

**December 14, 2006
Bradley Building
2501 E. Sahara Ave.
Las Vegas, NV**

**Video-conference to Department of Business and Industry
788 Fairway Dr.
Carson City, NV**

MNUTES

CALLED TO ORDER AT 8:40 A.M.

1. COMMISSION/DIVISION BUSINESS

A) INTRODUCTION OF COMMISSIONERS IN ATTENDANCE

In Las Vegas: Charlie Mack and Beth Rossum

In Carson City: Janice Cople, Bert Gurr, Curry Jameson, Kateri Cavin, Sr. Deputy Attorney General.

B) INTRODUCTION OF DIVISION STAFF IN ATTENDANCE

Safia Anwari, Linda Pierson, and Gail Anderson. Ms. Anderson stated that Bruce Alitt will join the meeting later. Susan Clark and Kim Kolbet joined the meeting later as well.

C) DISCUSSION REGARDING ADMINISTRATOR'S REPORT ON:

1. Personnel update.

Ms. Anderson presented this report.

- Lisa Young, Deputy Administrator, has resigned and December 1st was her last day.
- A new compliance audit investigator, Jan Holle, has been hired to replace Denice Kelly.
- Bruce Petersen was promoted from Education to Licensing.
- The Information Specialist position is still open.
- Education program officer vacant.

2. Fingerprinting trends for FY07 compared to FY06.

Ms. Anderson presented this report.

3. License renewal trends.

Ms. Anderson presented this report, providing year-to-date statistics as of the end of October.

- 10% non-renew rate for brokers, up from 4% in FY06.
- 10% non-renew rate for broker-salesman, up from 4% over-all in FY06.
- 10% for salesman, up from 8% for FY06.

4. Status of Nevada Law and Reference Guide.

Ms. Anderson stated that she hadn't seen anything else on chapter 6 and will follow up.

Ms. Anderson stated further that the Division is ready to post the first five chapters on the web site.

Ms. Anderson stated for the record that Teresa Rice, Publication Writer, joined the meeting.

D) *Discussion and possible action to approve minutes of September 18-20, 2006 meeting.

Commissioner Mack moved to approve the minutes. Seconded by Commissioners Rossum and Gurr. Motion carried.

E) Discussion regarding Attorney General Case Status Report.

Ms. Cavin presented this report.

G) *Discussion and possible action regarding proposed legislative changes for 2007 Session.

Ms. Anderson stated that she has nothing to add at this time. Commissioners discussed the issue of background checks and renewal. Commissioner Mack asked what will happen to the regulation. Ms. Anderson stated that it comes down to what the Commissioners want to do and how they want to pursue it. Ms. Anderson stated that a simple place to start might be to define application. Commissioner Mack asked if the first section of the statutes would be a good place to define an application. Ms. Cavin stated that it could be defined in regulations or statutes, but that the Commission needs to decide if they want to ask someone to sponsor a bill or to do it in regulations. Commissioner Gurr stated that the Commission needs to sit down with the industry and work out the definitions of the time periods, etc., and that he doesn't want to see it go statutorily if there is any way to prevent it. Commissioner Gurr stated further that he would like to go forward with a work group.

Commissioner Rossum stated she concurs with Commissioner Gurr, that it can be worked out, but the Commission needs to give more thought to it, and possibly make it a regulation after they have time to look at it

Commissioner Cople stated that she is not ready to take any action on the issue at this time.

President Jameson stated that he is not ready to go forward with it and that the next step should be to get a group or subcommittee together and talk about it.

Ms. Anderson stated that she is concerned about an industry work group setting the denial standards of the Division and is not comfortable writing policy that is the Division's policy based on what a work group says.

Commissioner Gurr stated that the Commission should wait until the January or February meeting to discuss further, and that his intent is never to let the industry tell the Commission or the Division what to do.

Ms Anderson stated that if the Commission wants to adopt a regulation or proposed legislation to consider, for example, how long a conviction can be considered, that's one thing, but that she doesn't want industry policy to determine how the Division makes denials.

President Jameson asked if Commissioners would like to move forward in July. Commissioner Cople stated that the discussion should go to the July meeting.

F) Discussion regarding the Compliance Section's current caseload report.

Mr. Alitt presented this report. Mr. Alitt passed out a new report, stating that he didn't get copies to the Commissioners in the North but that only one number was changed. President Jameson asked a question regarding some September and October figures relative to cases going to hearing.

H) *Discussion and possible action regarding Commission appointment of a Subcommittee to review and approve education courses.

Commissioner Rossum stated that the decision should be tabled until April so the new Commissioners have time to get the knowledge and experience to be able to add input.

Commissioner Mack stated that he doesn't disagree with Commissioner Rossum and has no problem delaying discussion, but that two of three subcommittee members need to be commissioners in order to provide continuity.

Commissioner Rossum stated that there can't be two Commissioners until the new Commissioners have some experience.

President Jameson stated that he wants to move to a place where the education is being taken care of.

Ms. Anderson mentioned that in the public comment section there is a request for an agenda item concerning education. Ms. Anderson asked if the Commission might want to take public comment now as there are several people in the audience with interest in this subject.

Commissioner Rossum asked if the new Commissioners could be asked for their opinion.

Commissioner Cople stated that she quickly became overwhelmed with the packets and had no idea what consent agenda meant, who had more materials, etc., and that she concurs with Commission Rossum to wait until April.

Commissioner Gurr stated that he agrees with Commissioner Rossum, that Education should move to a committee that knows what they're looking at.

Public Comment

In Carson City

Katherine Cloy – Executive Vice-President, NVAR

Ms. Cloy stated that with her in Las Vegas is Irene Vogel. Ms. Cloy stated that she understands that the Division and the Commission want to solve the delays. Ms. Cloy stated the following points:

- The Realtor Associations feels that the instructor approval process takes too long, including for those instructors already licensed to teach continuing education classes.
- Continuing education renewal notices should be given longer noticing period. The Reno/Sparks received a renewal notice approximately one week before it was due back to the Division.
- When a class is pulled for discussion then returned unapproved, it would help to have an explanation for the reason the course was not approved.
- Course providers are trying to meet deadlines, but the Division has been unable to adequately or timely respond to the request and application.
- Licensees attending meetings for credit or people interested in a certain agenda topic may spend an entire day at meeting to receive few credit hours due to closed hearings for license denial appeals for which there is no credit. Educators wait for days for the agenda item to come up, and education is usually the last item
- Breaking the agenda into topics for different days may be the solution.
- The Associations support the effort for an education subcommittee.

In Las Vegas

Irene Vogel-GLVAR

Ms. Vogel stated that she agrees with what Ms. Cloy said, and that she appreciates the volume of matters before the commission. Ms. Vogel stated that the discipline and licensing matters should be the primary concern, and postponing the subcommittee until April is fine. Ms. Vogel asked the Commission to please consider what Ms. Cloy has said and thanked the Commission for having the special meeting.

Commissioner Comments

Commissioner Mack suggested that the Commission should expedite the process instead of waiting until April. Commissioner Mack stated that the options are to have the subcommittee, or take education in a special meeting as today. Commissioner Mack suggested that if the Commission chooses to use a subcommittee, that the Commission give blanket approval to what the subcommittee does or enable subcommittee to make final approval.

President Jameson asked Ms. Anderson to speak to the budget issues faced by the Division. Ms Anderson stated that the Division has hit budget issues with the added January meeting and it is a problem. Ms. Anderson stated further that holding additional meetings would be a problem as an education subcommittee would meet at least 4 times a year along with the 6 regular meetings, and the Division is not funded for that.

Commissioner Gurr asked if there is funding to do the subcommittee. Ms. Anderson stated no, but could get the salary paid for the Commissioners but have never paid other subcommittee participants that are Commissioners, and that it is an issue that she will work out.

Commissioner Rossum asked if one of the new Commissioners could be a participant so they can learn about education.

President Jameson stated that he heard that there is a possibility of an augmentation of the budget. Ms. Anderson stated she must support the governor's recommended budget.

Irene Vogel

Ms. Vogel asked if it is legal for the NVAR to offset the additional costs. Ms. Anderson stated no.

Commissioner Rossum asked if RSAR or GLVAR have video conference capabilities. Ms. Vogel stated yes. Commissioner Rossum asked if those organizations could donate facilities. Ms. Vogel stated yes.

Commissioner Rossum moved to create a committee of three, with Commissioner Mack as Chairman, Commissioner Copple as the second Commissioner, and former Commissioner Lee Gurr of Elko as the third member. Seconded by Commissioner Gurr. Commissioner Rossum stated that there needs to be a discussion regarding the authority of the subcommittee. Ms. Anderson stated that her recommendation is that the subcommittee would deal with all continuing education and post-licensing, with pre-licensing and appeals of denials by the subcommittee heard by the full Commission, and that the subcommittee have full authority to approve or deny. Commissioner Rossum stated that she would like to add Ms Anderson's recommendations to the motion. Motion carried.

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.

Ms. Anderson asked if the Commission wanted her to pursue sending a Commissioner to this meeting. Ms. Anderson stated that the District meeting may be on April 28th and 29th instead of the 24th and 25th and the dates will be finalized at the January board meeting. President Jameson stated that he is interested. Ms. Anderson stated that she will pursue pre-travel approval. Commissioner Gurr asked if there a limitation on the number of Commissioners allowed to attend. Ms. Anderson stated no. Commissioner Gurr asked if Ms. Anderson could pursue reservations for two Commissioners. Ms. Anderson stated yes.

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.

Ms. Anderson distributed documents to the Las Vegas Commissioners.

Ms. Anderson asked if it is the Commission's intention that anyone with a receipt dated in 2005 can take the 30 hours, not post-licensing, with the new criteria.

Commissioner Mack stated that he was the motion maker and that his intent was "when the license is issued," but since there is some confusion, he has no problem extending the date. Commissioner Rossum stated she agrees with Commissioner Mack.

Ms. Anderson stated that the Division is dealing with reinstatement as a new application, which it is, and that people are under the new regulations after reinstatement.

Commissioner Mack moved that for the transition period, that the Division honor the date of a receipt as to whether a first time renewal is mandated to take post licensing. Seconded by Commissioner Rossum. Motion carried.

K) DISCUSSION AND POSSIBLE ACTION ON DATE, TIME, PLACE & AGENDA ITEMS FOR UPCOMING MEETINGS.

Ms. Anderson stated that the next scheduled meeting is January 9-11, 2007 at Morrison University, the primary purpose of which is to hear the Commonwealth/Hudler/Holl cases not heard in November. Ms. Anderson stated that the Division would also put other Commission/Division business on the agenda if something comes up.

President Jameson stated that he would like to get as much done in January as possible.

Ms. Anderson stated that Commissioner training is scheduled for February 5, 2007. Ms. Cavin stated that there are four new Commissioners over the three commissions, and she and the Division would like to take first day of the February meeting in the afternoon for training, adding February 9, 2007 at the end of meeting.

Commissioner Mack stated that he can't make February 9th and suggested that the Real Estate Commission have one half day of training on the 5th, with the other half day for license denial appeals.

Commissioner Rossum stated that she is leaving town on February 9th and can't change it.

Ms. Anderson stated that the Division will check into changing airfare and finding a room at Morrison University.

President Jameson stated that the Commission had been provided a letter from the Commission of Post-Secondary Education. Ms. Anderson addressed the issue, stating that the regulations regarding some of the schools are in conflict with CPE rules for out of state schools and it would require changing regulation NAC 645.400(3).

President Jameson stated that this issue would move to a time certain when dealing with regulations.

6* EDUCATION:

Ms. Anderson stated that item B was in error and should be removed.

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

Commissioner Mack pulled for discussion courses 2, 3, 11, 15, 19-21, 24-27, 30-33, 38, 39, 42, 43, 46-51, 53-56, 60-62, 65, 66, 70, 71.

Commissioner Rossum pulled courses 40, 41

President Jameson pulled courses 7, 10, 34, 35, 36,

Commissioner Mack moved to approve courses 1, 4, 5, 6, 8, 9, 12, 13, 14, 16, 17, 18, 22, 23, 28, 29, 37, 44, 45, 52, 57, 58, 59, 63, 64, 67, 68, 69, 72. Seconded by Commissioner Gurr. Motion carried.

1. Century 21 Real Estate Academy
"Dearborn Real Estate Finance Today"

Request: 4 Hours General CBT

2. ERA Brokers Consolidated
 “Do I Understand Agency?”
Request: 3 Hours Agency Classroom

Commissioner Mack stated that he has questions on the designation of Agency as there is a lot of time spent on business broker, which has nothing to do with Agency. Commissioner Mack moved to approve for 3 hours general. Seconded by Commissioner Rossum. Motion carried.

3. ERA Brokers Consolidated
 “Fair Housing and Diversity”
Request: 3 Hours Ethics Classroom

Commissioner Mack moved to approve as recommended by staff. Seconded by Commissioner Rossum. Motion carried.

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

President Jameson asked who Beverly Gomes is. Commissioner Rossum stated that she is an escrow officer, but doesn’t know if Ms. Gomes is a licensee. Ms. Anwari stated that she is not a licensee. President Jameson stated that he has a concern with a title officer teaching ethics. Commissioner Mack moved to deny this course. Ms. Cavin stated that the class cannot be denied because of an instructor concern until the instructor has been noticed to appear and suggested delaying until the next meeting so the instructor can be properly noticed. Commissioner Rossum stated that she had other concerns with the class content. Commissioner Mack moved to delay a decision until the instructor can be noticed. Seconded by Commissioner Rossum. Commissioner Mack stated that it will probably be taken up by the education subcommittee. Motion carried.

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

President Jameson explained his concerns with this course. Commissioner Mack stated that the course was previously approved for computer based training so why not approve for internet. Commissioner Mack asked Ms. Anderson if a decision can be delayed and reconsider the last approval. Ms. Anderson stated there is an administrator procedure for withdrawing approval for a reason, but “the Commission told me to” isn’t a good reason. Ms. Cavin stated that the best choice may be to delay this one. Ms. Cavin read from NAC 645.4434(1) and stated that the Commission can direct the Administrator to determine whether or not the class would meet the standards pursuant to the Statutes and Regulation. Discussion ensued. Commissioner Copple moved to approve. Seconded by Commissioner Rossum. Motion carried.

11. Greater Las Vegas Association of REALTORS®
 “A Study of Ethics”
Request: 3 Hours Ethics Classroom

Commissioner Mack stated that he has a concern with one instructor and that instructor’s ability to teach ethics. Ms. Cavin stated the options available to the Commission. The course provider stated that they would withdraw the instructor. Commissioner Mack moved to approve the course without William Yacobozzi as instructor. Seconded by Commissioner Gurr. Motion carried.

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

Commissioner Mack stated his concerns with this course, which dealt with course objectives. Commissioner Rossum stated that she pulled the course for the same reasons as stated by Commissioner Mack, and that it is beyond scope of what they want agents to do. Commissioner Mack moved for denial. Seconded by Commissioner Rossum. Motion carried.

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

Commissioner Mack stated his concerns with this course, asking the provider if this is a code of ethics course. The provider, Wendy Devecchio from GLVAR, stated yes. Commissioner Mack moved for denial, explaining that typically the Commission denies code of ethics courses that are directed to an association’s members as opposed to agents in general. Seconded by Commissioner Rossum. Motion carried.

20. Greater Las Vegas Association of REALTORS®
 “Good Ethics = Good Business”
Request: 3 Hours Ethics Classroom

Commission Mack stated his concerns with this course, which were the same as for course #19. Commissioner Mack moved to deny. Seconded by Commissioner Rossum. Motion carried.

21. Greater Las Vegas Association of REALTORS®
 “The Seller Counseling Session”
Request: 3 Hours Agency Classroom

Commissioner Mack stated that there is no Agency in this course and it should be designated as general. Commissioner Mack moved to approve for 3 hrs General. Seconded by Commissioner Rossum. Motion carried.

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

Commissioner Mack stated his concerns with the instructor teaching ethics and with the course itself. Commissioner Mack moved to approve the course with the removal of Mr. Yacobozzi as instructor. Seconded by Commissioner Gurr. Motion carried.

25. Greater Las Vegas Association of REALTORS®
 “The Legislative Process and Results of the 2005 Legislature”
Request: 3 Hours Law and Legislative Classroom

Commissioner Mack expressed his concerns with this course. Wendy Devecchio, course provider, spoke to the concerns. Commissioner Mack stated that the course is part high school civics and part pre-licensing. The provider stated that the course is a one time only offering for Realtor Rally, and wondered if it can be approved without the Legislative designation. Ms. Anderson stated that her recommendation would be to consider for the course for General. Commissioner Mack moved to approve for three hours General and a name change to The Legislative Process. Seconded by Commissioner Rossum. Commissioner Gurr stated that the course should be approved with the name as is. Commissioner Mack stated that the 2007 session will be 2/3 over by the time this class is presented. President Jameson spoke to the issue, stating that it’s a valuable course. Commissioner Rossum stated that it’s a valuable course, but if 2005 is left on as a topic, agents won’t go because it looks like old information. President Jameson stated that it should have Law and Legislative credit. Commissioner Mack read from NAC 645.448(2)(b) regarding designation for continuing education credit. Motion carried with Commissioners Gurr and Jameson voting against.

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

Commissioner Mack stated his concerns with this course, noting that there is nothing about real estate in the course. Wendy DeVecchio stated that it would teach agents to better serve the client and provide real estate service, and to better work with diversity clients. Commissioner Mack moved to deny approval. Seconded by Commissioner Rossum and Commissioner Copple. Motion carried.

27. Americana School of Real Estate
 “Ethics – Decision Making for Real Estate”
Request: 3 Hours Ethics Classroom

Commissioner Mack stated that his concern is that there is not much real estate, and that which is falls under pre-licensing. Commissioner Rossum moved to deny approval. Seconded by Commissioner Mack. Motion carried.

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

Commissioner Mack stated his concerns with this course, stating that the broker manager designation is a new one and there is still some questions regarding what they want brokers to know. Commissioner Rossum stated that her understanding of broker management is incorporated in the course. Commissioner Gurr moved to approve. Seconded by Commissioner Cople. President Jameson stated his concerns with the course. Commissioner Rossum stated that brokers can pick and choose what they think they need help in. Commissioner Gurr stated that he likes the course. Motion carried.

31. Key Realty School LLC
“Nevada Agency”
Request: 3 Hours Agency Correspondence

Commissioner Mack stated his concerns with this course, stating that it is not an Agency course. Commissioner Rossum stated that she agrees, and that it is more General than Agency. Commissioner Rossum moved to approve for three hours General. Seconded by Commissioner Mack. Motion carried.

32. Key Realty School LLC
“Understanding Ethics”
Request: 3 Hours Ethics Correspondence

Commissioner Mack expressed his concerns with this course, stating that he didn’t see it being Ethics. Commissioner Mack moved to approve for three hours General. Seconded by Commissioner Gurr. Motion carried.

Commissioner Cople moved to add a friendly amendment to change the name of the course to something appropriate to a General designation.

Commissioner Mack moved to reconsider the previous motion. Seconded by Commissioner Gurr. Motion carried. Commissioner Rossum moved deny. Seconded by President Jameson. Motion carried.

33. Key Realty School LLC
“The Lease”
Request: 3 Hours Property Management Correspondence

Commissioner Mack moved to approve this course. Seconded by Commissioner Cople. Motion carried.

34. Stewart Title of Nevada
“Management: Building and Working with Teams”
Request: 3 Hours Personal Development Classroom

President Jameson expressed his concerns with this course. Commissioner Mack moved to approve this course. Seconded by Commissioner Rossum and Commissioner Gurr. Motion carried.

35. Stewart Title of Nevada
 “Martial Arts of Customer Etiquette”
Request: 3 Hours Personal Development Classroom

President Jameson stated that his concerns with this course were the same as with the previous course. Commissioner Gurr moved to approve this course. Seconded by Commissioner Copple. Motion carried.

36. Dearborn Financial Publishing, Inc
 “Dearborn Real Estate Investment Fundamentals”
Request: 6 Hours General Internet

President Jameson expressed his concerns with this course, stating that some of the content may go above what a real estate agent should know. Commissioner Mack stated that he thought the course could be valuable. Commissioner Mack moved to approve. Seconded by Commissioner Gurr. Motion carried.

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

Commissioner Mack expressed his concerns with this course, stating that the company is located in Las Vegas but is not registered with the state. Commissioner Mack stated that he has the same concerns with course # 39.

Commissioner Mack moved to approve both courses pending receipt of Qualified Intermediary registration in Nevada. Seconded by Commissioner Gurr. Motion carried.

39. Granite Exchange Services, Inc.
 “Advanced 1031 Exchange Fundamentals”
Request: 3 Hours General Classroom

40. ProSchools, Inc.
 “Credit Scoring”
Request: 4 Hours General Correspondence

Commissioner Rossum explained her concerns with this course, stating that real estate agents don’t need to have this information and that there is not enough content for four hours. President Jameson suggested taking 41 also, as he had the same concerns. Commissioner Rossum agreed. Commissioner Rossum moved to deny both courses. Seconded by Commissioner Gurr. Motion carried.

41. ProSchools, Inc.
 “Credit Scoring”
Request: 4 Hours General Internet

42. ProSchools, Inc.
 “Anti-Discrimination Laws”
Request: 4 Hours General Correspondence

Commissioner Mack suggested considering courses 42 and 43 together. Commissioner Mack stated that perhaps the designation should be Ethics and moved to approve both courses for four hours of Ethics each. Seconded by Commissioner Copple. Motion carried.

43. ProSchools, Inc.
 “Anti-Discrimination Laws”
Request: 4 Hours General Internet
44. ProSchools, Inc.
 “Professional Property Management”
Request: 4 Hours Property Management Correspondence
45. ProSchools, Inc.
 “Professional Property Management”
Request: 4 Hours Property Management Internet
46. ProSchools, Inc.
 “Property, Pricing and Residential Real Estate”
Request: 6 Hours General Correspondence
47. ProSchools, Inc.
 “Property, Pricing and Residential Real Estate”
Request: 6 Hours General Internet

Commissioner Mack expressed his concerns regarding courses 46 and 47, stating that they are a combination of a CMA course and pre-licensing and shouldn’t be approved for 6 hours of General. Commissioner Rossum expressed some concerns with these courses, stating that they have no relevance to residential real estate. Commissioner Rossum moved to deny both courses. Seconded by Commissioner Mack. Motion carried.

48. ProSchools, Inc.
 “Tax Implications of Homes Sales”
Request: 6 Hours General Correspondence
49. ProSchools, Inc.
 “Tax Implications of Homes Sales”
Request: 6 Hours General Internet

Commissioner Mack expressed his concerns with these courses, stating the value is in the first three hours but none in the last three. Commissioner Mack moved to approve for three hours of General. Seconded by Commissioner Rossum. Motion carried.

50. US Lending Education
 “Privacy and Disclosures Under the Gramm-Leach Bliley Act”
Request: 3 Hours General Classroom

Commissioner Mack expressed his concerns with this course, stating that his investigation of this Act showed that it has nothing to do with real estate. Commissioner Mack moved to deny this course. Seconded by Commissioner Rossum. Motion carried.

51. US Lending Education
 “Retirement through Real Estate and Mortgages”
Request: 3 Hours General Classroom

Commissioner Mack expressed his concerns with this course, stating that if anything it might fit a designation of Personal Development. Commissioner Mack stated further that he also had concerns about the course content. Commissioner Mack moved to deny this course. Seconded by Commissioner Rossum. Motion carried.

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

Commissioner Mack expressed his concerns, stating that he sees no Agency and that it may be better for a Personal Development designation.

President Jameson stated that he sees it as General.

Commissioner Mack moved to approve for three hours of General. Seconded by Commissioner Rossum. Motion carried.

54. Reno/Sparks Association of REALTORS®
 “Bringing it All Together SRS Module 4”
Request: 3 Hours Ethics Classroom

Commissioner Mack stated that he doesn’t see this course as Ethics. Commissioner Mack moved to approve this course for three hours of General. Seconded by Commissioner Rossum. Motion carried.

55. Reno/Sparks Association of REALTORS®
 “How to Build a Top 100 Company through Highly Productive People & Systems”
Request: 4 Hours Broker Management Classroom

Commissioner Mack stated that his concerns are with the content of a Broker Management course, and that this course doesn’t fit with his idea of what such a course should contain. Commissioner Rossum stated that she concurs with Commissioner Mack and that this course has nothing to do with being a good broker. Commissioner Mack moved to approve this course for three hours of Personal Development. Seconded by Commissioner Rossum. Motion carried.

56. Reno/Sparks Association of REALTORS®
 “Buyer and Seller Agency in Nevada”
Request: 4 Hours Agency Classroom

Commissioner Mack stated that the problem is with the number of hours and that there is not enough content to justify four hours. Commissioner Mack moved to approve for three hours of Agency. Seconded by Commissioner Rossum. Motion carried.

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

Commissioner Mack stated that this is a good course for real estate investors but not licensees, and if approved it should be for Personal Development. Commissioner Rossum stated that is not something real estate agents need. Commissioner Rossum moved to deny this course. Seconded by Commissioner Mack. Motion carried.

President Jameson asked the Commission to reconsider item 57. Commissioner Mack moved to reconsider this course. Seconded by Commissioner Rossum. Motion carried. Commissioner Copple recused herself as she is an instructor for this course. President Jameson moved to approve the course without instructor Carol Bush. Seconded by Commissioner Gurr. Motion carried.

61. Silver State Mortgage
 “Lending 101: Understanding the Loan Process & Common Mortgage Concepts”
Request: 3 Hours General Classroom

Commissioner Mack stated that this course looks like a three hour advertisement by a lender and moved to deny this course. Seconded by Commissioner Gurr. Motion carried.

62. Kaplan Professional Schools Nevada
 “Selling the High Performance Home”
Request: 6 Hours General Classroom

Commissioner Mack expressed concerns, stating that it looks very technical. Commissioner Copple stated that she had same problems with this course, and that it is beyond scope of licensees. Commissioner Rossum moved to deny. Seconded by Commissioner Copple. Motion carried.

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

Commissioner Mack stated that this would be a great post licensing course not continuing education. Commissioner Mack moved to deny this course. Commissioner Rossum asked if all instructors listed are approved instructors. Ms. Anwari pulled the file and stated that everyone is approved except Gina Brant and Aldo Martinez. Seconded by Commissioner Rossum. Motion carried.

Commissioner Mack stated that this course is on the agenda for a request for a change of hours, and wondered if the denial is just for the change of hours. Ms. Anderson stated if this is denied, the Commission is denying change of hours.

Commissioner Mack moved to ask Ms Anderson to look at the possibility of withdrawing approval of the course based on content. Seconded by Commissioner Rossum. Commissioner Rossum stated it should be pointed out to the provider that two people are not approved instructors. Motion carried with Commissioner Gurr voting against.

66. Americana School of Real Estate
 "Writing and Presenting the Offer to Purchase – Workshop 2"
Request: 3 Hours Contracts

Commissioner Mack stated that his concerns are the same as with the previous course. Commissioner Mack moved to deny the request of a change of hours, and to ask the administrator to look at the possibility of withdrawing approval of the course based on content. Seconded by Commissioner Rossum. Motion carried with Commissioner Gurr voting against.

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

Commissioner Mack stated that he has no problem with the course, but wondered why Valerie Ferrer is considered a new instructor. Commissioner Mack stated further that the same situation applies to course 71. Commissioner Mack moved to approve both 70 and 71, stating that Valerie Ferrer should not have to resubmit anything. Seconded by Commissioner Rossum. Motion carried.

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

Commissioner Mack stated that since there is no exam, the course cannot be approved for more than 14 hours. Commissioner Mack moved to approve for 14 hours. Seconded by Commissioner Rossum. Motion carried.

74. Rosen, Jay C.
 “Buyer’s Agency: The Quiet Revolution”
Request: 3 Hours Agency Classroom

Commissioner Mack moved to approve this course. Seconded by Commissioner Gurr. Motion carried.

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

The State recommends three hours of Personal Development. Commissioner Rossum moved to approve for three hours of Personal Development. Seconded by Commissioner Mack. Motion carried.

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

Commissioner Mack moved to approve for three hours. Seconded by Commissioner Rossum. Motion carried.

77. ERA Brokers Consolidated
 “Law and Legislative Update for the Licensee”
Request: 3 Hours Law and Legislation Classroom

Commissioner Mack moved to approve contingent upon removing item on pending legislation. Seconded by Commissioner Rossum. Motion carried.

78. Society of Industrial and Office Realtors
 “2006 SIOR Fall Professional Conference”
Request: 13 Hours General Classroom

Staff recommended approval for six hours retroactive. Commissioner Rossum asked if there was a reason they didn’t ask for approval prior to course. Ms. Safari stated that the class was not submitted in time. Ms. Anderson stated that this course is a North Carolina presentation. Ms. Anwari stated that she is not sure if any Nevada licensees attended. Ms. Anderson requested that the class be tabled for further investigation. Commissioner Rossum moved to table this course. Seconded by Commissioner Copple. Motion carried.

79. Lorman Business Center, Inc.
 “Fundamentals of Real Estate Closings”
Request: 7 Hours General Classroom

Commissioner Rossum moved to deny this course. Seconded by Commissioner Mack. Motion carried.

80. Las Vegas School of Real Estate
 “Dearborn Real Estate Investment Fundamentals”
Request: 6 Hours General Correspondence

Commissioner Rossum moved to deny this course per staff recommendation. Seconded by Commissioner Mack. Commissioner Mack asked what they did with course #36, which is the same course from a different provider. Ms. Anderson stated it was approved. Motion failed. Commissioner Mack moved to approve this course. Seconded by Commissioner Gurr. Motion carried.

81. Las Vegas School of Real Estate
 “Dearborn Real Estate Finance Today”
Request: 6 Hours General Correspondence

Staff recommended approval for four hours. Commissioner Mack moved to approve per staff recommendation. Seconded by Commissioner Gurr. Motion carried.

82. Las Vegas School of Real Estate
 “Dearborn Understanding 1031 Tax-Free Exchanges”
Request: 5 Hours General Correspondence

Commissioner Mack moved to approve this course for three hours. Seconded by Commissioner Rossum. Motion carried.

83. Las Vegas School of Real Estate
 “Dearborn Property Disclosure: The Real Estate Professional’s Guide to Reducing Risk”
Request: 6 Hours Contracts Correspondence

Commissioner Rossum stated that the designation should be a General designation as there is not enough in it for a Contracts course. Commissioner Mack moved to approve for six hours of General. Seconded by Commissioner Rossum. Motion carried.

84. Las Vegas School of Real Estate
“Dearborn Manufactured & Modular Housing”
Request: 3 Hours General Correspondence

Commissioner Copple moved to approve contingent upon inclusion of Nevada disclosure law per staff recommendation. Seconded by Commissioner Gurr. Motion carried.

85. Greater Las Vegas Association of REALTORS®
“Raising the Bar, Customer/Client Service and Professionalism”
Request: 3 Hours General Classroom

Commissioner Rossum stated that there is a lot of ethics in this course and that one of the instructors has been removed from teaching Ethics previous courses. Commissioner Rossum moved to approve this course for three hours of Personal Development, with the removal of William Yacobozzi as instructor. Seconded by Commissioner Mack. Motion carried.

86. National Business Institute
“Boundary Disputes: Resolving Client Conflicts”
Request: 7 Hours General Classroom

Commissioner Rossum moved to deny this course. Seconded by Commissioner Copple. Motion carried.

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

Ms. Anwari stated that the course benefits licensees by introducing them to technological resources. Commissioner Mack moved to approve this course for three hours of Personal Development. Seconded by Commissioner Rossum. Motion carried.

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

Staff recommended denial. Ms. Anwari stated that this course teaches computer basics and is not within the standards of a Real Estate course. Commissioner Rossum moved to deny this course. Seconded by Commissioner Copple. Commissioner Mack stated that making Personal Development courses available was related to technology. Discussion ensued.

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

Ms. Anwari stated that this course could blur the lines between Personal Development in improving professional knowledge and preparing specialists within the industry. Commissioner Mack moved to deny approval of this course. Seconded by Commissioner Rossum. Motion carried.

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

Staff recommended a designation of Personal Development. Commissioner Copple stated that she would like her agents to take this class as she sees some value. Commissioner Mack moved to approve this course for three hours of Personal Development. Seconded by Commissioner Copple. Motion Carried.

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

Commissioner Rossum moved to approve this course with the removal of two instructors who are not qualified to teach the course. Commissioner Rossum withdrew the motion because the provider is not a registered Qualified Intermediary in Nevada. Ms. Anderson stated that if they would incorporate Nevada law regarding bonding and registration into the curriculum, the course could be approved. Commissioner Mack stated that he has a problem with part of the curriculum that teaches how to find a Qualified Intermediary as it could be advertising, and would like the course modified to removed that portion. Ms. Anwari stated that Philip Ladd and Timothy Rose are not qualified instructors. Commissioner Mack moved to approve this course with the removal of Mr. Ladd and Mr. Rose, and with the understanding that material on how to choose a Qualified Intermediary would be removed, and the addition of Nevada law regarding registration and bonding. Seconded by Commissioner Copple. Motion carried.

92. Center for Creative Land Recycling
“Creating Vibrant Communities: Redeveloping Nevada’s Brownfields”
Request: 7 Hours General Classroom

Ms. Anwari stated that this workshop covers scientific issues and requests retroactive credits for a course offered in October 2006. Ms. Anwari stated further that this course was previously approved under a different course number, and a resume was included for only one of the three instructors and there was no way to verify if the other two are qualified to teach. Commissioner Mack stated that this provider has a record of requesting retroactive approval and that was not the intent of the regulation change allowing retroactive approval. Commissioner Mack moved to deny approval of courses 92 and 93. Seconded by Commissioner Rossum. Motion carried.

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

Commissioner Mack stated his concerns about a provider with a product to sell offering a course at no charge. Mickey Johnson, Stewart Title, stated that Asset Preservation is a wholly owned subsidiary of Stewart Title Guarantee Company, and that Asset Preservation is a Qualified Intermediary in Nevada, but did not know why the course was being offered at no charge. President Jameson moved to approve this course. Seconded by Commissioner Copple. Commissioner Mack suggested a friendly amendment of approval pending a one time audit. President Jameson accepted the amendment as did Commissioner Copple as second. Motion carried.

95. WIN Home Inspection
 “Commercial Property Condition Assessments”
Request: 3 Hours General Classroom

Commissioner Gurr moved to deny this course. Seconded by Commissioner Mack. Motion carried.

96. Las Vegas School of Real Estate
 “Dearborn Title Insurance for the Real Estate Professionals”
Request: 6 Hours Agency Correspondence

Staff recommended approval for three hours of General. Commissioner Rossum moved to approve for three hours of General. Seconded by Commissioner Gurr. Motion carried.

97. Las Vegas School of Real Estate
 “Dearborn Architectural Styles”
Request: 4 Hours General Correspondence

Staff recommended approval contingent upon provider submitting a corrected timeline. Commissioner Rossum stated that she sees no relevance in this course and moved to deny. Seconded by Commissioner Gurr. Motion carried.

98. Las Vegas School of Real Estate
 “Dearborn Exterior Structures”
Request: 4 Hours General Correspondence

Commissioner Rossum moved to deny this course as it is beyond the scope of a real estate licensee. Seconded by Commissioner Copple. Motion carried.

99. Las Vegas School of Real Estate
 “Dearborn Reverse Mortgages for Senior Homeowners”
Request: 4 Hours General Correspondence

Commissioner Rossum moved to deny this course. Seconded by Commissioner Mack. Motion carried.

100. Americas Best
 “Home Inspection”
Request: 6 Hours General Internet

Commissioner Mack moved to deny this course with a request that the Administrator withdraw prior approval of this course. Seconded by Commissioner Rossum. Motion carried.

101. Americas Best
 “Meth Madness”
Request: 3 Hours General Internet

Commissioner Copple moved to deny this course. Seconded by Commissioner Gurr. Commissioner Mack added a friendly amendment asking the Administrator to withdraw the previous approval for this course. Motion carried.

102. Americas Best
 “Work Smarter, Not Harder”
Request: 6 Hours General Internet

Commissioner Mack stated this might be a good Personal Development course. Commissioner Mack moved to approve this course for three hours of Personal Development, and instruct the Administrator to withdraw the previous approval and grant three hours of Personal Development. Seconded by Commissioner Rossum. Ms. Anderson stated that she can notice intent to withdraw approval, but can also ask the sponsor if they are willing to reclassify to Personal Development. Motion carried.

103. ABC Real Estate School
 “Agency Update”
Request: 3 Hours Agency Internet

Course provider, Cynthia Weber was present to address concerns, stating that the course is really six hours. Ms. Anwari stated that three hours may have been a typo and should be six hours. Commissioner Mack moved to approve this course for six hours of Agency. Seconded by Commissioner Gurr. Motion carried.

104. ABC Real Estate School
 “Practical Applications - Ethics”
Request: 5 Hours Ethics Internet

Ms. Anderson stated that this course is under review. Course provider Cynthia Weber was present to address concerns. Discussion ensued. Ms. Anderson stated that the Commission can’t deal with this course today as the correct information is not on the agenda. Commissioner Mack moved to continue this course. Seconded by Commissioner Rossum. Motion carried.

105. ABC Real Estate School
 “Business Fundamentals”
Request: 3 Hours Broker Management Internet

Commissioner Rossum moved to approve this course. Seconded by Commissioner Mack. Motion carried.

106. ABC Real Estate School
"Practical Applications - Contracts"

Request: 5 Hours Contracts Internet

Course provider, Cynthia Weber was present to address concerns. Commissioner Mack moved to approve this course for six hours and course 339400 for six hours with the sponsor's approval. Seconded by Commissioner Gurr. Ms. Weber stated that she approved of the change. Motion carried.

107. ABC Real Estate School
"Nevada Law Update"

Request: 5 Hours Law and Legislation Internet

Course provider Cynthia Weber was present to address concerns, stating that the course has all legislative updates from the last two years. Commissioner Mack stated that he did not see it in the outline. Commissioner Mack moved to continue this course so the provider can submit an outline that properly reflects the course material. Seconded by Commissioner Gurr. Motion carried.

108. Americana School of Real Estate
"Senior Real Estate Specialist (SRES) Designation"

Request: 13 Hours General Classroom

Ms. Anwari stated concerns with a licensee counseling and advising on estate issues. Commissioner Rossum stated that she has a problem with agents advising on estate planning, taxes, etc. and moved to deny this course. Seconded by Commissioner Cople. Motion carried.

109. Stewart Title of Nevada
"Understanding the Las Vegas Marketplace – Market Analysis for Real Estate Agents"

Request: 3 Hours General Classroom

Course provider, Mickey Johnson of Stewart Title was present to address concerns. Commissioner Mack moved to approve this course. Seconded by Commissioner Rossum. Motion carried.

110. Stewart Title of Nevada
"Swimming with the Sharks – Conflict Resolution in the Workplace"

Request: 3 Hours Personal Development Classroom

Ms. Anwari stated that the information is unlikely to be needed in real estate transactions. Course provider, Mickey Johnson of Stewart Title, spoke to the concerns, stating that the course is designed to help agents resolve conflict between buyers and sellers. Commissioner Rossum moved to approve this course. Seconded by Commissioner Mack. Motion carried.

111. Stewart Title of Nevada
"The Law of Title Insurance Issues"

Request: 3 Hours Law and Legislation Classroom

Staff recommended to approve under a General designation. Commissioner Mack moved to approve this course for three hours of General. Seconded by Commissioner Rossum. Motion carried.

112. Hazzlerigg, Cathy
"The Dance of Selling: 4 Steps to Increased Sales by Understanding Yourself & Others"

Request: 4 Hours General Classroom

Staff recommended approval for Personal Development. Course provider was present and stated that she agrees that the course fits in Personal Development designation. Commissioner Mack moved to approve for three hours of Personal Development. Seconded by Commissioner Gurr. Motion carried.

113. ProSchools, Inc.
“Ethics: Pricing, Offers and Advertising”
Request: 4 Hours Ethics Correspondence

Staff recommended denial of this course. Commissioner Mack asked to consider course 114 at the same time. Commissioner Rossum moved to deny both courses. Seconded by Commissioner Mack. Motion carried.

114. ProSchools, Inc.
“Ethics: Pricing, Offers and Advertising”
Request: 4 Hours Ethics Internet
115. ProSchools, Inc.
“Ethics: Disclosure and Cooperation”
Request: 4 Hours Ethics Correspondence

116. ProSchools, Inc.
“Ethics: Disclosure and Cooperation”
Request: 4 Hours Ethics Internet

Commissioner Mack requested to discuss both courses 115 and 116 together. Commissioner Mack moved to deny these courses. Seconded by Commissioner Rossum. Motion carried.

117. ProSchools, Inc.
“Financing Residential Real Estate”
Request: 8 Hours General Correspondence
118. ProSchools, Inc.
“Financing Residential Real Estate”
Request: 8 Hours General Internet

Courses 117 and 118 considered together. Staff recommended approval subject to a correct timeline. Commissioner Rossum stated that there is not 8 hours of material in the courses. Commissioner Mack moved to approve for three hours of General. Seconded by Commissioner Gurr. Motion carried.

119. 1031 Exchange Advantage, Inc.
“1031 Exchange Basic and Essentials”
Request: 3 Hours General Classroom

Commissioner Mack moved to approve this course. Seconded by Commissioner Gurr. Motion carried. Ms. Anderson asked if the instructor is approved. Ms. Anwari stated no. Ms. Anderson stated that the Commission cannot consider a course with an unapproved instructor. Commissioner Mack moved to reconsider. Seconded by Commissioner Rossum. Motion carried. Commissioner Mack moved to continue the course until instructor’s qualifications can be ascertained. Seconded by Commissioner Rossum. Motion carried.

120. Reno/Sparks Association of REALTORS®
 “Marketing the Listed Property SRS Module 3”
Request: 3 Hours Contracts Classroom

Staff recommended approval for three hours of General. Commissioner Gurr moved to approve for three hours of General. Seconded by Commissioner Mack. Motion carried.

121. Meridias Capital
 “Concepts & Strategies to Build a Top Producer Model”
Request: 3 Hours General Classroom

Staff recommended a designation of Personal Development. Commissioner Rossum stated that she sees no value in the course and moved to deny. Seconded by Commissioner Mack. Motion carried.

122. ERA Realty Central
 “Beyond the Basics”
Request: 12 Hours Contracts Classroom

Ms. Anwari stated that there is not enough course content to meet 12 hours of credit. Commissioner Copple moved to approve for four hours of General. Seconded by Commissioner Gurr. Commissioner Rossum stated that this class should be a Contracts designation rather than General and amended the motion for four hours of Contracts. Commissioner Copple accepted the amended as did Commissioner Gurr. Motion carried.

123. Still Training, Inc.
 “The Buyer Broker Toolkit”
Request: 8 Hours Agency Classroom

Staff recommended approval for Personal Development. Commissioner Mack moved to approve for three hours of Personal Development. Seconded by Commissioner Gurr. Motion carried.

CONTINUED REAL ESTATE CONTINUING EDUCATION COURSES

124. Boardwalk Educational Systems
 “Legislative Updates”
Request: 3 Hours Law and Legislation Classroom

Commissioner Mack moved to approve this course pending Division approval of a new title. Seconded by Commissioner Rossum. Motion carried.

125. Boardwalk Educational Systems
 “The “E” Word / Ethics”
Request: 3 Hours Ethics Classroom

Commissioner Rossum moved to deny this course. Seconded by Commissioner Copple. Motion carried.

126. Boardwalk Education Systems
“Contracts – Promise/Promise/Promise”

Request: 3 Hours Contracts Classroom

Staff recommended approval for three hours of General. Commissioner Cople and Commissioner Mack stated that it does meet requirements for Contracts. Commissioner Cople moved to approve this course. Seconded by Commissioner Gurr. Commissioner Rossum offered a friendly amendment that the provider correct spelling errors. Motion carried.

Commissioner comments

President Jameson stated that Ms. Anwari is a welcome addition to the education group. President Jameson stated that a letter was sent by him thanking Joanne Gierer and Linda Pierson for their work. Commissioner Mack stated that he agreed. President Jameson stated that he received a letter from Mr. Marlis thanking the Commission for granting him a license.

Commissioner Mack asked Ms. Cavin to advise the Commission of the time of the January training.

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

None

8* ADJOURNMENT

President Jameson adjourned the meeting at 2:12 p.m.