ethics                    Classroom
12. Greater Las Vegas Association of REALTORS®  
 “Foreclosure, the Processes, the Markets, the Law”  
**Request:**                    3 Hours                    General                    Classroom
13. Greater Las Vegas Association of REALTORS®  
 “A Study of Agency”  
**Request:**                    3 Hours                    Agency                    Classroom
14. Greater Las Vegas Association of REALTORS®  
 “Elements of a Contract”  
**Request:**                    3 Hours                    Contracts                    Classroom
15. Greater Las Vegas Association of REALTORS®  
 “Affordable Mortgage Solutions for Today’s Home Buyers”  
**Request:**                    3 Hours                    General                    Classroom

16. Greater Las Vegas Association of REALTORS®  
 “Accredited Buyer Representative Manager”  
**Request:**                    6 Hours                    General                    Classroom
17. Greater Las Vegas Association of REALTORS®  
 “The Essentials of Our Profession”  
**Request:**                    3 Hours                    General                    Classroom
18. Greater Las Vegas Association of REALTORS®  
 “Agency for Real Estate Licensees in Nevada”  
**Request:**                    3 Hours                    Agency                    Classroom
19. Greater Las Vegas Association of REALTORS®  
 “Managing Buyer Brokerage with Office Policies”  
**Request:**                    3 Hours                    General                    Classroom
20. Greater Las Vegas Association of REALTORS®  
 “Good Ethics = Good Business”  
**Request:**                    3 Hours                    Ethics                    Classroom
21. Greater Las Vegas Association of REALTORS®  
 “The Seller Counseling Session”  
**Request:**                    3 Hours                    Agency                    Classroom
22. Greater Las Vegas Association of REALTORS®  
 “Buyer, You’re Mine!”  
**Request:**                    3 Hours                    Personal Development                    Classroom
23. Greater Las Vegas Association of REALTORS®  
 “Anti-Trust History, Purposes – Real Estate & Risk Reduction”  
**Request:**                    3 Hours                    General                    Classroom
24. Greater Las Vegas Association of REALTORS®  
 “You be the Judge”  
**Request:**                    3 Hours                    Ethics                    Classroom
25. Greater Las Vegas Association of REALTORS®  
 “The Legislative Process and Results of the 2005 Legislature”  
**Request:**                    3 Hours                    Law and Legislative                    Classroom
26. Greater Las Vegas Association of REALTORS®  
 “A Basic Understanding of Ethnic Groups and the Need for Diversity Training”  
**Request:**                    3 Hours                    Personal Development  
 Classroom
27. Americana School of Real Estate  
 “Ethics – Decision Making for Real Estate”  
**Request:**                    3 Hours                    Ethics                    Classroom

28. Americana School of Real Estate  
 “Core Broker Management Skills in the Real World”  
**Request:** 3 Hours Broker Management Classroom
29. Americana School of Real Estate  
 “Communicate, Negotiate and Resolve Conflict Effectively”  
**Request:** 3 Hours Personal Development Classroom
30. Key Realty School LLC  
 “The Brokerage Agreement”  
**Request:** 3 Hours Broker Management Correspondence
31. Key Realty School LLC  
 “Nevada Agency”  
**Request:** 3 Hours Agency Correspondence
32. Key Realty School LLC  
 “Understanding Ethics”  
**Request:** 3 Hours Ethics Correspondence
33. Key Realty School LLC  
 “The Lease”  
**Request:** 3 Hours Property Management Correspondence
34. Stewart Title of Nevada  
 “Management: Building and Working with Teams”  
**Request:** 3 Hours Personal Development Classroom
35. Stewart Title of Nevada  
 “Martial Arts of Customer Etiquette”  
**Request:** 3 Hours Personal Development Classroom
36. Dearborn Financial Publishing, Inc  
 “Dearborn Real Estate Investment Fundamentals”  
**Request:** 6 Hours General Internet
37. Ben C. Scheible  
 “Real Estate Contracts 102: The Next Level”  
**Request:** 4 Hours Contracts Classroom
38. Granite Exchange Services, Inc.  
 “1031 Exchange Fundamentals – 1031-101”  
**Request:** 3 Hours General Classroom
39. Granite Exchange Services, Inc.  
 “Advanced 1031 Exchange Fundamentals”  
**Request:** 3 Hours General Classroom

40.	ProSchools, Inc. “Credit Scoring”	<b>Request:</b>	4 Hours	General	Correspondence
41.	ProSchools, Inc. “Credit Scoring”	<b>Request:</b>	4 Hours	General	Internet
42.	ProSchools, Inc. “Anti-Discrimination Laws”	<b>Request:</b>	4 Hours	General	Correspondence
43.	ProSchools, Inc. “Anti-Discrimination Laws”	<b>Request:</b>	4 Hours	General	Internet
44.	ProSchools, Inc. “Professional Property Management”	<b>Request:</b>	4 Hours	Property Management	Correspondence
45.	ProSchools, Inc. “Professional Property Management”	<b>Request:</b>	4 Hours	Property Management	Internet
46.	ProSchools, Inc. “Property, Pricing and Residential Real Estate”	<b>Request:</b>	6 Hours	General	Correspondence
47.	ProSchools, Inc. “Property, Pricing and Residential Real Estate”	<b>Request:</b>	6 Hours	General	Internet
48.	ProSchools, Inc. “Tax Implications of Homes Sales”	<b>Request:</b>	6 Hours	General	Correspondence
49.	ProSchools, Inc. “Tax Implications of Homes Sales”	<b>Request:</b>	6 Hours	General	Internet
50.	US Lending Education “Privacy and Disclosures Under the Gramm-Leach Bliley Act”	<b>Request:</b>	3 Hours	General	Classroom
51.	US Lending Education “Retirement through Real Estate and Mortgages”	<b>Request:</b>	3 Hours	General	Classroom

52. Reno/Sparks Association of REALTORS®  
 “Generating Business/Seller Counseling SRS Module 1”  
**Request:** 3 Hours Personal Development Classroom
53. Reno/Sparks Association of REALTORS®  
 “Preparing for the Listing Appointment SRS Module 2”  
**Request:** 3 Hours Agency Classroom
54. Reno/Sparks Association of REALTORS®  
 “Bringing it All Together SRS Module 4”  
**Request:** 3 Hours Ethics Classroom
55. Reno/Sparks Association of REALTORS®  
 “How to Build a Top 100 Company through Highly Productive People & Systems”  
**Request:** 4 Hours Broker Management Classroom
56. Reno/Sparks Association of REALTORS®  
 “Buyer and Seller Agency in Nevada”  
**Request:** 4 Hours Agency Classroom
57. Reno/Sparks Association of REALTORS®  
 “Property Disclosure – What You Need to Know”  
**Request:** 3 Hours Ethics Classroom
58. Pioneer School of Real Estate  
 “Contracts – Buyer Protection”  
**Request:** 3 Hours Contracts Classroom
59. Pioneer School of Real Estate  
 “Contracts – Seller Protection”  
**Request:** 3 Hours Contracts Classroom
60. Nevada Institute of Education  
 “Missed Fortune: How the Affluent use Home Equity to Increase Their Wealth”  
**Request:** 3 Hours General Classroom
61. Silver State Mortgage  
 “Lending 101: Understanding the Loan Process & Common Mortgage Concepts”  
**Request:** 3 Hours General Classroom
62. Kaplan Professional Schools Nevada  
 “Selling the High Performance Home”  
**Request:** 6 Hours General Classroom
63. Team Daugherty  
 “Law & Legislation Review”  
**Request:** 3 Hours Law and Legislation Classroom

## **REQUEST CHANGE OF HOURS**

64. Bill Wilkis Seminars  
"Negotiating with Principles: Not an Oxymoron"  
**Request:** 4 Hours Ethics
65. Americana School of Real Estate  
"Completing the Listing Contract – Workshop 1"  
**Request:** 3 Hours Contracts
66. Americana School of Real Estate  
"Writing and Presenting the Offer to Purchase – Workshop 2"  
**Request:** 3 Hours Contracts
67. WIN Home Inspection  
"Home Inspection: A Visual Look"  
**Request:** 3 Hours General

## **NEW REAL ESTATE PRE- LICENSING EDUCATION COURSES**

68. ProSchools, Inc.  
"Nevada Real Estate Sales Pre-License"  
**Request:** 90 Hours CBT
69. ProSchools, Inc.  
"Nevada Real Estate Sales Pre-License"  
**Request:** 90 Hours Correspondence
70. Kaplan Professional Schools Nevada  
"Nevada Real Estate Practice"  
**Request:** 18 Hours Classroom
71. Kaplan Professional Schools Nevada  
"Nevada Real Estate Practice"  
**Request:** 18 Hours Correspondence
72. MoneyWorld School of Real Estate  
"Real Estate Principles, Practices, and Law"  
**Request:** 90 Hours Correspondence

# DISCUSSION AGENDA EDUCATION COURSES

## NEW REAL ESTATE CONTINUING EDUCATION COURSES

73. Land Education Foundation  
“Subdivision Development and Financing”  
**Request:** 16 Hours General Classroom
74. Rosen, Jay C.  
“Buyer’s Agency: The Quiet Revolution”  
**Request:** 3 Hours Agency Classroom
75. Council of Residential Specialist an Affiliate of the National Assn. of REALTORS  
“Maximize Your Potential...Personally & Professionally CRS 103”  
**Request:** 8 Hours Personal Development Classroom
76. Council of Residential Specialist an Affiliate of the National Assn. of REALTORS  
“Business Planning & Marketing for the Residential Specialist CRS 200”  
**Request:** 16 Hours Personal Development Classroom
77. ERA Brokers Consolidated  
“Law and Legislative Update for the Licensee”  
**Request:** 3 Hours Law and Legislation Classroom
78. Society of Industrial and Office Realtors  
“2006 SIOR Fall Professional Conference”  
**Request:** 13 Hours General Classroom
79. Lorman Business Center, Inc.  
“Fundamentals of Real Estate Closings”  
**Request:** 7 Hours General Classroom
80. Las Vegas School of Real Estate  
“Dearborn Real Estate Investment Fundamentals”  
**Request:** 6 Hours General Correspondence
81. Las Vegas School of Real Estate  
“Dearborn Real Estate Finance Today”  
**Request:** 6 Hours General Correspondence
82. Las Vegas School of Real Estate  
“Dearborn Understanding 1031 Tax-Free Exchanges”  
**Request:** 5 Hours General Correspondence
83. Las Vegas School of Real Estate  
“Dearborn Property Disclosure: The Real Estate Professional’s Guide to Reducing Risk”  
**Request:** 6 Hours Contracts Correspondence

84. Las Vegas School of Real Estate  
 “Dearborn Manufactured & Modular Housing”  
**Request:** 3 Hours General Correspondence
85. Greater Las Vegas Association of REALTORS®  
 “Raising the Bar, Customer/Client Service and Professionalism”  
**Request:** 3 Hours General Classroom
86. National Business Institute  
 “Boundary Disputes: Resolving Client Conflicts”  
**Request:** 7 Hours General Classroom
87. Council of Residential Specialist an Affiliate of the National Assn. of REALTORS  
 “Technologies to Advance Your Business CRS 206”  
**Request:** 16 Hours Personal Development Classroom
88. Council of Residential Specialist an Affiliate of the National Assn. of REALTORS  
 “Fundamentals of Real Estate Technology CRS 106”  
**Request:** 8 Hours Personal Development Classroom
89. Council of Residential Specialist an Affiliate of the National Assn. of REALTORS  
 “Mastering the Art of Selling New Homes”  
**Request:** 8 Hours General Classroom
90. Council of Residential Specialist an Affiliate of the National Assn. of REALTORS  
 “Building an Exceptional Customer Service Referral Business”  
**Request:** 16 Hours General Classroom
91. The 1031 Exchange Academy  
 “1031 Exchange Matrix Course: 6 Things You Need to Know/Reverse Exchanges/Ownership issues in 1031 Exchanges”  
**Request:** 3 Hours General Classroom
92. Center for Creative Land Recycling  
 “Creating Vibrant Communities: Redeveloping Nevada’s Brownfields”  
**Request:** 7 Hours General Classroom
93. Center for Creative Land Recycling  
 “Next Stop: Rail Yard Revitalization, Redeveloping Surplus Rail Sites”  
**Request:** 7 Hours General Classroom
94. Asset Preservation, Inc.  
 “The Power of Analysis: How to Analyze & Sell / Small Investment Properties”  
**Request:** 3 Hours General Classroom

95.	WIN Home Inspection “Commercial Property Condition Assessments”	<b>Request:</b> 3 Hours	General	Classroom
96.	Las Vegas School of Real Estate “Dearborn Title Insurance for the Real Estate Professionals”	<b>Request:</b> 6 Hours	Agency	Correspondence
97.	Las Vegas School of Real Estate “Dearborn Architectural Styles”	<b>Request:</b> 4 Hours	General	Correspondence
98.	Las Vegas School of Real Estate “Dearborn Exterior Structures”	<b>Request:</b> 4 Hours	General	Correspondence
99.	Las Vegas School of Real Estate “Dearborn Reverse Mortgages for Senior Homeowners”	<b>Request:</b> 4 Hours	General	Correspondence
100.	Americas Best “Home Inspection”	<b>Request:</b> 6 Hours	General	Internet
101.	Americas Best “Meth Madness”	<b>Request:</b> 3 Hours	General	Internet
102.	Americas Best “Work Smarter, Not Harder”	<b>Request:</b> 6 Hours	General	Internet
103.	ABC Real Estate School “Agency Update”	<b>Request:</b> 3 Hours	Agency	Internet
104.	ABC Real Estate School “Practical Applications - Ethics”	<b>Request:</b> 5 Hours	Ethics	Internet
105.	ABC Real Estate School “Business Fundamentals”	<b>Request:</b> 3 Hours	Broker Management	Internet
106.	ABC Real Estate School “Practical Applications - Contracts”	<b>Request:</b> 5 Hours	Contracts	Internet

107.	ABC Real Estate School “Nevada Law Update”	<b>Request:</b> 5 Hours	Law and Legislation	Internet
108.	Americana School of Real Estate “Senior Real Estate Specialist (SRES) Designation”	<b>Request:</b> 13 Hours	General	Classroom
109.	Stewart Title of Nevada “Understanding the Las Vegas Marketplace – Market Analysis for Real Estate Agents”	<b>Request:</b> 3 Hours	General	Classroom
110.	Stewart Title of Nevada “Swimming with the Sharks – Conflict Resolution in the Workplace”	<b>Request:</b> 3 Hours	Personal Development	Classroom
111.	Stewart Title of Nevada “The Law of Title Insurance Issues”	<b>Request:</b> 3 Hours	Law and Legislation	Classroom
112.	Hazzlerigg, Cathy “The Dance of Selling: 4 Steps to Increased Sales by Understanding Yourself & Others”	<b>Request:</b> 4 Hours	General	Classroom
113.	ProSchools, Inc. “Ethics: Pricing, Offers and Advertising”	<b>Request:</b> 4 Hours	Ethics	Correspondence
114.	ProSchools, Inc. “Ethics: Pricing, Offers and Advertising”	<b>Request:</b> 4 Hours	Ethics	Internet
115.	ProSchools, Inc. “Ethics: Disclosure and Cooperation”	<b>Request:</b> 4 Hours	Ethics	Correspondence
116.	ProSchools, Inc. “Ethics: Disclosure and Cooperation”	<b>Request:</b> 4 Hours	Ethics	Internet
117.	ProSchools, Inc. “Financing Residential Real Estate”	<b>Request:</b> 8 Hours	General	Correspondence
118.	ProSchools, Inc. “Financing Residential Real Estate”	<b>Request:</b> 8 Hours	General	Internet

- |      |  |                          |           |           |
|------|--|--------------------------|-----------|-----------|
| 119. | 1031 Exchange Advantage, Inc.<br>“1031 Exchange Basic and Essentials”                | <b>Request:</b> 3 Hours  | General   | Classroom |
| 120. | Reno/Sparks Association of REALTORS®<br>“Marketing the Listed Property SRS Module 3” | <b>Request:</b> 3 Hours  | Contracts | Classroom |
| 121. | Meridias Capital<br>“Concepts & Strategies to Build a Top Producer Model”            | <b>Request:</b> 3 Hours  | General   | Classroom |
| 122. | ERA Realty Central<br>“Beyond the Basics”  | <b>Request:</b> 12 Hours | Contracts | Classroom |
| 123. | Still Training, Inc.<br>“The Buyer Broker Toolkit”                                   | <b>Request:</b> 8 Hours  | Agency    | Classroom |

### **CONTINUED REAL ESTATE CONTINUING EDUCATION COURSES**

- |      |  |                         |                     |           |
|------|--|-------------------------|---------------------|-----------|
| 124. | Boardwalk Educational Systems<br>“Legislative Updates”               | <b>Request:</b> 3 Hours | Law and Legislation | Classroom |
| 125. | Boardwalk Educational Systems<br>“The “E” Word / Ethics”             | <b>Request:</b> 3 Hours | Ethics              | Classroom |
| 126. | Boardwalk Education Systems<br>“Contracts – Promise/Promise/Promise” | <b>Request:</b> 3 Hours | Contracts           | Classroom |

#### **7. PUBLIC COMMENTS**

**MEMBERS OF THE PUBLIC ARE ENCOURAGED TO ADDRESS THE COMMISSION REGARDING ANY MATTER. HOWEVER, NO ACTION MAY BE TAKEN ON A MATTER**

#### **8\* ADJOURNMENT**

**THIS NOTICE AND AGENDA HAS BEEN POSTED ON OR BEFORE 9:00 A.M. ON THE THIRD WORKING DAY BEFORE THE MEETING AT THE FOLLOWING LOCATIONS:**

NV Real Estate Division  
788 Fairview Drive, Suite 200  
Carson City, NV 89701-5453

NV Real Estate Division  
2501 E. Sahara Avenue, #102  
Las Vegas, NV 89104-4137

NV Association of REALTORS  
760 Margrave Drive, Ste. 200  
Reno, NV 89510

Sierra Nevada Association of REALTORS  
300 South Curry St., #3  
Carson City, NV 89703

Elko Board of REALTORS  
355 5th Street  
Elko, NV 89801

Greater Las Vegas  
Association of REALTORS  
1750 East Sahara Avenue  
Las Vegas, NV 89104

Reno/Sparks Association  
of REALTORS  
5650 Riggins Court  
Reno, NV 89502

Incline Village Board  
of REALTORS  
924 Incline Way, Suite 1  
Incline Village, NV 89452

Nevada State Library  
100 Stewart Street  
Carson City, NV 89710

Grant Sawyer Building  
555 E. Washington Avenue  
Las Vegas, NV 89101

Desert Mountain Realty  
1060 Avenue F  
Ely, NV 89301

Isom Realty & Insurance  
P. O. Box 670  
420 Third Street  
Hawthorne, NV 89415

Century 21/Sonoma Realty  
335 West 4th. Street  
Winnemucca, NV 89445

Battle Mountain Realty  
P. O. Box 1150  
142 S. Reese Street  
Battle Mountain, NV 89820

T & M Group Realty  
ATTN: DEBRA STRICKLAND  
5801 S Homestead  
Pahrump, NV 89048

**State of Nevada  
Dept. of Business & Industry  
State Real Estate Division  
INTERNET PAGE: <http://www.red.nv.us>**