

Idaho Real Estate Education Council  
**Regular Council Meeting**  
November 19, 2008  
**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  
Pam Trees, Commission Representative, Lewiston

**Others Present:**

Darren Jazzkowiak, Re/Max West  
Chuck Byers, Professional Marketing Concepts  
Julianna Comstock-Niehans

**Staff Present:**

Jesama Rosensweig, Administrative Assistant  
Mandy Frary, Education Director

**Call to Order:** Chair Gail Heist called the November 19, 2008 meeting of the Idaho Real Estate Commission Education Council to order at 8:30 a.m.

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

**Minutes:** Donna had corrections to the date on page 2 and on the motion on page 4.  
A motion was made by Gail to approve the meeting minutes as amended. Motion carried.

**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), 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 Jeanne to adjourn out of executive session, submitted pursuant to Section 9-340C (9), Idaho Code. 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 Maris to add the audit policy to the next regularly scheduled meeting for review. Motion carried.

**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 Jeanne to adjourn out of executive session, submitted pursuant to Section 9-340C (9), Idaho Code. Motion carried.

**Licensee Request for CE Credit:** There was discussion on the request form regarding out of state CE courses. Discussion followed.

**Course Updates:** Mandy discussed the BCOO course and it is expected to be launched at the end of 2008. Further discussion followed.

**Online Education Services:** There was an update and discussion on the education online services. It is 75% complete.

**Finance Course:** There was discussion on the Finance course and out dated material. Further discussion followed. Mandy proposed to adopt a new textbook for the Finance course and instructor materials.

**Evaluation Form:** Mandy presented a revised course and instructor evaluation form. The present form is not valid for our online courses and does not separate the instructor from the course.

**Telephone Seminars:** There was discussion regarding the telephone seminars and whether they could count for CE. Further discussion followed and it was decided they could not because it is distance education with no final exam, no ARELLO certification or attendance policy.

**Law Exam SME's:** Mandy requested some suggestions for the Law exam SME's from Council members.

**Other States Audit Process:** Mandy discussed the information received from other states regarding their process in auditing courses and instructors education. Further 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
- Budget Report
- Civil Penalty Fine Report
- Education Fund Report

**Education Fund Award Budget:** \$64,439.00 so far has been awarded this fiscal year and \$10,419.50 has been paid out.

**Education Fund Award Report:** Reviewed report submitted by Nancy Glaesemann on education fund award for \$3,900 that was paid out on October 15, 2008.

**Education Fund Award Applications:**

08-101-Karen Pestka (Current Course Enhancement): A motion was made by Maris to deny Education Fund Award 08-101. Motion carried.

08-102-Mike Gamblin (Event/Speaker Offering): A motion was made by Maris to approve Education Fund Award 08-102. Motion carried.

08-103-Mike Gamblin (Event/Speaker Offering): A motion was made by Donna to approve Education Fund Award 08-103. Motion carried.

08-104-Mandy Wood (Video Production/Development): A motion was made by Maris to approve Education Fund Award 08-104. Motion carried.

08-105-Mandy Wood (Video Production/Development): A motion was made by Beckie to table until the next regularly scheduled meeting for Education Fund Award 08-105. Motion carried.

08-115-Nancy Glaesemann (Event/Speaker Offering): A motion was made by Donna to deny Education Fund Award 08-115. Motion Denied.

A motion was made by Jeanne to approve one offering of Education Fund Award 08-115. Motion Carried

A motion was made by Beckie to amend the award to specify one offering only for Education Fund Award 08-115. –ok to offer March or May at a maximum of \$550. Motion carried.

08-116-Karen Pestka (Current Course Enhancement): A motion was made by Maris to deny Education Fund Award 08-116. Motion carried.

08-117-Mike Gamblin (Video Production/Development): A motion was made by Jeanne to approve Education Fund Award 08-117. Motion carried.

There was general discussion regarding the guidelines for awarding the fine money and some suggestions for ways to improve the award process. Council recommended that staff take the suggestions mentioned regarding the education fund award money to the Commissioners' to consider revisions for fiscal year 2010.

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

### Special Considerations:

- 08-106: A motion was made by Beckie to deny Special Consideration 08-106. Motion carried.
- 08-107: A motion was made by Pam to approve Special Consideration 08-107.—to include the current Commission CORE course prior to applying for Broker's license. Motion carried.
- 08-108: A motion was made by Donna to deny Special Consideration 08-108. Motion carried.
- 08-109: A motion was made by Donna to deny Special Consideration 08-109. Motion carried.
- 08-110: A motion was made by Pam to deny Special Consideration 08-110. Motion carried.
- 08-111: A motion was made by Donna to deny Special Consideration 08-111. Motion carried.
- 08-112: A motion was made by Pam to deny Special Consideration 08-112. Motion carried.
- 08-113: A motion was made by Jeanne to deny Special Consideration 08-113.—will need to observe 100% of the course and pass the final exam and will need to attend IDW for 2009. Motion carried.
- 08-114: A motion was made by Donna to approve Special Consideration 08-114.—for only nine (9) elective hours. Motion carried.
- 08-118: Request withdrawn by applicant – no longer necessary as fingerprint results arrived in time.
- 08-119: A motion was made by Jeanne to approve Special Consideration 08-119.—will still need to request an experience waiver from the Commission, but the other Broker elective courses will be waived. Motion carried.

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

#### **New**

The Arbitration Alternative: Avoiding Costly Lawsuits  
Property Management  
Real Property Appraisal  
Law of Easements: Legal Issues and Practical Considerations  
Property Ownership (revised)  
Land and Site Valuation  
Short Sale Certification Workshop  
Vertical Real Estate  
Property Law Basics  
Agency Laws  
Fair Housing  
Real Estate at Auction  
Conquering Contracts-Contract Law  
Value Added Selling  
Top Techniques for Converting Buyers to Sales  
Prospering in a Changing Market

Negotiate Your Way to the Top-Real Estate Communication Skills  
Idaho Real Estate Forms-The Devil's in the Details  
Serving Buyers and Sellers in a Tough Market  
Appraising Northwest ENERGY STAR  
Land Development & Valuation

### **Renewal**

GRI 101-Tax & Investment Planning; Tax & Self Employment  
GRI 102-Professional Standards-Ethics; Risk Reduction  
GRI 201-Business Planning & Technology; Sales & Marketing  
GRI 202-Contracts in Real Estate Transaction; Negotiations  
Housing, Disability and Employment Issues for Real Estate Licensees  
Living & Working with Cultural Diversity  
USDA Rural Development  
Red Flags of Property Inspection  
Real Estate Finance Today  
Environmental Issues in Real Estate  
Real Estate and Taxes  
Seller Representative Specialist Module 1  
Seller Representative Specialist Module 2  
Seller Representative Specialist Module 3  
Seller Representative Specialist Module 4  
Eminent Domain for Real Estate Agents

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

Real Estate Technology Training - Basics—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. The course content is not related to real estate brokerage practice.

Overcoming Buffaloes as a Leader: How to Motivate and increase Productivity at All Time—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. The course content is not related to real estate brokerage practice.

Real Estate Technology Training – Advanced—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. The course content is not related to real estate brokerage practice.

Bullet Train Thinking: Retool, Re-engineer, Rethink the way you do Real Estate—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. The course content is not related to real estate brokerage practice.

Section 1031 Tax Deferred Exchanges—the course application was incomplete. Course expired in March 2008 and must resubmit as new application.

### **Request for Change of Course Hour Certification**

Real Estate Market Chars, Statistics for the Treasure Valley—The course promotes a specific product in violation of the Commission's *Product Promotion Policy*.

A motion was made by Jeanne to deny the change in course hours from 3 to 4 hours. Motion carried.

**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 adjourn the meeting at 2:00 PM. Motion carried.


Respectfully submitted,

Jesama Rosensweig  
Education Assistant

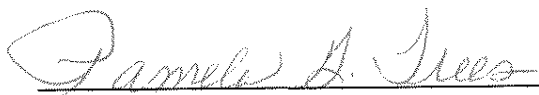
**Minutes of the Idaho Real Estate Education Council meeting held in Boise, Idaho, on November 19, 2008 are hereby approved.**

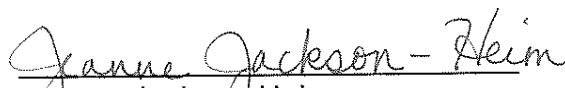
  
Gail Heist, Chair

  
Donna Capurso, Vice Chair

  
Maris Cukurs, Member

  
Beckie Kukal, Member

  
Pam Trees,  
Commission Representative

  
Jeanne Jackson-Heim,  
Executive Director

The next regularly scheduled meeting will be on January 14, 2009.

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