

Idaho Real Estate Education Council
Regular Council Meeting
November 18, 2009
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:

Marc Lebowitz, Ada County Association of REALTORS®
Jill Randall, Idaho Association of REALTORS®
Chuck Byers, Professional Marketing Concepts
R Gail Heist, Kowallis & Mackey, LLC

Staff Present:

Jesama Rosensweig, Education Assistant
MiChell Bird, Education Director

Call to Order: Chair Donna Capurso called the November 18, 2009 meeting of the Idaho Real Estate Commission Education Council to order at 8:30 a.m.

Minutes:

A motion was made by Donna to approve the minutes of the September 9, 2009 meeting. Motion carried.

Review Council Goals: There was some discussion on the proposed change in format on the Instructor Development Workshop & Core. Donna suggested adding the 8 Interactive modules with separate target dates for each course. Jill Randall suggested adding instructor credentials to the goals and putting together a group of experts. Further discussion followed.

Suggested Contemporary Topics Course: Marc Lebowitz presented the concept for a contemporary topics course that he would like to make available to offer every month. The course would be updated every couple of months and would not have a set curriculum for the two-year certification period. Marc requested feedback from the Council on this concept. Discussion followed.

Supplemental for 2009 CORE: MiChell Bird presented a revision and some supplemental materials for the 2009 CORE pertaining to short sales. Discussion followed.

A motion was made by Maris to approve the addendum to the 2009 CORE course. Motion carried.

Approved Textbook List: Members discussed the revisions to the Approved Textbook list. Further discussion followed.

Status of Fine Money (RFP for Broker/Core Courses): MiChell Bird reported on the course schedules for the CP fine money courses & postcards that will be going out sometime in the following week. Discussion followed.

Prelicense Exam Statistics: MiChell stated that statistics on how the questions are performing are being gathered from the prelicense course exams. There is too small of a sample size at this time to draw any conclusions from the results, but a report will be presented to Council after more statistics have been obtained. Discussion followed.

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 \$2,730.03 has been paid out.

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

Roll Call:

Kukal-Yes

Gamblin-Yes

Cukurs-Yes

Capurso-Yes

Brice-Yes

Jackson-Heim-Yes

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

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

Special Considerations:

ED09-050: A motion was made by Jeanne to approve Special Consideration ED09-050.—to waive the two broker electives. Motion carried.

ED09-051: A motion was made by Jeanne to approve Special Consideration ED09-051.— to waive Module 1 only and to attend the course and pass the final exam for Module 2. Motion carried.

ED09-052: A motion was made by Jeanne to approve Special Consideration ED09-052.— to extend the exam scores until December 31, 2009 for the fingerprint results to come back. Motion carried.

ED09-053: A motion was made by Jeanne to approve Special Consideration ED09-053.— to waive course observation and passing exam requirement to become a certified instructor for the Finance course. Motion carried.

ED09-054: A motion was made by Jeanne to deny Special Consideration ED09-054. Motion carried.

ED09-055: A motion was made by Jeanne to approve Special Consideration ED09-055.— to extend the Finance waiver until December 31, 2009. Motion carried.

Revision of course E0486 Negotiations and Closing: There was discussion on desired revisions to the Negotiations and Closing course. Council members will further review the course materials prior to the January meeting and bring back suggested changes for full Council review.

Revision of course E0487 Agency: There was discussion on desired revisions to the Agency course. Council members will further review the course materials prior to the January meeting and bring back suggested changes for full Council review.

Valuation & Analysis Course & Exam: Council reviewed the final course exam materials presented by staff to evaluate the merit of separating the 100-question exam into two 50-question exams. Staff was directed to proceed with preparing two 50-question exams.

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

New

Open House Techniques

Property Pricing and CMAs

Certified Investment Analyst

Commission CORE 2009

The New HUD-1 and RESPA Changes: How will this affect the Real Estate Transaction

The Road Ahead: The Future of Real Estate

Renewal

Basic Construction Terms from the Ground Up

Idaho Risk Reduction

Risky Business (Reducing Your Risk)

Understanding the Foreclosure Process

The Foreclosure Process in Idaho: A Guide for Investors & RE Professionals

Intro to Property Management
Advanced Home Inspection
A Licensee's Guide to Property Descriptions
Listing and Marketing Commercial Real Estate
A Day in the Life of an Appraiser
Bad Loans-Predatory and Fraud
Basics of Real Estate Finance
Property Management
Managing-All Types of Rental Units
Client Focused Communications
The Loan-An Overview
Qualifying-Buyer and Property
NARPM Tenancy
NARPM Ethics
Real Estate Related Investments, IRA's & Qualified Plans
Real Estate Settlement Procedures Act and Real Estate Fraud

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

Business Planning—*The course content does not fit within the Approved Topics for continuing education enumerated in Rule 402. Business planning was specifically excluded from the list of approved topics in Rule 402 when the rule was revised in 2009.*

The Power of Publisher-Marketing Made Simple—*The course content does not fit within the Approved Topics for continuing education enumerated in Rule 402. Too basic and not real estate specific.*

Internet 101—*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.*

Accredited Staging Professional—*The course promotes a specific product in violation of the Commission's Product Promotion Policy.*

Risk Reduction in Real Estate—*The course promotes a specific product in violation of the Commission's Product Promotion Policy. The course content is not related to real estate brokerage practice.*

Economic Outlook: Key Trends Driving North Rockies Real Estate Market—*The course application is incomplete. Materials not timely submitted; retroactive certification not allowed. Attendees may submit for Idaho CE credit with a Licensee Request for CE Credit Form.*

Thriving in a Shifting Market Place—*The course content 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. Although staying positive is important, CE Credit can't be granted.*

Real Estate Statistical Analysis—*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.*

Intro to Property Management
Advanced Home Inspection
A Licensee's Guide to Property Descriptions
Listing and Marketing Commercial Real Estate
A Day in the Life of an Appraiser
Bad Loans-Predatory and Fraud
Basics of Real Estate Finance
Property Management
Managing-All Types of Rental Units
Client Focused Communications
The Loan-An Overview
Qualifying-Buyer and Property
NARPM Tenancy
NARPM Ethics
Real Estate Related Investments, IRA's & Qualified Plans
Real Estate Settlement Procedures Act and Real Estate Fraud

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Homeowner's Association Management—*The course content 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.*

Real Estate Asset Preservation—*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. The course content contains information which is incorrect or contrary to Idaho law.*


Investing in Foreclosures—*Not timely submitted. 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.*

A motion was made by Maris to adjourn the meeting at 2:51 PM. Motion carried.

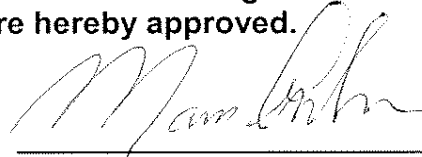
Respectfully submitted,

Jesama Rosensweig
Education Assistant

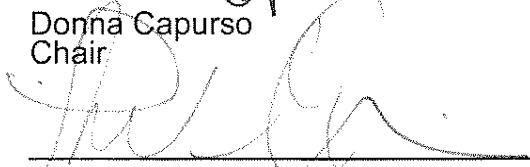
Minutes of the Idaho Real Estate Education Council meeting held in Boise, Idaho, on November 18, 2009 are hereby approved.



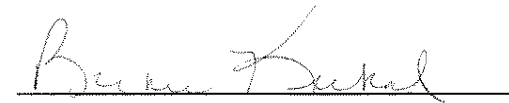
Donna Capurso
Chair



Maris Cukurs
Vice Chair



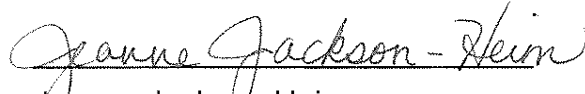
Mike Gamblin
Member



Beckie Kukal
Member



Marvis Brice
Commission Representative



Jeanne Jackson-Heim
Executive Director

The next regularly scheduled meeting will be on January 20, 2010.
Advise the Commission of any individuals with disabilities needing accommodation at least three business days prior to any meeting.