

Idaho Real Estate Education Council
Regular Council Meeting
March 17, 2010
Minutes

Pursuant to notice given, a **Regular** meeting of the Idaho Real Estate Education Council (Council) was initiated at the Commission office, 633 North Fourth Street, Boise, Idaho.

Members Present:

Donna Capurso, Chair, Bonners Ferry
Maris Cukurs, Vice Chair, Idaho Falls
Beckie Kukal, Member, Jerome
Mike Gamblin, Member, Boise
Jeanne Jackson-Heim, Executive Director
Marvis Brice, Commission Representative, Rupert

Others present:

Chuck Byers, Professional Marketing Concepts
R. Gail Heist, Academy for Real Estate Careers
Georgia Meacham, Advanced Real Estate School
Susan Hansen, Ada County Association of REALTORS®
Lance Miller, Praedo Institute
Wally Walker

Staff Present:

MiChell Bird, Education Director
Jesama Rosensweig, Education Assistant

Call to Order: Chair Donna Capurso called the March 17, 2010 meeting of the Idaho Real Estate Commission Education Council to order at 8:35 a.m.

Minutes:

A motion was made by Maris to approve the minutes of the January 20, 2010 meeting. Motion carried.

Review Council Goals: There was discussion on changing number 3 on the goals. Maris suggested a target date of July 2010 for the CP Fine process and take 'a' out. There was discussion on the course & instruction evaluation process which will be reviewed at the May 17, 2010 meeting. Council discussed allowing the providers to rewrite and submit the 8 Interactive Modules as their own courses.

A motion was made by Maris to release the 8 interactive modules for revision and submittal for certification by any interested party. Motion carried.

Reports: The following reports were reviewed and placed on file in the Commission office.

- License Exam Statistics Report
- Analysis of the License Base

- CP Fine Budget Report
- Education Fund Report

Education Fund Award Budget: \$103,690.00 so far was awarded this fiscal year and \$42,070.03 has been paid out.

Instructor Development Workshop Update: MiChell Bird gave a brief update on the IDW for this year.

Discussion of RFP Process and Recommendations for Fiscal Year 2011 CP Fine Money Awards: There was discussion on the RFP Process and recommendations for fiscal year 2011 CP Fine Money. Further discussion followed.

A motion was made by Mike to recommend the CP Fine Money continue to be used for the staff travel to outside Commission meetings, printing and mailing the Real Estatement, Commission CORE course and professionally designed multi-media courses or teaching aids. Motion carried.

A motion was made by Maris to provide a recommendation to the commission to prioritize CP Fine Money spending as: (1) Commission Core offerings; (2) Brokerage Management & Real Estate Law courses; and (3) professionally developed multi-media courses or teaching aids. Motion carried.

Instructor/Course Audit Schedule: Council members discussed the audit schedule. Council members agreed to the schedule and will attend the courses.

Executive Session: In accordance with section 67-2345(1)(d), Idaho Code, a motion was made by Jeanne to adjourn to executive session to consider records that are exempt from disclosure as provided in Section 9-340C(9) and 9-340E, Idaho Code, and which records relate to the following subjects: Education Special Considerations and Instructor Special Considerations and Course Applications.

Roll Call:

Brice-Yes

Gamblin-Yes

Cukurs-Yes

Capurso-Yes

Kukal-Yes

Jackson-Heim-Yes

Motion carried. Members adjourned to executive session to consider records exempt from disclosure.

Jeanne left the meeting at 1:10 p.m.

Regular Session: A motion was made by Maris to adjourn out of executive session and return to open meeting. Motion carried.

Special Considerations:

ED10-08: A motion was made by Maris to deny Special Consideration ED10-08. Motion carried.

Course Approvals: A motion was made by Maris to approve the following new and renewal course applications. Motion carried.

New

The P's and Q's of Real Estate: Doing Business a Better Way

Negotiations and Closing

Risk Reduction

Agency

Residential Real Estate Forms

A Practical Introduction to Mode for RE Professionals

Help Your Buyers and Your Sellers Sell!

Business Planning – Benefiting You & The Real Estate Consumer

Advanced Case Studies in Short Sales and Preforeclosures

Harnessing the Power of Email and Contract Management

How to Keep Transactions Intact

Fair Housing

Troubled Assets Workshop

Short Sales – Foreclosures & Bankruptcies

Title 101

The Realtor, The Client, and the Title Policy

Risk Reduction in Real Estate through Home Warranty

Risk Reduction and Home Warranty: What Every Agent Should Know

Listing and Selling in Changing Markets

Understanding Your New Buyers: Marketing to Generation Y

Environmental Issues in Your Real Estate Practice V4.0

Property Management and Managing Risk V3.0

Resubmission

The Bottom Line: Understanding the Escrow Process

TILA

RESPA

Loan Fraud

Federal Law

Mortgage Industry

Renewal

The Evaluation of Finance & The Mortgage Market

Cost Approach

Made in America

Income Capitalization

Even Odder: More Oddball Appraisals

Basic & Advanced 1031 Exchange

Beyond the Code of Ethics

The Power of Title

Copywriting and Photography that Moves Property Faster!

Cash Flow Analysis for Commercial Real Estate
Professional Standards Seminar
Ethics Seminar
New Agent Training
Certified Negotiation Expert (CNE) Designation Course
FHA & VA Appraisal Basics
Environmental Issues
Introduction to Commercial Real Estate
What Every Agent Should Know
The Code of Ethics: Your Promise of Professionalism
Negotiations: The Games People Play
Getting the Listing Sold in a Buyer's Market
How to Build Wealth with Real Estate
Creative Land Buying
Rights and Limitations of Property Ownership
Fair Housing Law and Practice
Realtor Financing Guide
Commercial Real Estate 101
Email Marketing and Web Blogging for RE
Successful Open Houses
Great Photography=Quicker Sales
Using Real Estate & Related Investments Inside IRA's & Other Qualified Plans
Jump Start: Progressive Sales Training
Listing & Options
Mortgage Law
Procuring Cause: Unraveling the Mystery
Residential P & S Agreements Part 2
Residential P & S Agreements Part 1
FHA Mortgage Finance
General & Conventional Mortgage
VA Mortgage Finance
Achieving Success in a Changed Market
Form Loan to Foreclosure 101.02
1031 Real Estate Exchanges
Human Land Use
Introduction to Commercial Real Estate Sales
Understanding Credit and Improving Credit Scores
Red Flags Property Inspection Guide

A motion was made by Maris to deny the following course applications for the following reasons:

Business Economics and the Secondary Market—*the course does not fit within the Approved Topics for continuing education enumerated in Rule 402. The course content is not related to real estate brokerage practice.*

Effective Communications with Today's Consumer—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the*

public interest. Learning objectives great! Suggest revising outline (doesn't match learning objectives) & resubmit.

Environmental Pollution: Mold & Air Quality—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. The course content is not related to real estate brokerage practice. Too basic.*

Home Equity to Achieve Financial Freedom & Tax Strategies to Preserve & Build Wealth—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. The course does not fit within the Approved Topics for continuing education enumerated in Rule 402.*

Internet Marketing for Real Estate Agents—*the course material was too vague or insufficient for consideration. The course application was incomplete. Resubmit with course objectives and revised outline & materials. Outline does not match PowerPoint.*

Mortgage Fraud: Protect Yourself—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. The course content is not related to real estate brokerage practice. Content is appraisal related.*

Paragon Basic: Navigate, Search, Print and Email—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. The course content does not fit within the Approved Topics for continuing education enumerated in Rule 402. Training, not education.*

Paragon Advanced: CMA and Auto-Email Notification—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. The course content does not fit within the Approved Topics for continuing education enumerated in Rule 402. Training, not education.*

Pricing Property for the 21st Century—*the course promotes a specific product in violation of the Commission's Product Promotion Policy. Resubmit without product/service promotion.*

Real Estate Market Charts, Statistics for the Treasure Valley—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. The course material was too vague or insufficient for consideration. The course application was incomplete. No learning objectives or course outline.*

Systems, Schedules & Skills of Successful Agents—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. Appears to help agent sell more and better, business goals, self-motivation, etc. all topics that don't fall in the approved topics & benefit the public.*

Tax Planning Strategies—*the course does not appear to be designed to assure that licensees possess the knowledge, skill, and competency necessary to function in the real estate business in a manner that protects and serves the public interest. The course content is not related to real estate brokerage practice.*

Tax Strategies—*the course promotes a specific product in violation of the Commission's Product Promotion Policy. The course promotes the product "Wealth Preservation Plan." It is overly technical for real estate licensees to benefit their clients.*

The Power of Escrow—the course contains information which is incorrect or contrary to Idaho law. Resubmit with updated RESPA forms. Staff may approve upon verification course contains newest RESPA forms.

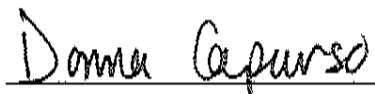
Understanding a Section 1031 Tax Deferred Exchange—the course promotes a specific product in violation of the Commission's Product Promotion Policy. Resubmit with material that does not promote the product/service.

A motion was made by Maris to adjourn the meeting at 1:35 PM. Motion carried.

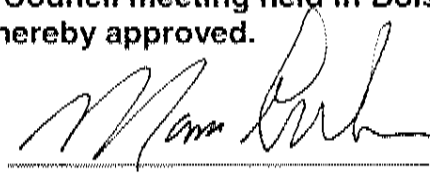
Respectfully submitted,

Jesama Rosensweig
Education Assistant

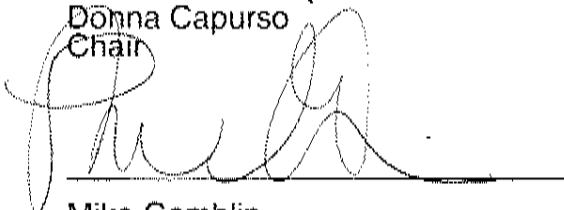
Minutes of the Idaho Real Estate Education Council meeting held in Boise, Idaho, on March 17, 2010 are hereby approved.



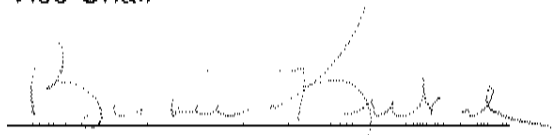
Donna Capurso
Chair



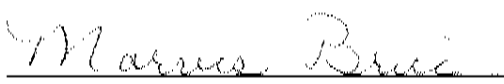
Maris Cukurs
Vice Chair



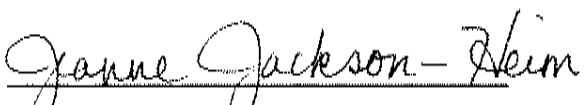
Mike Gamblin
Member



Beckie Kukal
Member



Marvis Brice
Commission Representative



Jeanne Jackson-Heim
Executive Director

The next regularly scheduled meeting will be on May 17, 2010.
Advise the Commission of any individuals with disabilities needing accommodation at least three business days prior to any meeting.