

Idaho Real Estate Education Council
Regular Council Meeting
January 14, 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:

Gail Heist, Chair, Boise
Donna Capurso, Vice Chair, Bonners Ferry
Beckie Kukal, Member, Jerome
Maris Cukurs, Member, Idaho Falls
Jeanne Jackson-Heim, Executive Director

Members Absent

Pam Trees, Commission Representative, Lewiston

Commission Representative:

Andy Enrico, Boise

Others present:

Chuck Byers, Professional Marketing Concepts
Cindy Rhinevault, Land Education Foundation
Tom Rhinevault, Land Education Foundation
Cheri Nuhn, Idaho Association of REALTORS
Chris Jones, CBT Alliance
Darren Isaacs, CBT Alliance
Jere Webb, Jere Webb (provider), Coldwell Banker Tomlinson Group

Staff Present:

Jesama Rosensweig, Administrative Assistant
Mandy Wood, Education Director

Call to Order: Chair Gail Heist called the January 14, 2009 meeting of the Idaho Real Estate Commission Education Council to order at 8:35 a.m.

Agenda: Gail asked if there were any additions or changes to the Agenda.

Minutes:

A motion was made by Maris to approve the meeting minutes. Motion carried.

Review Council Goals: No changes were made to the council goals.

Instructor Audit Policy: There was discussion on the guidelines for the instructor/course audit.

A motion was made by Gail to approve the audit policy as amended. Motion carried.

30 Day Notice for E&C Policy: There was discussion on adding a rule to the Education & Certification Policy regarding expired courses, providers, and instructors to limit the time they have after the expiration date to 30 days to renew. Discussion followed.

A motion was made by Gail to approve the addition to the Education & Certification Policy. Motion carried.

BCOO Online & Correspondence: There was discussion about adding the BCOO course online. Discussion followed. There will be further discussions regarding the online course during the upcoming meeting.

BCOO Honorarium: There was a request made by Mandy to pay Mike Gamblin for his input on revising the course and the design of the PowerPoint for the BCOO course.

A motion was made by Maris to approve the honorarium for Mike Gamblin in the amount of \$250 dollars to be paid out of the CP Fine money. Motion carried.

Law SME Honorarium: There was discussion on the Law honorarium and how much each SME will receive.

A motion was made by Donna to approve the Law Honorarium in the amount of \$250 per SME to be paid out of the CP Fine money. Motion carried.

Excellence in Education Award: There was discussion on the award. Discussion followed.

IDW Presenters: There was discussion on the presenters for the Instructor Development Workshop. There will be discussion at next months Commission meeting regarding the presenters.

Broker Prelicense Courses: Mandy presented a spreadsheet of the prelicense course offered in 2008 around the state of Idaho for prospective licensees. Discussion followed

Finance Textbook: Mandy suggested about making the Dearborn textbook being used for the Finance course. Discussion followed.

A motion was made by Andy to approve the Dearborn curriculum for the Finance Course for implementation on June 1, 2009. Motion denied.

A motion was made to amend the previous motion to implement the Finance course for April 1, 2009. Motion Carried.

Education Online Services: There was discussion on the online services.

Update on Brokerage Management: Still in the process of updating the course. There is another meeting scheduled for later on this month.

CE Designation Letter: There was discussion on the designation course listed on our website and in the Education Certification Policy. Discussion followed.

Graphs Presented: Jere Webb presented charts and feed back from students he uses in the course he teaches. Requesting that the course hours is increased from 3 to 4.

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

- License Exam Statistics Report
- Analysis of the License Base
- Budget Report
- Civil Penalty Fine Report
- Education Fund Report
- Requested Education Fund Report

Education Fund Award Budget: \$76,151.28 so far has been awarded this fiscal year and \$11,714.26 has been paid out.

Education Fund Award Applications:

08-105-Mandy Wood (Video Production/Development) (revisit from November meeting): A motion was made by Beckie to withdraw Education Fund Award 08-105. Motion carried.

08-120-Susan Stevens (Event/Speaker Offering): A motion was made by Maris to table until the following meeting for Education Fund Award 08-120. Motion Denied.

A motion was made by Andy to approve it for \$1,000 for Education Fund Award 08-120. Motion Carried.

08-125-Cindy Rhinevault (Event/Speaker Offering): A motion was made by Andy to deny Education Fund Award 08-125. Motion carried.

08-126-Peggy Childers (Event/Speaker Offering): A motion was made by Jeanne to deny Education Fund Award 08-126. Motion carried.

08-127-Peggy Childers (Event/Speaker Offering): A motion was made by Jeanne to deny Education Fund Award 08-127.—tabled until next fiscal year. Motion carried.

08-128-Peggy Childers (Event/Speaker Offering): A motion was made by Maris to approve Education Fund Award 08-128.—depending on the approval of the course submitted for review and for only \$550. Motion carried.

08-129-Peggy Childers (Event/Speaker Offering): A motion was made by Jeanne to deny Education Fund Award 08-129.—tabled until next fiscal year. Motion carried.

Post Cards: There was discussion on the cost of the post cards that were sent out in December for courses paid out with CP Fine money.

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. Motion carried.

Executive Session: In accordance with section 67-2345 (1) (d), Idaho Code, a motion was made by Andy to adjourn out of executive session, submitted pursuant to Section 9-340C (9), Idaho Code. Motion carried.

Special Considerations:

08-121: A motion was made by Beckie to deny Special Consideration 08-121. Motion carried.

08-124: A motion was made by Beckie to deny Special Consideration 08-124. Motion carried.

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

New

Land Development Process Review—will you be ready for the Rebound?

Subdivision Development & Financing

Successful Property Management Techniques

Fresh Start

Legal Lifesavers

Real Estate Purchase & Sale Agreement

Prospecting and Working with Buyers

Listing Presentation & Agreements

Evaluating Residential Properties

Finance and Getting to Closing

Presenting and Receiving Offers

Idaho Trust Fund Handling

Home from Work—an Employer Housing Benefit

Equal Opportunity & Justice for All

Renewal

Real Estate Finance Intermediate

Professional Presentations

Practical Use of the REALTOR Forms

Consumer-Centric Real Estate

The Simple Version of Investment Analysis

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

Calculator Confidence—the course promotes a specific product in violation of the Commission's *Product Promotion Policy*.

Taking Great Care of your Clients after you Retire—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.

Real Estate Tech Training Basic—Client Service through Technology—the course content is not related to real estate brokerage practice. The course is not specific to real estate. It is too generic and does not fit within the approved topics.

Real Estate Tech Training Advanced—Client Service through Technology—cannot see real estate relation. This is a basic skill.

Agency Issues—the materials must be Idaho specific & remove any non-Idaho information.

IdaMortgage & Home Program Training—the course promotes a specific product in violation of the Commission's *Product Promotion Policy*.

2009 Real Estate Market Forum—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.

Agency Makes Cents—the course content contains information which is incorrect or contrary to Idaho law. Make sure all information is Idaho specific.

Personal Marketing Plan—the course promotes a specific product in violation of the Commission's *Product Promotion Policy*.

Real Estate Math—the course is far too basic and is not real estate related.

Ethics in Real Estate (meet NAR requirement)—the course content contains information which is incorrect or contrary to Idaho law. IREC does not enforce the NAR ethics requirement-there are some items that are contrary to Idaho law although we cannot speak to what the Code of Ethics say.

Real Estate Technology Module 1—Organizing & Managing Messages—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.

Real Estate Technology Module 2—Correspondence and Calculations—the course material was too vague or insufficient for consideration. This does not appear to relate specifically to real estate practice.

Memory Training Workshop—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.

Course Descriptions

A motion was made by Jeanne to approve the course descriptions presented for review.

Motion carried.

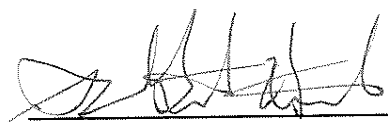
A motion was made by Jeanne to deny the resubmission of course hours change on E0559. Motion carried.

A motion was made by Andy to adjourn the meeting at 1:10 PM. Motion carried.

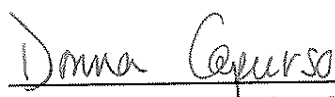
Respectfully submitted,

Jesama Rosensweig
Education Assistant


**Minutes of the Idaho Real Estate Education Council meeting held in Boise, Idaho, on
January 14, 2009 are hereby approved.**



Gail Heist, Chair




Donna Capurso, Vice Chair



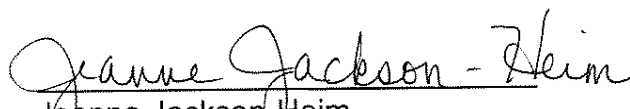
Maris Cukurs, Member



Beckie Kukal, Member



Andy Enrico,
Commission Representative



Jeanne Jackson-Heim,
Executive Director

The next regularly scheduled meeting will be on February 18, 2009.

Advise the Commission of any individuals with disabilities needing accommodation at least
three business days prior to any meeting.