What's New at the Idaho Real Estate Commission

The Real Estatement

Vol. 27 No. 2 July 2007

Comments from the Chair

by Pam Trees
Commission Chair

COMMISSION OUTREACH! As this year's Chair of the Idaho Real Estate Commission, it has been important to me to make sure that the Commission is accessible to all licensees. I recently sent out a letter to all designated brokers, informing them of some of the problems that were brought to our attention by the Enforcement Department. It is our hope to apprise the licensees of the problems brought to the Commission to help them avoid mistakes and to prevent them from being disciplined. I hope the Broker letter was helpful and I want to encourage you to contact the Commission if you have any questions. Another effort to outreach to licensees of ours is to take the monthly Commission meeting to each district. We had our April Commission meeting in Pocatello (East district) and approximately 60 licensees attended. Remember, each attendee gets 3 credit hours of Continuing Education. As of July 1, 2007, attendees will receive 4 CE credits. The September meeting will be held in Coeur d 'Alene (North district) during the IAR convention. Hope to see you there!

The Commissioners just returned from our mid-year ARELLO (Association of Real Estate License Law Officials) meeting held in Banff, Alberta, Canada. During this conference we met with regulators from jurisdictions from across the nation and around the world to learn and share in hopes of improving how we conduct business. I am including a presentation in this article that we heard at the conference called, "The Top Ten Causes of Unprofessional Conduct" by James T. Casey, Q.C. It is my hope you will find this presentation interesting and helpful.

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Contact the Commission Staff

208-334-3285 or toll free in Idaho 866-447-5411

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(Office Specialist- active/inactive salesperson renewals, inactive broker renewals, transfer of licenses, individual license changes, license history requests)

Operator ..... **dial "0" or stay on the line**

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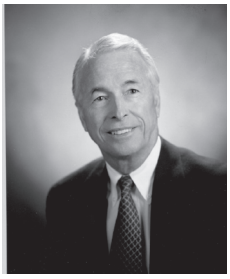

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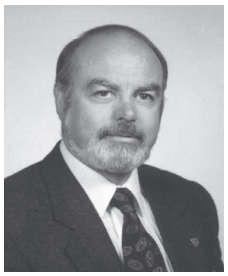

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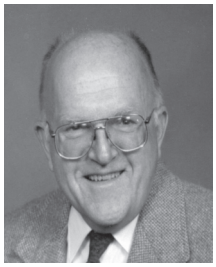

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EXECUTIVE DIRECTOR'S REPORT
Jeanne Jackson-Heim

There is an old saying that "the only thing constant in life is change". That saying definitely applies here at the Real Estate Commission.

In the last 4 months, we have observed the retirement of longtime employee, Joanna Marshall, who most recently served as our Information Technology Specialist, after having done a number of jobs at the Commission over the years. Joanna began her stint at IREC 30 years ago, well before there was an "IT" department, and we will miss her institutional memory and her gift for proofreading! Karen Seay, who has been our Education Director for the past two years, has accepted a new opportunity with the State Department of Education. Karen left some very big shoes to fill – we can't believe how lucky we are to have had the benefit of her professionalism and expertise in her work with Commission Staff and the Education Council. Last but certainly not least, Terry Ruettgers, our own living legend and Chief Investigator, celebrated his retirement on June 29th after more than 15 years with the Commission. Underneath that gruff exterior resides a big heart and a passion to do the right thing for the benefit of our licensees and the public. We are sorry to lose Terry's in-depth knowledge of the license law and his comprehensive understanding of the real estate industry.

While we are sad to say good-bye to some old friends, there is a silver lining! IREC welcomes Will Robinson, who joined us in March as our IT specialist. Will brings a wealth of website knowledge and networking experience to the Commission. He has already begun revamping the IREC website to make it more user friendly. This will be an ongoing process over the next several months, and if you have suggestions for changes, please do not hesitate to contact him. We encourage you to visit www.irec.idaho.gov to follow the progress. We are pleased to announce that Craig Boyack has been promoted to the Chief Investigator position. Craig began his IREC career over five years ago, starting out as our auditor and working for the last several years as an investigator in the Commission's Enforcement Department. In addition, Craig has experience as a real estate licensee and a land surveyor, and we are thrilled that he has agreed to move into this supervisory position. At this writing, we do not yet know who will be our next Education Director. We do, however, continue to benefit from the assistance and knowledge of our dedicated Education Department personnel, Danielle Lefler and Jesama Rosensweig, who will be happy to assist you with your education questions.

IREC's 2007 update legislation, S 1109, contains a number of changes that affect the way our licensees will conduct business. (To read the full text of S 1109, please visit the IREC website.) First, physical license certificates are no longer required to be displayed. A licensee may still request a certificate from the Commission for a $15 fee, or a licensee may print a certificate from the IREC website at no charge. Second, an agent is no longer required to obtain the seller or seller's agent signature to verify the time and date of receipt of an offer to purchase. Trust account ledger records may now be kept either in alphabetical or transaction number (chronological) order. The Commission now has the authority to adopt minimum teaching standards for its certified course providers and those standards will be set forth in administrative rule.

A licensee may now obtain 4 hours of continuing education credit for attendance at a regularly-scheduled commission meeting (increased from 3 hours), and 7-day advance notice is no longer required to attend a meeting for CE. The Commission held its April meeting in Pocatello where we had an outstanding turnout of nearly 50 licensees who attended for CE credit, thanks to Commissioner Kelly Fisher and Mike Johnston, Designated Broker of The Home Specialists in Pocatello. We very much appreciate the warm welcome and the opportunity for our licensees to see what goes on at a Commission meeting. The September Commission meeting will be held in Coeur d'Alene in conjunction with the Idaho Association of REALTORS® convention. We look forward to seeing you there!

Many licensees do not know that the civil penalty fine money collected by IREC for violations of license law is held in a special account and can be used only for the development and delivery of real estate education for our licensees. The Commission is looking at more ways to use this money for your benefit, in addition to the current grant process for development of new courses. Your suggestions again are always welcome. Stay tuned for more information on this topic.

Comments from the Chair, continued from page 1

6. Failure to appropriate address client concerns

- A customer or client with a concern about their file or a professional's conduct will typically first approach the professional or the broker about their concerns. Many unprofessional conduct complaints are filed because the person felt that their concerns were not taken seriously by the professional.

7. Environmental factors

- Various environmental factors can be a contributing cause to a professional engaging in unprofessional conduct. For example, there may be excessive work demands, a lack of mentoring and supervision, or inappropriate workplace practices. A professional may also be assigned tasks by their broker which the professional is not completely competent to perform due to inexperience or lack of training in a particular area.

8. Personality conflicts escalate to unprofessional conduct

- It is not unusual for the roots of unprofessional conduct to be in a personality conflict between a professional and a colleague, between a professional and his broker, or between a professional and a customer or client. A serious personality conflict can cause a professional to lose their objectivity, and a minor dispute which should have been resolvable may escalate to a major confrontation.

9. Complacency about professional standards

- Some professionals with a great deal of experience become complacent about professional standards and begin to develop "sloppy" practices.

10. Professional documentation

- A failure to adequately document causes significant problems for professionals.
- If you have acted professionally and appropriately, then proper documentation will be your best defense.
- Many unprofessional conduct complaints are referred to a hearing because of significant disagreements about what actually happened. If a case comes down to "He said, she said," then you are at risk. Appropriate documentation can objectively demonstrate what really happened.

Professionalism is not about perfectionism. All professionals make mistakes. However, we all need to ensure that we learn from our mistakes. By being alert to some of the root causes of unprofessional conduct, we can do our very best in ensuring that we act as "true professionals".

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DISCIPLINARY ACTIONS

Formal actions issued by the Idaho Real Estate Commission:

Adams, Larry M., sales associate with Western Hills Realty in Burley, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain his CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees.

Anderson, Skinner E. II, sales associate with Compass Commercial Properties LLC in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and required to pay costs and attorney's fees.

Barajas, Silvia E., formerly with El Centro Real Estate Inc., in Nampa, Idaho. Voluntary surrender and permanent termination of her Idaho Real Estate license.

Barton, Susan M., sales associate with Robnett Properties in Star, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain her CE in a timely manner. Given a formal reprimand; ordered to pay a $250 civil fine; and the costs and attorney's fees.

Bistline, Stephen P., sales associate with Lake Country Real Estate in Sandpoint, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Brown, Lance G., sales associate with Premier Properties Real Estate Co., in Pocatello, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in his application for renewal of license. Given a formal reprimand; ordered to pay a $1,000 civil fine; and the costs and attorney's fees.

Bryan, Julie F., designated broker with Windermere Real Estate/Teton Valley in Jackson, Wyoming. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Carr, Erica S., sales associate with Ernie Carr Real Estate in Garden City, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

d'arcRaven, Jennifa, inactive sales associate formerly associated with Tamarack Resort Realty LLC in Donnelly, Idaho**.** Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Dillon, Bryan E., sales associate with Lakeshore Mountain Properties LLC in Hope, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $250; and the costs and attorney's fees.

Durbin, Shannon L., sales person with Keller Williams Realty – Boise, in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2051(4)(a) - failure to include all terms and conditions in the Purchase and Sale Agreement; 54-2054(5) and 54-2060(8) - use of a double contract; and 54-2060(11) - dishonest and dishonorable dealings. Given formal reprimand, ordered to pay a $1,000 civil fine; $300 costs and attorney fees; and must complete a live BCOO course and a live Risk Management course.

Esper, Vaughn, sales person with Waldbillig Realty, in Phillipsburg, Montana. Stipulated to violation of Idaho Code sections 54-2002 - unlicensed practice as defined by 54-2004(32)(a), (c) and (d). Given a formal reprimand; ordered to pay a $1,000 civil penalty fine; and $300 costs and attorney fees.

Fuqua, James F., sales associate with Allpro Realty Group in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Grant, Dixie F., sales associate with Prudential Jensen Real Estate in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $250; and the costs and attorney's fees.

Grau, Maya Pavane, designated broker of Pavane Real Estate Brokers Chtd. LLC, in Meridian, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in her renewal of license. Given a formal reprimand; ordered to pay a civil fine of $1,000; and the costs and attorney fees.

Grundy, Bruce F., salesperson with Coldwell Banker Johnson & Company in McCall, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $250; and the costs and attorney's fees.

Hart, Daniel J., sales associate with Sun Valley Brokers LLC in Sun Valley, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing- Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Hellwege, Richard H., sales associate with Re/Max Advantage in Nampa, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Helzer, Thomas L., sales associate with Evans Realty LLC in Emmett, Idaho. Stipulated to violation of Idaho Code sections: 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; he was ordered to pay a civil fine of $250; and the costs and attorney's fees.

Higginbotham, Jan S., designated broker with Boise Places LLC, in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2038(1)(b) - failure to supervise; and 54-2054(7) - accepting fee from both sides without written disclosure. Given formal reprimand; ordered to pay a $500.00 civil penalty fine; ordered to pay the actual costs an attorney's fees of $1,311.51; and required to successfully complete a live Risk Management course.

Disciplinary actions, continued on page 8

Horvath, Chetan Rupo, sales associate with Windermere Real Estate/Capital Group Inc. in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $250; and the costs and attorney's fees.

Hutchison, Robert M., sales associate with Alpine Realty, in Twin Falls, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in his renewal application. Given formal reprimand; ordered to pay $500 civil fine; and the costs and attorney fees.

Jesseph, Rose C., formerly with Exit Realty Coeur d' Alene in Coeur d' Alene, Idaho. Voluntary surrender and permanent termination of her Idaho Real Estate license.

Locati, Matthew James, inactive sales associate formerly with Team Realty in Nampa, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil

Education Update

by Karen Seay,
Former Education
Director

IREC continuing education audit process

The continuing education audit process has changed! It is now streamlined and more efficient.

Each month the education department reviews the list of license renewals for a particular month and identifies those licensees who do not have sufficient continuing education credited to their education account.

Instead of a First letter and a Second letter, there is now just ONE letter. This Notice of Continuing Education Audit letter is mailed to the licensee at both the licensee's home and work addresses as on file with the Commission. A separate notice letter is sent to the licensee's designated broker. This is the **only** notice given.

Did you know? Licensees are required by law (IC 54-2018(9) to provide written notification to the Commission of any change in personal information within ten days of the change.

Licensees have 2 weeks from the date of the letter to respond. If the licensee responds timely to the audit letter and provides proof of sufficient continuing education, the licensee is notified in writing of fulfillment of the audit requirements and the audit file is closed.

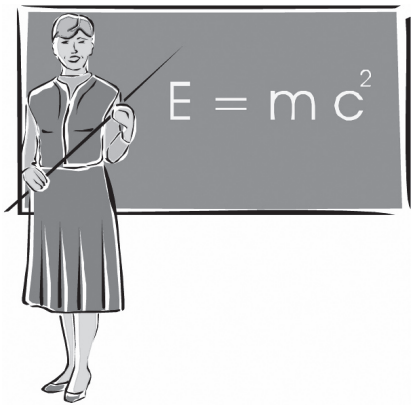
If the licensee responds to the audit letter but cannot provide proof of sufficient continuing education, then the education department will work with the licensee to get the licensee into compliance in a *timely manner*. After the licensee has come into compliance, the file will be turned over to the enforcement department for possible disciplinary action pursuant to IC section 54-2018(5). If the licensee fails or refuses to timely come into compliance with the continuing education requirements, then the licensee is treated in the same manner as a licensee who fails to respond.

Failure to respond to a continuing education audit will result in the inactivation of the license pursuant to Idaho Code section 54-2018(8) and the licensee's file is turned over to the enforcement department for disciplinary action.

With that said, approximately 98% of renewing licensees each month are in compliance!

Duties and requirement of all certified providers

Certified providers now have the legal duty to take reasonable steps to ensure that the instructor (certified or non-certified) is competent to teach the course. Additionally, the provider is required to maintain resumes or other biographical information that documents the qualifications of the instructor. The provider is responsible for making such documentation available to the public and Commission upon written request. A course provider may not offer for credit any course that is being taught below the minimum teaching standards established by the Commission or that is being taught in a manner that is detrimental to the purpose of educating licensees. *For a copy of the Minimum Teaching Standards, contact the education department at 208.334.3285 ext. 102 or visit www.irec.idaho.gov.*



Check your education at https://www.accessidaho.org/secure/irec/licensing/services.html. If you have taken education that does not appear on your record, please fax certificates of completion to Jesama at (208) 334-2050. Please do not fax receipts, course outlines, or registration forms as proof of course completion.

fine; and the costs and attorney's fees.

Loper, Gynna V., sales associate with Century 21 1st Place Realty in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner; and 54-2060(7) - misstatement in the application for the renewal of a real estate license. Given a formal reprimand; ordered to pay a civil fine of $1,000; and the costs and attorney's fees.

Lopez, Davee Sue, sales associate with Century 21 Southern Idaho Realty, in Mountain Home, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in her renewal application. Given a formal reprimand; ordered to pay $500 civil fine; and the costs and attorney's fees.

MacGillivray, Bree A., sales associate with Smith and Associates, in Eagle, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in her renewal application. Given a formal reprimand; ordered to pay $250 civil fine; and the costs and attorney's fees.

Martinez, Richard, sales associate with Keller Williams – Boise in Boise, Idaho and formerly with Sel-Equity Real Estate in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner; and 54-2060(7) - misstatement in the application for renewal of a real estate license. Given a formal reprimand; ordered to pay a civil fine of $750; and the costs and attorney's fees.

Miley, Cynthia Harper, sales associate with Windermere Real Estate/Sun Valley LLC, in Hailey, Idaho. Stipulated to violation of Idaho Code sections 54-2023.(1)(a) - failure to obtain CE in a timely manner, and 54-2060(10) and 54-2060(7) - misstatement in an application for renewal of a real estate license. Given a formal reprimand; ordered to pay a $1,000.00 civil fine; and required to pay costs and attorney's fees.

Moses, C. Lynn., designated broker with Continental Real Estate Company in Driggs, Idaho. Stipulated to violation of Idaho Code sections 54-2085(4) - failure to use the correct Representation Confirmation and Acknowledgment of Disclosure in the Purchase and Sale Agreement; and 54-2045(1) - failure to deposit earnest money at an approved depository in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $2,000; required to pay the costs and attorney's fees of $300; and required to successfully complete a live Real Estate Law course and a Live Business Conduct and Office Operations course.

Mullaney, Thomas III, an unlicensed person. Stipulated to violation of Idaho Code section 54-2002, as defined by 54-2004(31)(a)(c) & (d) - practicing real estate without a license. Ordered to pay a civil fine of $2,000 and costs and attorney's fees of $300.

Murrell, Katherine M., sales associate with Coldwell Banker Schneidmiller Realty, in Coeur d'Alene, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500.00 civil fine; and the costs and attorneys fees.

Nishitani, Traci I., sales associate with Untied Realty Inc., in Boise, Idaho and formerly with House of Brokers Home Team in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2061(1)(a) - conviction of a felony which demonstrates the licensee's lack of trustworthiness to engage in the real estate business; and 54-2061(3) - failure to forward to the Commission within 20 days of conviction a copy of the legal documents evidencing the conviction. Given a formal reprimand; her real estate license is suspended for a period of three (3) years, to coincide with her probation as set for by the Order Withholding Judgment and Order of Probation dated July 10, 2006 in Case #H0600101, but that term shall be suspended provided that she comply with the rules of the probation, the Commission's Final Order and that she violates no license law. No civil fine or costs for this administrative action are assessed.

Ostrom-Marsh, Kara L., sales associate with Sel-Equity Real Estate in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $250; and the costs and attorney's fees.

Petrie, Diane Wagner, sales associate formerly with Canyonside Realty Inc.-Homes-Land Investment Properties, in Jerome, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) - failure to obtain CE in a timely manner, and 54-2060.(10) - misstatement in an application for renewal of a real estate license. Given a formal reprimand; ordered to pay a $750.00 civil fine; and the costs and attorneys fees.

Piper, Michelle A., sales associate with Re/Max Capital City, in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in her renewal application. Given a formal reprimand; ordered to pay $250 civil fine; and the costs and attorney fees.

Pond, Tyler G., sales associate with Allpro Realty Group Inc. in Boise, Idaho. Stipulated to violation of Idaho Code sections: 54-2054(7) - failure to make a full disclosure in writing that the salesman/brokerage was being compensated by both parties to the transaction; 54-2045(4) - failure to deliver to the broker all consideration, including checks held in uncashed form, received by the sales associate in connection with a real estate transaction; 54-2055(2) - failure to disclose in writing that the licensee/buyer holds an active real estate license; and 54-2051(4)(b) - misrepresenting the actual form and amount of the consideration received as earnest money. Given a formal reprimand; he was ordered to pay a civil fine of $3,000; required to pay $300 in costs and attorney's fees; and required to successfully complete a live Real Estate Law course and a live Contracts course.

Porter, Jason, sales associate with Exit Realty Team in Boise, Idaho. Stipulated to violation of Idaho Code sections: 54-2051(4)(b) - failure to state the actual form and consideration received as earnest money; 54-2085(3) - failure to have all necessary agency agreements executed prior to preparation of the Purchase and Sale Agreement; and 54-2086(1) - failure to disclose to the seller the adverse material fact that he did not have earnest money as represented in the Purchase and Sale Agreement. Given a formal reprimand; ordered to pay a civil fine of $500; required to pay $300 in costs and attorney's fees; and required to successfully complete a Business Conduct and Office Operations course.

Disciplinary actions, continued from page 6

Reinhardt, Don A., sales associate with Keller Williams Realty – Boise, in Boise, Idaho. Stipulated to violation of Idaho Code section 54-2087(4) - failure to properly account for moneys placed in the care and protection of the brokerage by failing to collect the earnest money that was the responsibility of his broker. Given a formal reprimand; ordered to pay a civil fine of $500; required to pay $300 in costs and attorney's fees; and required to successfully complete a Business Conduct and Office Operations course.

Rice, James, designated broker for Allpro Realty Group Inc in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2041(1) - failure to be in control of earnest money when he wrote his own offer; 54-2054(7) - failure to make full disclosure in writing that the salesman/brokerage was being compensated by both parties to the transaction; 54-2038(1)(b) - failure to review and approve all real estate agreements in the transaction. Given a formal reprimand; ordered to pay a civil fine of $1,500; required to pay the costs and attorney's fees of $300; and required to successfully complete a live Risk Management course and a live Business Conduct and Office Operations course.

Rinehart, April A., sales associate with Holland Realty Inc. in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Rotarius, Staci Dawn, sales associate with D & D Referrals LLC, in Nampa, Idaho.

Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in her renewal application. Given a formal reprimand; ordered to pay a $500 civil fine and the costs and attorney fees.

Ruddock, Clyde A., the former designated broker for Exit Realty Team in Boise, Idaho and currently the designated broker for R&R Realty in Payette, Idaho. Stipulated to violation of Idaho Code sections 54-2038(1)(a) - failure to supervise and control actions of all licensees for whom the designated broker is responsible; and 54-2038(1)(b) - failure to review and approve all real estate agreements. Given a formal reprimand; ordered to pay a civil fine of $500; required to pay $300 in costs and attorney's; and required to successfully complete a Business Conduct and Office Operations course.

Sandler, Renice, the designated broker for Renice Sandler Real Estate in Coeur d' Alene, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and the costs and attorney's fees.

Santero, Justin D., sales associate with Keller Williams Realty – Boise. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in his application for renewal. Given a formal reprimand; ordered to pay a $750 civil fine; and costs and attorney fees.

Shields, Gail M., sales associate with Allpro Realty Group Inc., in Boise, Idaho. Stipulated to a violation of Idaho Code section 54-2054(3) - agreeing to fee split with an unlicensed person. Given a formal reprimand for her actions; ordered to pay a civil fine of $2,500; required to pay costs and attorney's fees of $300; and required to successfully complete a live Real Estate Law course; a live Business Conduct & Office Operations course; and a live Risk Management course.

Sichveland, **Thor O.,** designated broker of Waldbillig Realty, in Philipsburg, Montana. Stipulated to violation of Idaho Code section 54-2038(3) - allowing an unlicensed person to represent the broker. Given a formal reprimand, ordered to pay a $1,500 civil penalty fine; and $300 costs and attorney fees.

Smith, Virginia Levering "Levie", sales associate with Re/Max Sun Valley in Sun Valley, Idaho and formerly with Windermere Real Estate/Sun Valley LLC in Sun Valley, Idaho. Stipulated to violation of Idaho Code sections 54-2060(2) - engaging in a continued or flagrant course of misrepresentation; 54-2060(3) - failure to account for personal property coming into the person's possession that belongs to another; 54-2060(11) - any conduct which constitutes dishonest and dishonorable dealings; 54-2060(12) - gross negligence or reckless conduct in a regulated real estate transaction; 54-2087(2) - failure to exercise reasonable skill and care; and 54-2087(4) - failure to properly account for moneys or property placed in the care and responsibility of the brokerage. Given a formal reprimand; required to pay a civil fine of $5,000; required to pay the costs and attorney's fees of $300; license is suspended for a period of twelve (12) months beginning 10/1/06, but 9 months shall be suspended provided she complies with the terms of the Final Order; and that she completes a live Real Estate Law course and a live Agency course prior to the activation of the license from the suspended status. **License suspended January 4, 2007, for failure to comply with terms of Final Order by practicing while her license was suspended. Hearing to Show Cause held January 18, 2007. Amended Final Order dated January 18, 2007: her license was suspended until September 30, 2007, however, the suspension shall be withheld for seven (7) months, and her license reinstated beginning March 1, 2007, provided she applies for reinstatement and continues to make payments on the civil fine as required by the original Final Order.**

Sorensen, Janet B., sales associate with Win Star Realty in Idaho Falls, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Sorensen, Mark L., sales associate with Win Star Realty in Idaho Falls, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Stone, Rita J., sales associate with Holladay Real Estate in Rexburg, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Trosin, Casey A., inactive sales associate formerly with Tomlinson Black North Idaho Inc. in Coeur d' Alene, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $250 civil fine; and the costs and attorney's fees.

Turner, Nancy K., associate broker with Four Seasons Realty in St. Maries, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10)- failure to obtain Continuing Education (CE) in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $250; and the costs and attorney's fees.

Waddell, Sarah M., sales associate with House of Brokers Home Team in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees.

Webb, Jenny Lynn, sales associate with John L. Scott Boise, in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) - failure to obtain CE in a timely manner, and 54-2060(10) and 54-2060(7) - misstatement in an application for renewal of a real estate license. Given a formal reprimand; ordered to pay a $750.00 civil fine; the costs and attorneys fees. **License suspended April 30 for failure to comply with the Final Order.**

Whitehead, William C. sales person with Boise Places LLC, in Boise, Idaho. Stipulated to violation of Idaho Code sections 54-2051(4)(b) - not having earnest money at time offers were presented; 54-2054(7) - accepting a fee from both sides without written disclosure; 54-2085(4) - incorrectly identifying a Limited Dual Agency relationship, and 54-2086(1)(c) - failure to account for earnest monies for the seller/customer. Given formal reprimand, ordered to pay a $1,500 civil fine and the actual costs and attorney fees of $1,311.51. Required to successfully complete a live Real Estate Law course and a live Business Conduct and Office Operations course. **License suspended April 30 for failure to comply with the Final Order.**

Yearsley, Linda K, formerly the designated broker of Garden Valley Real Estate, whose license was revoked in 2003. Stipulated to violation of Idaho Code sections 54-2002 - unlicensed practice, and 54-2003(4) - attempting to use exceptions to licensure to evade purpose of license law. Ordered to pay $5,000 civil fine and to pay actual costs and attorney fees of $1,204.05. Payment of fine, costs, fees secured by Note and Deed of Trust.

Zachary, Afton N., sales associate with Pinnacle Real Estate Group in Tetonia, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney's fees.

Zimmerman, Karen M., currently an associate broker (previously designated broker) at Treaty Rock Realty, in Post Falls, Idaho. Stipulated to violation of Idaho Code sections 54-2023(1)(a) and 54-2060(10) - failure to obtain CE in a timely manner, and 54-2060(7) - misstatement in her renewal application. Given a formal reprimand; ordered to pay a civil fine of $500; and the costs and attorney fees.

Disciplinary actions, continued from page 8

Frequently Asked Questions

Q: My clients canceled their listing agreement. I do not agree with this decision, and intend to dispute this cancellation. (This is known as a unilateral, or one party, cancellation.) Can I just enter the property as "withdrawn" in the Mulitple Listing Service until this is resolved?

A: No! You have every right to dispute the unilateral cancellation, but this is the wrong approach. If the seller sells the property during the time period on the cancelled listing, you have a right to sue them for a sales commission. Your success or failure will be decided in civil court. The fact remains that your listing is cancelled from the date the seller notifies you forward. You have an obligation to make sure none of your advertising will provide misleading information to the public (or their licensees). The listing was cancelled, not withdrawn, and you are aware of this, even though you do not agree with it. Make an accurate representation.

Q: Can I perform other services for my clientele, and charge a fee for these services?

A: Yes, with some reservations. There are licensees out there who originate loans, operate escrow companies, are auctioneers, etc. They can perform these services as a stand alone business, of course. They can also perform these services on transactions where they are acting as licensees. In this case you must make a written disclosure that you intend to receive a fee for the additional service you are providing. This disclosure must be made to the buyer and the seller prior to closing. Other agencies may impose additional requirements. These could be the Idaho Department of Finance, Department of Insurance, and others.

Q: Does Idaho statute require a one-year warranty on all new construction in Idaho?

A: There are certain warranties that go along with a builder's membership in different associations and there are warranties available through third parties, but there is no one-year warranty required by statute. For a warranty to be an included as an enforceable part of the purchase and sale agreement, the agreement must either expressly state the terms of the warranty or specifically reference a separate document that outlines what the terms of the warranty are. Unless a warranty is sufficiently identified in the agreement, it will not be an enforceable term of the sale.

Q: If a customer or client does not sign or initial and date the bottom of an individual page of a purchase and sale agreement, does that void the contract in its entirety?

A: No. It is our understanding that courts will not typically void a contract, especially a purchase and sale agreement for a home, because a party claims he or she didn't read or see all of the contract before signing it. The signatures at the end of the contract indicate the parties' consent to all terms of the agreement as written.

The signatures or initials and dates at the bottom of each page document that the buyer or seller did, in fact, see, read and agree to the terms specified on each page of the contract.

~ In Memory ~
The Idaho Real Estate Commission extends its deepest sympathies to the families of:

Dorothy "Dottie" Stringfield, Nampa
Merle Whitmore, Idaho Falls
Steven Theodore Lammers, Nampa
Larry D. Butler, Caldwell
George R. Tate, Idaho Falls
Donn Clor, Boise
Gary Fox, Spokane, Washington

Designated brokers, associate brokers, salespersons and firms issued a civil penalty fine for violation of Commission Administrative Rule 121.03 – failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required by section 54-2013, Idaho Code:

Americana Realty, LLC, (Anna Featherstone, designated broker), in Boise, Idaho. Civil penalty fine of $100.

Arizpe, Marta Martinez, sales associate with Re/Max American Dream Realty, in Twin Falls, Idaho. Civil penalty fine of $100.

Ballachey, Mary Adele, sales associate with Heritage Shores Realty, Inc., in Clark Fork, Idaho. Civil penalty fine of $100.

Bass, Robert R., designated broker with Park Pointe Commercial Real Estate Services, in Boise, Idaho. Civil penalty fine of $100.

Beckley, Bradley Del, sales associate with Re/Max West, in Boise, Idaho. Civil penalty fine of $100.

Bilyeu, Lori Ann, sales associate with Bilyeu Properties Inc., in Boise, Idaho. Civil penalty fine of $100.

Blumhorst, Debra J. "Debbie", sales associate with high Desert Realtors® Inc., in Idaho Falls, Idaho. Civil penalty fine of $100.

Bollinger, Lucretia Nell "Crisha", sales associate with Idaho Properties Commercial Real Estate, LLC, in Boise, Idaho. Civil penalty fine of $100.

Bosh, Howard Wayne, sales associate with Magic Valley Realty, Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Bosh, Jerod Wayne, sales associate with Magic Valley Realty, Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Bosh, Rikki Deen, sales associate with Magic Valley Realty Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Bowden, Dale Roger, sales associate with Prudential Jensen Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Boyd, Nikki Jean, designated broker with Twin Falls Real Estate Co., in Twin Falls, Idaho. Civil penalty fine of $100.

Brandvein, Allan Geoffrey, sales associate with Realteam Real Estate Center, in Coeur d'Alene, Idaho. Civil penalty fine of $100.

Breuer, Julie Renee, salesperson with Exit Realty Sandpoint, in Sandpoint, Idaho. Civil penalty fine of $100.

Buckley, Stephanie Denise, sales associate with Integrity Group Real Estate Services, Inc., in Meridian, Idaho. Civil penalty fine of $100.

Butikofer, JaRon Merle "JR", sales associate with ERA Archibald-Reece Real Estate Inc., in Rigby, Idaho. Civil penalty fine of $100.

Campos, Deborah Jeanne, sales associate with Realty Center, in Boise, Idaho. Civil penalty fine of $100.

Chattin, Steve I., designated broker with Vantage Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Clinton Jr., Thomas L., designated broker with Teton Springs Realty, LLC, in Victor, Idaho. Civil penalty fine of $100.

Clogg, Deanna Lynn, sales associate with Riverstone Real Estate, in Sandpoint, Idaho. Civil penalty fine of $100.

Clor, Danarae, sales associate with Stevens Realty, LLC, in Boise, Idaho. Civil penalty fine of $100.

Clune, Michael Robert, "Mike", sales associate with Realty Executives of Treasure Valley, in Meridian, Idaho. Civil penalty fine of $100.

Cobbs, Joy A., designated broker with Cobbs and Company, in Boise, Idaho. Civil penalty fine of $100.

Cochran, Barton Cole "Bart", sales associate with Greylock Realty, in Boise, Idaho. Civil penalty fine of $100.

Condon, Laurel Jean, salesperson with Canyonside Realty, Inc., in Jerome, Idaho. Civil penalty fine of $200 for **second time violation.**

Cord, Robyn Lee, associate broker with Bilyeu Properties, in Boise, Idaho. Civil penalty fine of $200 for **second time violation.**

Crockett, Lucinda Behm "Cindy", sales associate with Group One Inc., in Eagle, Idaho. Civil penalty fine of $100.

Crossroads Real Estate LLC, (Edward Jay "Ed" Taylor, designated broker), in Nampa, Idaho. Civil penalty fine of $100.

Curtis, Joni Shriver, sales associate with Realty One New Millennuim, in Boise, Idaho. Civil penalty fine of $100.

Dale, Douglas John, salesperson with Kelley Real Estate Services in Boise, Idaho. Civil penalty fine of $200 for **second time violation.**

Dalton, Thomas Joseph, sales associate with Sage Properties, in Boise, Idaho. Civil penalty fine of $100.

Davis, Billie Lou, sales associate with Vantage Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Davis, Jean L., sales associate with Riverstone Real Estate, in Sandpoint, Idaho. Civil penalty fine of $100.

DeLong, Teresa M. "Terry", sales associate with Mountain Valley Premier Realtors® LLC, in Idaho Falls, Idaho. Civil penalty fine of $100.

Dietz, Susie Cathelaine, sales associate with Wilson Realty, in Fruitland, Idaho. Civil penalty fine of $100.

Doughty, Paul Everett, designated broker with Mountain Realty, LLC, in Eagle, Idaho. Civil penalty fine of $100.

Dufur, Bradly Paul, associate broker with Sun Valley Real Estate LLC, in Ketchum, Idaho. Civil penalty fine of $100.

Duncan, Marie Mouser, sales associate with High Desert REALTORS®, Inc., in Idaho Falls, Idaho. Civil penalty fine of $100.

Evans, Julie K., sales associate with Momentum Real Estate, in Hailey, Idaho. Civil penalty fine of $100.

Fay, William Edward, sales associate with Teton Valley Realty, in Driggs, Idaho. Civil penalty fine of $100.

Featherstone, Anna, designated broker with Americana Realty, LLC, in Boise, Idaho. Civil penalty fine of $100.

Fielding, James David, sales associate with NAI Commerce One, in Idaho Falls, Idaho. Civil penalty fine of $100.

Fisher, Kim Ann, sales associate with Boise River Properties, Inc., in Boise, Idaho. Civil penalty fine of $100.

Franz, Robert Henry "Bob", sales associate with Realty of the Rockies, Inc., in Idaho Falls, Idaho. Civil penalty fine of $100.

Disciplinary actions, continued from page 9

Frei, Melody Marie, sales associate with Knipe Land Company Inc., in Boise, Idaho. Civil penalty fine of $100.

Fry, Scott Allan, sales associate with Idaho Real Estate Company, in Nampa, Idaho. Civil penalty fine of $100.

Frye, Jon Thomas, sales associate with Hess Real Estate Services, LLC, in Boise, Idaho. Civil penalty fine of $100.

Fullmer, Joey Kunz, sales associate with Pinnacle Real Estate Group, in Tetonia Idaho. Civil penalty fine of $100.

Fullmer, Richard Warren, sales associate with Windermere Nampa/Caldwell, in Nampa, Idaho. Civil penalty fine of $100.

Galbraith, Gregory Brian, sales associate with ERA Archibald-Reece Real Estate Inc., in Rigby, Idaho. Civil penalty fine of $100.

Ganz, Ellen Marie, sales associate with McCall Real Estate Company, in McCall, Idaho. Civil penalty fine of $100.

Garrison, Michael Paul, sales associate with Realteam Real Estate Center, in Coeur d'Alene, Idaho. Civil penalty fine of $100.

Gedney, Terri L., sales associate with Rusty Wallace Realty, in Emmett, Idaho. Civil penalty fine of $100.

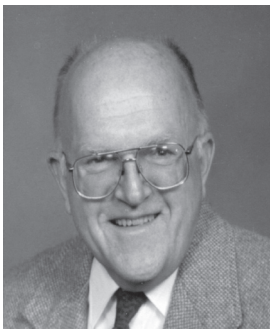
Gibson Idaho Properties and Land, LTD, (Philip Horton**,** designated broker), in Idaho Falls, Idaho. Civil penalty fine of $100.

Giesler, Richard B., associate broker with Westerra Group Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Greaves, William S., designated broker with W S Greaves & Assoc., in Salt Lake City, Utah. Civil penalty fine of $100.

Griffee, James A. "Jim", sales associate with Crossroads Real Estate, LLC, in Nampa, Idaho. Civil penalty fine of $100.

Grover, Diana Beth, sales associate with ERA Archibald-Reece Real Estate Inc., in Rigby, Idaho. Civil penalty fine of $100.



by Maris Cukurs,
Education Council Chair

"Let the numbers tell the story"

by Maris Cukurs, Education Council Chair

Idaho is fortunate to have one of the best real estate education programs in the nation. The primary reason for this success is the emphasis placed by the Idaho Real Estate Commission on education. The utilization of an appointed Idaho Real Estate Education Council provides a continuing review of licensee education programs. Since 1982, Idaho has received **17 EDUCATION AWARDS** from The Association of Real Estate License Law Officials (ARELLO) and The Real Estate Educators Association (REEA).

A few years ago, the availability of elective continuing education courses was limited. Great strides have been made to offer varied alternatives for licensees to obtain required or additional education. Recently the list of Approved Topics for Continuing Education was expanded with additional topics now qualifying for course approval.

During the past year (May 2006 – May 2007) **164 NEW COURSES** were approved to be taught in Idaho.

Instructors for these continuing education courses are approved by the individual providers (schools). During this past year, **13 NEW INSTRUCTORS** were approved to teach Commission developed courses. Also during the same period, **34 NEW PROVIDERS** were approved.

Traditionally, the Commission CORE course has always been a **4 HOUR** course. CORE 2007 (effective July 1, 2007) will be a **3 HOUR** course.

Currently, all the Commission developed courses are being reviewed. Also, a post license education requirement is being investigated. The future brings us the opportunity to further improve Idaho's real estate education.

Retired Licensees

The Idaho Real Estate Commission would like to recognize:

F. Chase Barber retired after 52 years of service

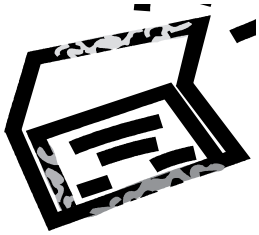
IREC Library-Books For Rental

Library Policies for Borrowers

- CHECK OUT PROCEDURE: Materials may be checked out in person or by mail free to anyone who observes the Real Estate Library Policies.
- CHECK OUT PERIOD: Books may be checked out for 4 weeks and audio and video tapes for 2 weeks. A "book return drop" is available in the front door of the Commission office.
- RENEWALS: Requests for renewals in person or by telephone are usually permitted if there has not been a request for this material by someone else.
- LOST OR DAMAGED MATERIALS: Borrowers are required to pay current replacement costs of lost or damaged materials.
- OVERDUE MATERIALS: A $1.00 PER DAY PER ITEM fine is charged for overdue materials. However, if items are late books may not be checked out again until fine is paid and items are returned.
- CARE: Please do not mark or turn down pages in books. Do not expose tapes to extreme temperatures.
- PERIODICALS are NOT checked out, but may be used in the library.

NSF Check Fee

A $20.00 fee will be charged for Non Sufficient Fund (NSF) Checks.



Send us your Questions, Thoughts, or Concerns

We are pleased to offer you, the licensees, a chance to be heard through the Idaho Real Estate Commission's semi-annual publication the *Real Estatement.* Just mail or e-mail your thoughts, concerns or questions to us. Our next *Real Estatement* will be out in January 2008. All letters must be in by November 15, 2007 to make the January issue. Not all letters will be used as space is limited.

Mail to: Idaho Real Estate Commission
Attn: Real Estatement
PO Box 83720
Boise ID 83720-0077

e-mail: tammy.anderson@irec.idaho.gov
Subject: Real Estatement

LICENSE STATS
As Of July 1, 2007

Active (broker and sales)	10,425
Active Brokers	2,195
Active Sales	8,230
Inactive (broker and sales)	2,467
Inactive Brokers	364
Inactive Sales	2,103
Active Companies	1,272

ONLINE LOTTERY WINNERS!

Renew your license online at www.irec.idaho.gov and you will automatically be entered in a drawing for a refund of your license renewal fee. A new winner every month!

November 2006 - Noyam Hale, DB7149, a designated broker for Service Station Realty in Marsing.

December 2006 - Tonia Dawn Overton, SP30038, a salesperson for Keller Williams Realty in Boise.

January 2007 - Abraham Lopez, SP30340, a salesperson for Heritage Realtors in Meridian.

February 2007 - Shelly Ann Ross, SP23635, an inactive salesperson.

March 2007- Steven Michael "Steve" Bayles, AB26391, the associate broker for Re/Max Castlerock Realty in Mountain Home.

April 2007-Paige Oeding, CO23766, a designated broker for Paige Oeding Real Estate, Inc. in Salmon.

May 2007- Kimber Lee Foster, SP32885, with Bottom Line Inc., Keller Williams Realty in Boise.

Honor Roll

Offices with NO Audit Violations
(From 30 October, 2006 - 30 April 2007)

Michael L. Baxter, Realty One Baxter & Associates, Boise
Clarence C. Gaylord, Idaho Properties Commercial Real Estate, LLC, Boise
Geoffrey B. Smith, Windermere Real Estate, Richard B. Smith, Inc., Boise
Russel L. Stanley, Jr., Lebois Realty, Eagle
Nikki L. Trautman, American Dream Real Estate, Inc., Caldwell
Kem L. Marshall, Team Realty, Nampa
William S. Bishop, Bridgetower Real Estate, LLC, Meridian
Gregery D. "Greg" Davis, Payette River Mountains Realty, LLC, Boise

The Idaho Real Estate Commission Welcomes Our Newest Staff Members

Don Morse
Inspector

Don moved from Arizona to Boise at a very young age. He attended the University of Idaho and Boise State University. He has a degree in Finance from BSU and is working on completing a seond degree in Accounting with a minor in HR Management. His loyalties are split between the two universities, but he roots for the Broncos when the schools play against each other in football because his wife Caroline is a Vandal graduate. Go Broncos!!! He has two great kids, Ryan and Taylor. Don has worked as a licensed real estate salesperson for four years and is looking forward to traveling the state of Idaho, meeting brokers and salespeople during his audit reviews. He is also looking forward to teaching the Business Conduct and Office Operations course. If you have any questions regarding the audit process, please give Don a call at the Idaho Real Estate Commission Office at 955-8475

Tammy Anderson
Adminstrative Assistant

Tammy moved to Mountain Home in 1999 after spending 12 years overseas with her husband who was serving in the United States Airforce. They have decided to stay and make Idaho their home. Tammy has completed her postsecondary certificate in Administrative Technology from Selland College and hopes to complete her degree in Office Management. She enjoys traveling, spending time with her three children and shopping.

William Robinson
Information Systems Technician

William was born in Pennsylvania and moved to Idaho in 1999. He comes to IREC with over ten years I.T. experience. He lives in Nampa with his wife and three children. William enjoys fishing and buying shoes for his wife.

Need to renew your license? Change your address?

www.irec.idaho.gov

by Terry Ruettgers
Former Chief Investigator

Brokers don't get caught with your license down!

Give me an "**S**"! Give me a "**U**"! Give me a "**P**"! Give me an "**E**"! Give me an "**R**"! Give me a "**V**"! Give me an "**I**"! Give me an "**S**"! Give me an "**I**"! Give me an "**O**"! Give me an "**N**"! What do you have "SUPERVISION"! **WRONG**! What we have is a lack of **BROKER SUPERVISION!**

It is my understanding that at one time all it took to get a real estate license was $10 and a letter from three people attesting to your good character. You then went to work for a broker who normally had only one or two sales associates, and the broker taught you all about real estate, similar to an apprenticeship. You were paid a share of the brokerage fee- normally less than 50%. The broker had a real interest in his new associate, since the more financially successful the associate, the more the broker made. The broker paid for everything- the signs, the advertising, the paper clips, and the secretary. After two years the sales associate could become a broker.

Times are changing, and now we have offices that have hundreds of sales associates and many of these have never even spoken to their broker. Instead, we now see "Teams" and "Mentors" taking the place of the broker – an obvious market reaction from the sales associates who found themselves without someone to go to for answers and advice.

We have gone from traditional commission splits; to flat desk fees ($500-$900); to small monthly fees ($25-$150) plus a set amount for each deal ($250-$350) and the agents paying for all their expenses from advertising to paperclips. Regrettably, these business models provide no incentive for the designated broker to care about the financial success of his/her sales associate as long as her/his fees are paid. So there is less interest in assisting the new associate to succeed or assisting in training him or her on how to put deals together.

These days, it seems that many brokers are too busy doing their own thing to actually do the things the law requires them to do. So they hire office managers to check the transaction files. While an office manager can be extremely efficient, especially when they tell the agent to get the form signed or no commission check, they typically are not licensed and don't have the broker's experience when looking at the structure of the deal.

Under the law, brokers are required to have both the education and the actual transaction experience and knowledge to become the designated broker. Under the law, designated brokers are required to "**review and approve of all real estate agreements.**" Only by **actually looking at those listing or purchase and sale agreements** can they tell what their sales associates are doing. Double contracts and loan fraud can easily be seen just through this one supervision act.

By "**being reasonably available to manage and supervise the company**" – which is required by statute - the designated broker should be looking at his or her associates' advertising and websites, making sure they are doing it correctly, that what they are offering to do is actually legal, and that it is done in a manner the broker approves of.

Unfortunately, we are seeing more and more brokers becoming the designated broker for more than one company - the **current record is six different offices.** With so many offices, these designated brokers have become no more than a rent-a- broker, with very little interest in their sales associates or what they are doing. **If you are the designated broker you are responsible for everything your sales associates or office staff do, no excuses. You are where the buck stops, not where it is passed or dropped.**

Also, in any transaction in which you are the "responsible broker," you are the individual who is RESPONSIBLE for the closing, for all the deposits, and for disbursements at the closing. This means that you should be reviewing these closing statements to see that what was agreed between the buyer and seller has actually happened. Too many times lenders convince sales associates to do things that amount to double contracts or loan fraud, and the sales associates just don't appreciate what's actually going on, or else they need the sale too much to question the lender. Designated brokers should be able to spot these things and counsel the sales associate on how to proceed correctly, and without the risk of losing his or her license, or worse, looking at jail time for being a party to loan fraud. A broker should be willing to fire a sales associate, and to file a complaint with the Idaho Real Estate Commission against any sales associate who persists in this type of behavior.

We are seeing more and more double contracting by sales associates using inflated prices to buy and sell properties. If I were a broker and a sales associate brought in a contract which was showing a $20,000 or $30,000 bonus plus a 6% brokerage fee, I would be wondering how it came to pass, especially if that sales associate happens to be the buyer. I sure would be looking at the listed price and wondering if there was a slight chance the agent was playing games and had just committed loan fraud.

Designated brokers need to take a second look anytime one of his /her sales associates wants to buy a property, making sure it is above board to both the consumer and the lender. The broker needs to make sure the sales associate is making the right disclosures

Sure, it's nice that real estate sales associates have Errors and Omissions Insurance. But it does not save them when they commit fraud or when they are dealing with their own properties either as a buyer or a seller. It won't save the broker either from legal expenses and costs, or the embarrassment of seeing their name on a lawsuit.

Designated brokers have a RESPONSIBILITY to both their licensed sales associates and the consumer. If you don't want it or can't handle it, then don't be one. The responsibility is really pretty simple, and it comes with the title.

Do the things you agreed to do when you got your license and you won't be caught with your license down.

REE-094-12
Rev. 10/06

Materials Order Form

Commission Use Only

Receipt #_____

Mailed _____

Purchase Information
Real Estate publications that are listed as "free" can be ordered by mail, fax, phone, e-mail, or in person. Publications requiring payment must be ordered by mail or in person. Here's how to order:

- **By Mail:** Mail the completed form with the proper fee to Idaho Real Estate Commission (IREC)
  Attn: Jesama Rosensweig
  PO Box 83720
  Boise, ID 83720-0077
- **By Fax:** For free publications ONLY, fax the completed form to 208-334-2050.
- **By Phone:** For free publications ONLY, call our library at 208-955-8469 or 866-447-5411 ext. 106 toll free within Idaho.
- **By e-mail:** For free publications ONLY, e-mail Jesama.Rosensweig@irec.idaho.gov
- **In Person:** Bring this completed form to 633 N. 4th St., Boise.

Acceptable Payment Methods:
- Personal Check
- Cashier's Check
- Money Order
- Cash (in person and only for exact amount)

Make checks payable to:
Idaho Real Estate Commission (IREC)

Miscellaneous Information
- Prices are subject to change
- Orders received without sufficient payment will be returned
- All sales are final
- Allow 2-4 weeks for delivery
- Most publications & materials are available to download from the Commission's website at www.irec.idaho.gov

Refund Policy
Because of rising costs associated with issuing a refund, it is the policy of the Idaho Real Estate Commission to refund overpayments of under $25 only if requested in writing within 30 days of the Commission's receipt of the overpayment.

Overpayments of $25 or more will be automatically refunded to the licensee. There will be a $20 fee assessed for each check returned to the Commission for insufficient funds.

PART A: Material Requested		**Cost**	**Quantity**	**Extd. Cost**
2007 License Law & Rules Book		$1.88		
Agency Law In Idaho Brochure (25/pkg) (Revision July 2007)	1-4 pkg	$5.94 ea		
	5-9 pkg	$4.46 ea		
	10+ pkg	$2.97 ea		
Business Conduct & Office Operations *correspondence course* **(No tax)**		$20.00		
2007 Continuing Education Core Course Tape *purchase* **(Includes 1 copy of outline, but does not include an exam)**	VHS	$60.00		
	Audio Tape	$60.00		
	Audio CD	$60.00		
	Video DVD	$60.00		
	Addl Outline	$4.72		
Candidate Handbook		*Free*		
Guidelines: Guideline Number & Title _____		*Free*		
Investigative & Hearing Process Brochure		*Free*		
License Manual		*Free*		
The Real Estatement (indicate Month & Year)		*Free*		

Part B: Shipping Information				
Name			Subtotal	
Business Name & Address			Add 6% Sales Tax	
City	State	Zip	Total	
Phone	Fax		If your organization is tax exempt, you must include a copy of your tax-exempt form.	
E-Mail				

Information From The Licensing Department

New Laws/Policies

There are only a few new laws and a policy change this year that will affect you. There are three (3) specific laws and one policy change that have a major impact on you, your designated broker, and the licensing department.

The first law change will affect physical license certificates. A physical license certificate will no longer be required. Effective July 1, 2007, the Commission will stop issuing printed license certificates. A licensee or designated broker may request a printed license from the Commission for a $15 dollar fee, for each license requested.

The second law change affects the cost of company address or name changes, office transfers, and personal name changes. Effective July 1, 2007, there will be no charge for these changes. If a licensee or designated broker would like to request a printed license, they may request one for a $15 dollar fee for each license requested from the Commission. Licensees and brokers may make changes on-line, and will still have the opportunity to print a free license certificate on-line.

The third law change – which applies to all Idaho agencies that issue professional or commercial licenses – requires that the Commission verify the "lawful presence in the United States" of each individual license applicant. Effective July 1, 2007, each renewing applicant will have to attest, under penalty of perjury, that he or she is a U.S. citizen, permanent resident, or otherwise lawfully present in the U.S. New license applicants will, also, be required to provide proof of their lawful presence here.

The fourth change will affect active licensees who have allowed their Errors & Omissions insurance to expire. Licensees will no longer be able to avoid a fine by stating that he or she has not engaged in practice during the uncovered period. From now on, fines will be assessed against any active licensee who fails to maintain E&O insurance during the active license period. Fines will range from $100 - $200 dollars, depending upon the length of time without insurance.

Active Idaho Real Estate License with NO E&O Insurance = Fines $$$

Errors & Omission Insurance

HOT..... HOT..... HOT.....

A reminder to those licensees having Group E&O Insurance with Rice Insurance Services Company (RISC), your policy is due for renewal on October 1, 2007. Renewals will be mailed out to all individuals at their licensed business address on August 15, 2007. The annual premium will be increasing. The new premium renewal rate is $165 dollars per year. You may renew your E&O insurance starting August 15, 2007 through October 1, 2007 either by mail or on the internet. To renew on the internet go to http//www.risceo.com. After October 2, 2007, licensees who have not purchased E&O will be subject to fines and penalties.

Attend A Commission Meeting

For **4 hours** Continuing Education Credit!!

Regular public meetings of the Idaho Real Estate Commission are held monthly. Although meetings are normally held at the Commission Office in Boise, dates, places, and times are subject to change.

Business normally conducted during Commission meetings includes:

- ✓ Review of salesperson and broker licenses issued since the previous meeting
- ✓ Approval of financial reports
- ✓ Reports from each department within the Commission
- ✓ Hearings on disciplinary actions
- ✓ Idaho Association of REALTORS® report

During the meetings, some topics require executive sessions. Members of the public are not permitted to remain in the meeting during executive sessions.

Four (4) hours of CE elective credit shall be awarded to those who attend an ENTIRE regularly-scheduled meeting of the Idaho Real Estate Commission. (This is a change in the law effective July 1, 2007).

Mail or fax registration to:
Idaho Real Estate Commission
Jesama Rosensweig
633 N. 4th St.
P.O. Box 83720
Boise, Idaho 83720-0077
Phone: 208-955-8469
Toll Free (within Idaho) 866-447-5411 ext: 106
Fax: 208-334-2050

jesama.rosensweig@irec.idaho.gov

Please advise the Commission of any individuals with disabilities needing accommodations.

Confirmation of your registration will be made by e-mail or mail. A meeting agenda will be available upon sign-in.

Name _____ License # or SSN _____

Mailing Address _____

City _____ State _____ ZIP _____

Phone _____ Fax _____

Email _____

WHAT** MEETING **WILL YOU ATTEND?

- ☐ July 12, 2007
- ☐ August 16, 2007
- ☐ September
- ☐ October
- ☐ November
- ☐ December

Hannon, Paula S., sales associate with Keller Williams Realty Coeur d'Alene, Idaho. Civil penalty fine of $100.

Hanson, Robert L., designated broker with Watson Company, in Coeur d'Alene, Idaho. Civil penalty fine of $100.

Harpster, Neil R., associate broker with Irwin Realty, in Twin Falls, Idaho. Civil penalty fine of $100.

Hathaway, Kevin James, sales associate with Legend Realty, LLC, in Idaho Falls, Idaho. Civil penalty fine of $100.

Hays, Gail Ann Noble, sales associate with Home 2 Home, in Meridian, Idaho. Civil penalty fine of $100.

Hellhake, Ginnell L., sales associate with Community Real Estate Company, in McCall, Idaho. Civil penalty fine of $100.

Hendrixson, James Robert, sales associate with Tomlinson Black Silver Valley, in Kellogg, Idaho. Civil penalty fine of $100.

Herrera, Norberto "Nor", sales associate with Magic Valley Realty Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Hess Jr., Francis J., designated broker with Hess Real Estate Services, LLC, in Boise, Idaho. Civil penalty fine of $200 for **second time violation.**

Hess Real Estate Services LLC, (Francis J. Hess Jr., designated broker), in Boise, Idaho. Civil penalty fine of $240.

Holt, James Brian, sales associate with Gem State Realty Inc., in Twin Falls, Idaho. Civil penalty fine of $200 for **second time violation.**

Huber, Ashlee Erin, sales associate with Gold Key Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Hulstrom, Karen S., designated broker with Century 21 Silver Heritage Realty, in Kellogg, Idaho. Civil penalty fine of $100.

Hutchison, Robert Max, sales associate with Alpine Realty, in Twin Falls, Idaho. Civil penalty fine of $100.

Jackson, David Matthew, sales associate with Community Real Estate Company, in McCall, Idaho. Civil penalty fine of $100.

Jackson, Michelle Dawn, sales associate with Stubbs Realty, Inc., in Kuna, Idaho. Civil penalty fine of $100.

Jameson, Ed Dee, designated broker with Realty Services Inc., in Hayden Lake, Idaho. Civil penalty fine of $200 for **second time violation.**

Jensen, Jeffrey S., sales associate with Prudential Jensen Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Johnson, Kevin L., sales associate with Real One Centre of Boise, Inc., in Boise, Idaho. Civil penalty fine of $100.

Johnson, Kristofer, "Kris" Wade, sales associate with Realty One Centre of Boise, in Boise, Idaho. Civil penalty fine of $100.

Johnson, Michael Philip, sales associate with Bischoff REALTORS®, in Blackfoot, Idaho. Civil penalty fine of $100.

Johnston, Kathy Ellen, sales associate with Allpro Realty Group, Inc., in Boise, Idaho. Civil penalty fine of $100.

Johnstone, Rebecca Jean "Becky", sales associate with Knipe Land Company Inc., in Boise, Idaho. Civil penalty fine of $100.

Ketterling, Amy Gibson, sales associate with The Real Estate Group, in Meridian, Idaho. Civil penalty fine of $100.

Kinyon, Raylene Victoria, sales associate with Re/Max West, in Boise, Idaho. Civil penalty fine of $100.

Kirkham, Kris, sales associate with Legend Realty, LLC, in Idaho Falls, Idaho. Civil penalty fine of $100.

Koehler, Gregory Earl, sales associate with Greylock Realty, in Boise, Idaho. Civil penalty fine of $100.

Kovacs Jr., George Steve, sales associate with Patty Bell & Company REALTORS®, in Nampa, Idaho. Civil penalty fine of $100.

Krieg, Kevin L., sales associate with Realteam Real Estate Center, in Coeur d'Alene, Idaho. Civil penalty fine of $100.

Legend Realty, LLC, (Evan Paul Cook**,** designated broker), in Idaho Falls, Idaho. Civil penalty fine of $100.

Loban, Andrea H., sales associate with Teton Springs Realty, LLC, in Victor, Idaho. Civil penalty fine of $100.

Loewen, Leonard Alexander, sales associate with Premier Properties Inc., in Boise, Idaho. Civil penalty fine of $100.

Lucero, Kalani Rainbow, sales associate with ERA The Home Connection, in Pocatello, Idaho. Civil penalty fine of $100.

Madden, Laura Eileen "Laurie", sales associate with Magic Valley Realty Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Maher, Lauri L., designated broker with All Idaho Realty Co., in Ketchum, Idaho. Civil penalty fine of $100.

Marcum, Kyle Alan, sales associate with Blossom Heights Realty, in Nampa, Idaho. Civil penalty fine of $100.

Martinez-Molina, Ruben, sales associate with Market Real Estate, Inc., in Boise, Idaho. Civil penalty fine of $100.

Massey, Donny Karl, sales associate with Re/Max Summit Country, in Kamiah, Idaho. Civil penalty fine of $100.

McLaughlin, Teague Way, sales associate with Group One, Inc., in Eagle, Idaho. Civil penalty fine of $100.

McNally, J. Scott, designated broker with Snake River Real Estate, in Idaho Falls, Idaho. Civil penalty fine of $200 for **second time violation.**

McNee, Ann Goodwin, sales associate with Sun Valley Real Estate LLC, in Ketchum, Idaho. Civil penalty fine of $100.

Meckauer, Arthur M., sales associate with Teton View Realty of Jackson Hole, in Jackson, Wyoming. Civil penalty fine of $100.

Mountain Realty, LLC, (Paul Everett Doughty, designated broker), in Eagle, Idaho. Civil penalty fine of $270.

Mullins, Deborah A., sales associate with Vantage Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Murillo, Belia "Bel", sales associate with John L. Scott BOI, in Boise, Idaho. Civil penalty fine of $100.

Nguyen, An Van, sales associate with The Real Estate Group, in Meridian, Idaho. Civil penalty fine of $100.

Nuckols, Cloe Violet, sales associate with Whitewater Real Estate, Inc., in McCall, Idaho. Civil penalty fine of $100.

Nye, Randall Paul "Randy", sales associate with Gunstream Commercial Real Estate, in Nampa, Idaho. Civil penalty fine of $200 for **second time violation.**

Odenbrett, Tammie Marie, sales associate with Realty One Centre of Boise Inc., in Boise, Idaho. Civil penalty fine of $100.

Olson, Jeremy David, sales associate with Allpro Realty Group, Inc., in Boise, Idaho. Civil penalty fine of $100.

Orr, Christopher James, sales associate with Magic Valley Realty Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Owen, Paul Leon, designated broker with Paul L. Owen, in Boise, Idaho. Civil penalty fine of $100.

Palumbo, Jacqueline Kay, "Jackie", sales associate with John L. Scott POB, in Newport, Washington. Civil penalty fine of $100.

Parkes, Shauna S., sales associate with ERA Archibald-Reece Real Estate Inc., in Rigby, Idaho. Civil penalty fine of $100.

Pascale, Wesley J., sales associate with Lincoln County Realty, in Shoshone, Idaho. Civil penalty fine of $100.

Pedroza, Maribel, sales associate with First Service Group Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Peterson, Amanda Leanne, sales associate with Preferred Real Estate Group, LLC, in Caldwell, Idaho. Civil penalty fine of $100.

Peterson, Hobie Todd, sales associate with Treasure Valley Properties Inc., in Meridian, Idaho. Civil penalty fine of $100.

Pierson, Shawna Dee, sales associate with The Real Estate Group, in Meridian, Idaho. Civil penalty fine of $100.

Pike, Rebecca Anne, sales associate with Team One Services, LLC, in Nampa, Idaho. Civil penalty fine of $100.

Prater, Holly Renee, sales associate with Desert High Real Estate, in Marsing, Idaho. Civil penalty fine of $100.

Priest Lake Realty, LLC, (Terrene Ann Mack, designated broker), in Coolin, Idaho. Civil penalty fine of $100.

Proesch, Marion Kent, associate broker with Columbia Village Realty, in Boise, Idaho. Civil penalty fine of $100.

Randel, Robert George "Bob", sales associate with Danny M. Cafferty Realty, Inc., in Boise,

Disciplinary actions, continued from page 11

Idaho. Civil penalty fine of $100.

Red Cliff Properties, LLC, (Marilyn M. Martin, designated broker), in Sun Valley, Idaho. Civil penalty fine of $130.

Re/Max By The Lake, (Karen S. Hulstrom, designated broker), in Coeur d'Alene, Idaho. Divil penalty fine of $200 for **second time violation.**

Renfro Engelmann LLC, (Robert Renfro, designated broker), in Ketchum, Idaho. Civil penalty fine of $100.

Renfro, Robert, designated broker with Renfro Engelmann LLC, in Ketchum, Idaho. Civil penalty fine of $100.

Riedel Investment Company, (Jeannette A. Riedel, designated broker), in Boise, Idaho. Civil penalty fine of $100.

Riedel, Jeannette A., designated broker with Riedel Investment Company, in Boise, Idaho. Civil penalty fine of $100.

Rivara, Louis A., designated broker with Louis Rivara Real Estate, in Pleasanton, California. Civil penalty fine of $100.

Riviello, Michael A., designated broker with High Country REALTORS® LLC, in Sun Valley, Idaho. Civil penalty fine of $100.

Robinson, Becky K., sales associate with Highland Realty LLC, in Grangeville, Idaho. Civil penalty fine of $100.

Rogers, GiGi Rena, sales associate with Mountain Realty, LLC, in Meridian, Idaho. Civil penalty fine of $100.

Rogers, Ronald Palmer, sales associate with Jim Swank Real Estate, in Mountain Home, Idaho. Civil penalty fine of $100.

Ronald J. Sharp Inc., (Ronald J. Sharp, designated broker), in Bellevue, Idaho. Civil penalty fine of $130

Rook, Randy Eugene, sales associate with Realty Executives Choice One, in Nampa, Idaho. Civil penalty fine of $150.

Ross, Jay D., sales associate with Treasure Valley Properties Inc., in Meridian, Idaho. Civil penalty fine of $200 for **second time violation.**

Salazar, Monica Evangelina, sales associate with Home 2 Home, in Meridian, Idaho. Civil penalty fine of $100.

Schwendiman, Jessica, sales associate with ERA Archibald-Reece Real Estate Inc., in Rigby, Idaho. Civil penalty fine of $100.

Scott, Christopher Blake, sales associate with Silver Mountain Corp., in Kellogg, Idaho. Civil penalty fine of $100.

Select Realty, LLC, (Jolene Jaye Smith, designated broker), in Burley, Idaho. Civil penalty fine of $100.

Sheehan, Barbara A., sales associate with Sun Valley Group, Ltd., in Ketchum, Idaho. Civil penalty fine of $100.

Sleight, R. Paul, sales associate with Gunstream Commercial Real Estate, in Nampa, Idaho. Civil penalty fine of $100.

Smith, Jolene Jaye, designated broker with Select Realty, LLC, in Burley, Idaho. Civil penalty fine of $100.

Smith, Tina Nichole, sales associate with Town & Country REALTORS®, in Fairfield, Idaho. Civil penalty fine of $100.

Spataro, Perry Anthony, inactive salesperson previously with Tamarack Resort Realty LLC, in Donnelly, Idaho. Civil penalty fine of $100.

Spears, Kimberly D., designated broker with Spears Investments, in Boise, Idaho. Civil penalty fine of $100.

Staley, John Charles, sales associate with J L Boyd Company, in Boise, Idaho. Civil penalty fine of $100.

Steege, Christopher Guy, sales associate with Peregrine Properties, in Horseshoe Bend, Idaho. Civil penalty fine of $100.

Steiner, John C., sales associate with Danny M. Cafferty Realty Inc., in Boise, Idaho. Civil penalty fine of $100.

Stephenson, Mark Evans, sales associate with Heritage Shores Realty, Inc., in Clark Fork, Idaho. Civil penalty fine of $100.

Stevens, Leslie Anne, sales associate with Silverhawk Realty, LLC, in Caldwell, Idaho. Civil penalty fine of $100.

Stewart, Terrill B., sales associate with Smith & Company Realty, in Montpelier, Idaho. Civil penalty fine of $100.

Stilwell, Scott Glenn, sales associate with CRC / Commercial Real Estate Companies, in Boise, Idaho. Civil penalty fine of $200 for **second time violation.**

Swank, James A., designated broker with Jim Swank Real Estate, in Mountain Home, Idaho. Civil penalty fine of $100.

Tassell, Frine Carpio, sales associate with Hess Real Estate Services, LLC, in Boise, Idaho. Civil penalty fine of $100.

Tauber, Cassandra Alaire "Cassie", sales associate with Inland Northwest Realty Inc., in Sandpoint, Idaho. Civil penalty fine of $200 for **second time violation.**

Taylor, Edward Jay "Ed", designated broker with Crossroads Real Estate LLC, in Nampa, Idaho. Civil penalty fine of $100.

Tesulov, Dan M., sales associate with Realteam Real Estate Center, in Coeur d'Alene, Idaho. Civil penalty fine of $100.

Thomas, Carol Lynn, sales associate with Realty Executives of Treasure Valley, in Meridian, Idaho. Civil penalty fine of $100.

Thomas, Jesse Randall, sales associate with ERA Archibald-Reece Real Estate Inc., in Rigby, Idaho. Civil penalty fine of $100.

Thompson, Amber Pearl, sales associate with Patty Bell & Company REALTORS®, in Nampa, Idaho. Civil penalty fine of $100.

Thurston, Amy Elizabeth, sales associate with Realty One Centre of Boise Inc., in Boise, Idaho. Civil penalty fine of $100.

Tilley, Janell Louise, sales associate with Gem State Realty Inc., in Twin Falls, Idaho. Civil penalty fine of $100.

Tolson, Esther Sarah, sales associate with Allpro Realty Group, Inc., in Boise, Idaho. Civil penalty fine of $200 for **second time violation.**

Torgensen, Dahl Thomas, sales associate with LeBois Realty, in Eagle, Idaho. Civil penalty fine of $100.

Traudt, Molly Rae, sales associate with Five Star Real Estate, in Boise, Idaho. Civil penalty fine of $100.

Trosin II, Herbert A. "Butch", associate broker Lake Country Real Estate, in Sandpoint, Idaho. Civil penalty fine of $100.

University City Realty, LLC, (Marc Steven Becker, designated broker), in Moscow, Idaho. Civil penalty fine of $100.

Utterbeck, Danny William, sales associate with Legend Realty, LLC, in Idaho Falls, Idaho.
Civil penalty fine of $100.

Vargas, Meagan G., sales associate with Gloria Urwin's Real Estate, Inc., in Kuna, Idaho. Civil penalty fine of $100.

Wade, David R., associate broker with Columbia Village Realty, in Boise, Idaho. Civil penalty fine of $100.

Wallace, Rustin Paul "Rusty", designated broker with Rusty Wallace Realty, in Emmett, Idaho. Civil penalty fine of $100.

Warr, Michael Mat, sales associate with Bilyeu Properties Inc., in Boise, Idaho. Civil penalty fine of $100.

Warren, Patrick J., sales associate with High Desert REALTORS®, Inc., in Idaho Falls, Idaho. Civil penalty fine of $100.

Weatherhead, Donald Joseph, sales associate with Re/Max of Spokane, in Spokane, Washington. Civil penalty fine of $100.

Weiland Warkentin, Alison N., associate broker with Lake Country Real Estate, in Sandpoint, Idaho. Civil penalty fine of $100

Disciplinary actions, continued page 20

Wick, Kent Douglas, sales associate with Lake Country Real Estate, in Sandpoint. Idaho. Civil penalty fine of $100.

Worlton, Joseph Paul "J. Paul", sales associate with The Home Specialists, in Pocatello, Idaho. Civil penalty fine of $100.

Wrubell, Lois C., sales associate with Paige Oeding Real Estate, Inc., in Salmon, Idaho. Civil penalty fine of $100.

Yearsley, James Peter, sales associate with Realteam Real Estate Center, in Coeur d'Alene, Idaho. Civil penalty fine of $100.

Designated brokers and salespersons issued a civil penalty fine for violation of sections 54-2002, 54-2018(2), and 54-2060(10), Idaho Code-failure to renew or activate license in a timely manner, and continuing to practice as a licensee after license had expired or been inactivated:

Bastian, Brian Morris, salesperson with Keller Williams Realty - Boise, in Boise, Idaho. Civil penalty fine of $150.

Bircher, Laura A., salesperson with Realty Associates Inc., in Lewiston, Idaho. Civil penalty fine of $150.

Bolan, Robert G. "Bud", designated broker with Hailey Realty Inc., in Hailey, Idaho. Civil penalty fine of $210.

Bush, Galen S., salesperson with Win Star Realty, in Idaho Falls, Idaho. Civil penalty fine of $150.

Cassel, Derek Arlis, salesperson with LeBois Realty, in Eagle, Idaho. Civil penalty fine of $300.

Cordova, Gabriel Arthur, salesperson with Re/Max Capital City, in Boise, Idaho. Civil penalty fine of $300.

Cranston, Kevin Ray, salesperson with Coldwell Banker Schneidmiller Realty, in Coeur d' Alene, Idaho. Civil penalty fine of $150.

Ferguson, Lisa Anne, salesperson with Bushell & Company, in Ketchum, Idaho. Civil penalty fine of $300.

Hoge, George Christen, salesperson with Expert Realty LLC, in Meridian, Idaho. Civil penalty fine of $300.

Knudson, Esther Nichole, salesperson previously with Coldwell Banker Classic Properties, in Payette, Idaho. Civil penalty fine of $300.

MacGregor, Julie Kay, salesperson with Genius Realty, Inc., in Boise, Idaho. Civil penalty fine of $300.

Owens, Lance R., salesperson with Re/Max Homestead Realty, in Idaho Falls, Idaho. Civil penalty fine of $150.

Poisall, Maria Vitantonio, salesperson with Keller Williams Realty – Boise, in Boise, Idaho. Civil penalty fine of $150.

Richey, Pohley J., salesperson with Greylock Realty, in Boise, Idaho. Civil penalty fine of $300.

Stiefel, David Albert., salesperson with Global Real Estate Services, in Meridian, Idaho. Civil penalty fine of $300.

Thron, Heather K., salesperson with Allpro Realty Group, Inc., in Boise, Idaho. Civil penalty fine of $150.

Waste, Brian J., designated broker with Sell-N-Save Realty, Inc., in Boise, Idaho. Civil penalty fine of $150.

Designated brokers issued a civil penalty fine for violation of sections 54-2038(3) and 54-2060(10), Idaho Code - failure to adequately supervise by allowing an unlicensed person to represent the broker:

Bushell, Geoffrey S., designated broker with Bushell & Company, in Ketchum, Idaho. Civil penalty fine of $300.

Coles, Robert Eugene, designated broker with Global Real Estate Services, in Meridian, Idaho. Civil penalty fine of $300.

Ellis, Bert, designated broker with Greylock Realty, in Boise, Idaho. Civil penalty fine of $300.

Ellis, Steven Webb, designated broker with Expert Realty LLC, in Meridian, Idaho. Civil penalty fine of $300.

Hill, Erica Lynne, designated broker with Keller Williams Realty - Boise, in Boise, Idaho. Civil penalty fine of $150.

Kimbley, Julie Mae, designated broker with Realty Associates Inc., in Lewiston, Idaho. Civil penalty fine of $150.

Mayes, Blake, designated broker with Re/Max Capital City, in Boise, Idaho. Civil penalty fine of $300.

Rice, James "Jim", designated broker with Allpro Realty Group, Inc., in Boise, Idaho. Civil penalty fine of $150.

Schneidmiller, Gary T., designated broker with Coldwell Banker Schneidmiller Realty, in Coeur d'Alene, Idaho. Civil penalty fine of $150.

Stanley, Jr., Russell L., designated broker with LeBois Realty, in Eagle, Idaho. Civil penalty fine of $300.

Travis, Arlis W., designated broker with Keller Williams Realty – Boise, in Boise, Idaho. Civil penalty fine of $150.

Vinnola, Greg V., designated broker with Re/Max Homestead Realty, in Idaho Falls, Idaho. Civil penalty fine of $150.

Wiebe, Heinrich "Henry", designated broker with Genius Realty, Inc., in Boise, Idaho. Civil penalty fine of $300.

Williams, Jeffrey Thomas, designated broker with Coldwell Banker Classic Properties, in Payette, Idaho. Civil penalty fine of $300.

Windmiller, James E., designated broker with Win Star Realty, in Idaho Falls, Idaho. Civil penalty fine of $150.

The following designated brokers were issued citations for violations found during their audits:

Bartel, Frederick A., designated broker with Team One Services, in Nampa, Idaho.

Blackburn, Bryon, designated broker with Preferred Real Estate Group, in Caldwell, Idaho.

Doughty, Paul E., designated broker with Mountain Realty LLC, in Eagle, Idaho.

Longstreet, Garret J., designated broker with The Firm Real Estate Corp., in Boise, Idaho.

Longstreet, Garret J., designated broker with Century 21 1st Place Realty, in Boise, Idaho.

Osburn, Steven Alan, designated broker with Windermere Real Estate / Capital Group, Inc., in Boise, Idaho.

Walker, Jamie, designated broker with Treasure Valley Properties, in Meridian, Idaho.

Disciplinary actions, continued from page 21

Dedicated Education Department Staff at Instructor Development Workshop 2007

Revised May 2007

INFORMATION TO OUT-OF-STATE REAL ESTATE BROKERS**

This Guideline is designed to inform out-of-state real estate brokers that, in order to engage in any real estate brokering activities involving Idaho property, the broker must hold an active Idaho real estate license.

1. An Idaho license is required to engage brokering real property located in Idaho.

Idaho law flatly prohibits anyone from engaging in acts of an Idaho "real estate broker" without an active Idaho real estate license.

A "real estate broker" is defined in Idaho Code Section 54-2002 to include any person who, directly or indirectly, while acting on behalf of another for compensation or promise or an expectation there of, does any of the following: sells, lists, buys, negotiates or offers to sell, list, buy or negotiate the purchase, sale, option or exchange or real estate or any interest there in. A "real estate broker" also includes any person who represents to the public they are engaged in any of the above activities. It also includes any person who engages in the procurement of prospects.

The Idaho Real Estate License Law also prohibits out-of-state brokers from advertising, or being named in an advertisement concerning, real property that is located in Idaho.

2. Referrals and payment of referral fees are permitted.
If an out-of-state broker has a customer or client wishing to purchase real property in Idaho, the Idaho License Law allows the out-of-state brokerage to ***refer*** the client to a licensed Idaho brokerage, and for the Idaho brokerage to pay a ***referral fee*** to the out-of-state brokerage. See Section 54-2054 However, the Idaho brokerage must handle ***all*** aspects of the transaction from that point on.

Examples of activities for which an Idaho license is required include, but are not limited to:

- advertising the property;
- showing the property;
- preparing purchase and sale agreements forms; and
- negotiating of the purchase and sale agreements.

It is not enough for an out-of-state brokerage to simply "refer" the buyer but then continue to perform the licensed real estate brokering activities in this state. Without an Idaho license, the out-of-state brokerage cannot engage in ***any*** acts of a "real estate broker" with respect to

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** *In this Guideline, "out-of-state broker" is a broker that does not hold an active Idaho real estate license.*

property located in this state.

Likewise, if an out-of-state brokerage has a seller who owns Idaho real property and wishes to sell it, the out-of-state broker may ***refer*** the seller to an Idaho licensed brokerage and receive a referral fee. Idaho law does ***not*** allow for "co-listing" with an unlicensed brokerage.

3. Sanctions for unlicensed activity.

Unlicensed brokering activity is a misdemeanor crime in Idaho punishable by imprisonment and a fine of $5,000 for individuals and $10,000 if a business entity is involved. In addition, the Idaho Real Estate Commission is authorized to take administrative action against anyone engaged in unlicensed activity, and to assess a civil penalty up to $5,000 and $10,000, plus costs and attorney fees.

The pertinent sections of the *Idaho Real Estate License Law and Rules* are the following:

1. 54-2002. Licensure Required.
2. 54-2004. Definitions.
3. 54-2054. Compensation, Commission and Fees-Prohibited Conduct.
4. 54-2053. Advertising.
5. 54-2058. Authority to Investigate and Discipline.
6. 54-2064 Proof of Complaint-Prosecution by County Prosecuting Attorney.
7. 54-2065. Penalty for Acting as a Broker or Salesperson Without License.

Maris Cukurs, Council Chair, and Pam Trees, Commission Chair, Present 2007 Excellence in Education Award to Corinne Janstrom

~Farewell to Joanna Marshall~
Pam Trees, Commission Chair, presents retiring Information Technology Specialist with a plaque in recognition of her service to IREC.
March 2007

Commission Use Only
Items picked up/ mailed: _____ Key #: _____
Test Range: _____
_____ Receipt #: _____

Provider and Instructor Course Materials Order Form

Certified Providers and Instructors will receive an invoice with the order. Items may be ordered via email, fax, or mail and may either be picked up at our office or mailed. **Effective April 3, 2006, IREC will no longer accept phone orders for course materials. All order requests require 24 hour advance notice.**

Mailing Address: Idaho Real Estate Commission
PO Box 83720
Boise ID 83720-0077

Fax: (208) 334-2050
Jesama.Rosensweig@irec.idaho.gov

PART A: Material Requested		Cost	Quantity	Extd. Cost
2007 License Law & Rules Book		$1.88		
Agency Law In Idaho Brochure (25/pkg) (Revision June 2007)	1-4 pkg	$5.94 ea		
	5-9 pkg	$4.46 ea		
	10+ pkg	$2.97 ea		
Business Conduct & Office Operations *correspondence course* **(No tax)**		$20.00		
C2007 Continuing Education Core Course Tape *purchase* **(Includes 1 copy of outline, but does not include an exam)**	VHS	$60.00		
	Audio Tape	$60.00		
	Audio CD	$60.00		
	Video DVD	$60.00		
	Addl Outline	$4.72		
New License Packet (Each packet includes a Candidate Handbook)		*Free*		
Guidelines: Guideline Number & Title _____		*Free*		
Investigative & Hearing Process Brochure		*Free*		
License Manual		*Free*		
The Real Estatement (indicate month & year)		*Free*		
Education Exams (Includes a scoring key. Please return all exams to the Commission. **No copies of exams should be made by Providers or Instructors**.) Name of exam: _____ Exam number (i.e. Exam 1, Exam 2, or no preference): _____ Do you need answer sheets for the students? (Please circle one) yes no		*Free*		

Part B: Pick Up Information

To **pick up** your order at the Idaho Real Estate Commission located at 633 N. 4th Street in Boise, Idaho, please fill out the following:

Name of person picking up order: _____

Provider/Instructor the items are going to: _____

Phone number or email address of person ordering: _____

To have your order **mailed**, please fill out the following:

Name: _____

Business Name: _____

Address: _____

City, State, Zip: _____

Phone number or email of person ordering: _____

Subtotal	
Add 6% Sales Tax	
Total	

If your organization is tax exempt, you must include a copy of your tax-exempt form.

Sales Prelicense

Real Estate education is required for a salesperson's license. There two 45-hour courses are designed for the beginner in real estate who has little previous knowledge in the field. Completion of both modules, in order, will satisfy the educational requirements for a salesperson's license. Specific information concerning education requirements for licensure can be found in the Idaho Real Estate License Manual. TO REGISTER FOR A COURSE, PLEASE CONTACT THE PROVIDER.

Course Dates	Approval#	Crs Hr	Course Title	Location	Contact Provider to Register:		Cost*
Correspondence	ES005N	45	Fundamentals of Real Estate (FINAN201) Module IFIN C201		(208) 885-6641	http://www.uidaho.edu/isi	$325
July 2-14	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$279
July 5-13	ES001S	45	Sales Prelicense Module 1	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
July 9-13	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 573-0979	www.genesistraininggroup.com	$192
July 9-13	PR001S	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
July 9-13, 16	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
July 16-20	ES001S	45	Sales Prelicense Module 1	Idaho Falls	(208) 376-2122	www.idahocareerinstitute.com	$279
July 16-20	ES001S	45	Sales Prelicense Module 1	Boise	(208) 327-0768	www.etidaho.com	$275
July 16-20	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$275
July 16-20	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 573-0979	www.genesistraininggroup.com	$192
July 17-20, 23-24	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
July 23-27	PR001S	45	Sales Prelicense Module 2	Idaho Falls	(208) 376-2122	www.idahocareerinstitute.com	$279
July 23-27	PR001S	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$275
July 23-31	ES001S	45	Sales Prelicense Module 1	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
July 30 - Aug 3	ES001S	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Aug 2-10	PR001S	45	Sales Prelicense Module 2	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Aug 2-10	PR001S	45	Sales Prelicense Module 2	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Aug 6-10	ES001S	45	Sales Prelicense Module 1	Boise	(208) 376-2122	www.idahocareerinstitute.com	$275
Aug 6-10	PR001S	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Aug 6-10, 13	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Aug 6,8,13,15,20,22,27, 29, Sept 5,10,12,17	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Aug 13-17	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$275
Aug 14-17, 20-21	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Aug 20-24	ES001S	45	Sales Prelicense Module 1	Boise	(208) 327-0768	www.etidaho.com	$275
Aug 20-24	ES001S	45	Sales Prelicense Module 1	Idaho Falls	(208) 327-0768	www.etidaho.com	$275
Aug 20-24	ES001S	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Aug 27-31	PR001S	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$275
Aug 27-31	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$279
Aug 27-31	PR001S	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Aug 27-31	PR001S	45	Sales Prelicense Module 2	daho Falls	(208) 327-0768	www.etidaho.com	$275
Aug 30 - Sept 1, 13-15	ES001S	45	Sales Prelicense Module 1	Twin Falls	(208) 732-6287	www.csi.edu	$415
Sept 3-7	ES001S	45	Sales Prelicense Module 1	Boise	(208) 376-2122	www.idahocareerinstitute.com	$275
Sept 4-7, 10-11	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Sept 6-14	ES001S	45	Sales Prelicense Module 1	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Sept 6-8, 20-22	ES001S	45	Sales Prelicense Module 1	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$295
Sept 10-14	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 573-0979	www.genesistraininggroup.com	$192
Sept 10-14	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$275
Sept 10-18	ES001S	45	Sales Prelicense Module 1	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy. com	$325
Sept 12-14, 17-19	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Sept 17-21	ES001S	45	Sales Prelicense Module 1	Boise	(208) 327-0768	www.etidaho.com	$275

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Sept 17-21	ES001S	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Sept 17-21	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 573-0979	www.genesistraininggroup.com	$192
Sept 20-28	PR001S	45	Sales Prelicense Module 2	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Sept 20,25,27, Oct 2,4,9,11,16,18,23,25,30	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Sept 24-28	PR001S	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Sept 24,26, Oct 1,3,8,10,15,17,22,24,29,31	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Oct 1-5, 8	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Oct 1-9	PR001S	45	Sales Prelicense Module 2	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Oct 4-6, 18-20	PR001S	45	Sales Prelicense Module 2	Twin Falls	(208) 732-6287	www.csi.edu	$415
Oct 8-12	ES001S	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Oct 8-16	ES001S	45	Sales Prelicense Module 1	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Oct 8-20	ES001S	45	Sales Prelicense Module 1	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$320
Oct 9-12, 15-16	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Oct 15-19	PR001S	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Oct 15-19	PR001S	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$275
Oct 15-20	ES001S	45	Sales Prelicense Module 1	Hailey	(208) 732-6287	www.csi.edu	$415
Oct 15-27	ES001S	45	Sales Prelicense Module 1	Boise	(208) 376-2122	www.idahocareerinstitute.com	$279
Oct 18-26	PR001S	45	Sales Prelicense Module 2	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Oct 22-27	PR001S	45	Sales Prelicense Module 2	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$320
Oct 25-27, Nov 1-3	PR001S	45	Sales Prelicense Module 2	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$295
Oct 29 - Nov 2	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$279
Oct 29-31, Nov 1-2,	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Nov 1-9	ES001S	45	Sales Prelicense Module 1	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Nov 5-9	ES001S	45	Sales Prelicense Module 1	Boise	(208) 376-2122	www.idahocareerinstitute.com	$275
Nov 5-9	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 573-0979	www.genesistraininggroup.com	$192
Nov 5-9	ES001S	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Nov 5-12	ES001S	45	Sales Prelicense Module 1	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Nov 5,7,12,14,19,26,28, Dec 3,5,10,12,17	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Nov 6-9, 12-13	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Nov 6,8,13,15,20,27,29, Dec 4,6,11,13,18	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Nov 12-16	PR001S	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Nov 12-16	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 573-0979	www.genesistraininggroup.com	$192
Nov 12-16	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$275
Nov 12-17	PR001S	45	Sales Prelicense Module 2	Hailey	(208) 732-6287	www.csi.edu	$415
Nov 13-20	PR001S	45	Sales Prelicense Module 2	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Dec 3-7	ES001S	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Dec 3-7	PR001S	45	Sales Prelicense Module 2	Boise	(208) 376-2122	www.idahocareerinstitute.com	$279
Dec 3-7, 10	ES001S	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Dec 3-11	ES001S	45	Sales Prelicense Module 1	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Dec 3-11	PR001S	45	Sales Prelicense Module 2	Post Falls	(208) 769-3444	www.nic.edu/wft	$265

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Dec 10-14	PR001S	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Dec 11-14, 17-18	PR001S	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$295
Dec 13-21	PR001S	45	Sales Prelicense Module 2	Coeur d'Alene __	(208) 664-1898	www.northidahorealestateacademy.com	$325

*Schedule and fees are subject to change. "Cost" may or may not include materials. Check with PROVIDER for current information and registration.

Broker Prelicense

Four additional courses for a total of at least 90 hours of advanced approved real estate education is required for a broker's license. Specific information concerning educational requirements for licensure can be found in the Idaho Real Estate License Manual. These courses are also approved for elective continuing education credit. TO REGISTER FOR A COURSE, PLEASE CONTACT THE PROVIDER.

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Correspondence	LW002A	45	Real Estate Law (BUS263) BUS 263		(208) 885-6641	http://www.uidaho.edu/isi	$325
Correspondence	FI001A	45	Real Estate Finance (BUS262) BUS 262		(208) 885-6641	http://www.uidaho.edu/isi	$325
July 10-13	FI001S	30	Real Estate Finance	Idaho Falls	(208) 327-0768	www.etidaho.com	$340
July 11-12, 18-19	LW001S	30	Real Estate Law	Boise	(208) 342-3585	www.idahorealtors.com	$300
July 17-20	LW001S	30	Real Estate Law	Boise	(208) 376-2122	www.idahocareerinstitute.com	$225
July 23-26	BM001S	30	Brokerage Management	Boise	(208) 685-6711	www.idahorealestateschool.com	$250
July 30 - Aug 2	FI001S	30	Real Estate Finance	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$299
July 31 - Aug 3	BM001S	30	Brokerage Management	Idaho Falls	(208) 376-2122	www.idahocareerinstitute.com	$325
Aug 2-10	BM001S	30	Brokerage Management	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$249
Aug 13-16	FI001S	30	Real Estate Finance	Meridian	(208) 573-0979	www.genesistraininggroup.com	$295
Aug 14-17	BM001S	30	Brokerage Management	Boise	(208) 327-0768	www.etidaho.com	$340
Aug 14-17	FI001S	30	Real Estate Finance	Boise	(208) 376-2122	www.idahocareerinstitute.com	$325
Aug 20-23	VA001S	30	Valuation and Analysis	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$375
Aug 27-30	VA001S	30	Valuation and Analysis	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$299
Sept 4-7	VA001S	30	Valuation and Analysis	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$375
Sept 4-7	BM001S	30	Brokerage Management	Idaho Falls	(208) 376-2122	www.idahocareerinstitute.com	$325
Sept 6-7, 13-14	FI001S	30	Real Estate Finance	Ketchum	(208) 342-3585	www.idahorealtors.com	$300
Sept 6-7, 13-14	LW001S	30	Real Estate Law	Twin Falls	(208) 732-6287	www.csi.edu	$315
Sept 10-13	LW001S	30	Real Estate Law	Boise	(208) 327-0768	www.etidaho.com	$340
Sept 11-14	BM001S	30	Brokerage Management	Boise	(208) 376-2122	www.idahocareerinstitute.com	$325
Sept 18-19, 25-26	FI001S	30	Real Estate Finance	Twin Falls	(208) 732-6287	www.csi.edu	$315
Sept 24-27	LW001S	30	Real Estate Law	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$299
Oct 1-2, 4-5	LW001S	30	Real Estate Law	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$375
Oct 2-5	LW001S	30	Real Estate Law	Idaho Falls	(208) 327-0768	www.etidaho.com	$340
Oct 2-5	LW001S	30	Real Estate Law	Boise	(208) 342-3585	www.idahorealtors.com	$299
Oct 4-5, 11-12	LW001S	30	Real Estate Law	Boise	(208) 376-2122	www.idahocareerinstitute.com	$335
Oct 15-18	BM001S	30	Brokerage Management	Meridian	(208) 573-0979	www.genesistraininggroup.com	$275
Oct 16-19	FI001S	30	Real Estate Finance	Boise	(208) 376-2122	www.idahocareerinstitute.com	$325
Oct 16-19	FI001S	30	Real Estate Finance	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$295
Oct 22-25	BM001S	30	Brokerage Management	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$299
Oct 29 - Nov 1	BM001S	30	Brokerage Management	Boise	(208) 685-6711	www.idahorealestateschool.com	$250
Oct 30 - Nov 2	BM001S	30	Brokerage Management	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$325
Nov 6-9	BM001S	30	Brokerage Management	Idaho Falls	(208) 327-0768	www.etidaho.com	$340
Nov 7-10	BM001S	30	Brokerage Management	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$295
Nov 8-9, 15-16	VA001S	30	Valuation and Analysis	Boise	(208) 376-2122	www.idahocareerinstitute.com	$365

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Nov 8-9, 15-16	VA001S	30	Valuation and Analysis	Twin Falls	(208) 732-6287	www.csi.edu	$315
Nov 26-29	FI001S	30	Real Estate Finance	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$299
Nov 27-30	FI001S	30	Real Estate Finance	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$375
Nov 29-30, Dec 6-7	LW001S	30	Real Estate Law	Boise	(208) 376-2122	www.idahocareerinstitute.com	$335
Nov 30 - Dec 1, 7-8	BM001S	30	Brokerage Management	Twin Falls	(208) 732-6287	www.csi.edu	$315
Dec 10-13	FI001S	30	Real Estate Finance	Meridian	(208) 573-0979	www.genesistraininggroup.com	$295
Dec 11-14	BM001S	30	Brokerage Management	Boise	(208) 376-2122	www.idahocareerinstitute.com	$325
Dec 11-15	VA001S	30	Valuation and Analysis	Idaho Falls	(208) 327-0768	www.etidaho.com	$375
Dec 12-15	BM001S	30	Brokerage Management	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$249
Dec 18-21	FI001S	30	Real Estate Finance	Boise	(208) 376-2122	www.idahocareerinstitute.com	$325

*Schedule and fees are subject to change. "Cost" may or may not include materials. Check with PROVIDER for current information and registration.

Commission CORE

The Commission CORE course is required for renewal. For complete CE requirements, visit our website. TO REGISTER FOR A COURSE, PLEASE CONTACT THE PROVIDER.

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
video/audio	C2007	4	Continuing Education Core 2007	Boise	(208) 334-3285	www.irec.idaho.gov	$15
Online	C2007	4	Continuing Education Core 2007	Online	(208) 342-3585	www.idahorealtors.com	$0
Last Thursday of every month	C2007	4	Continuing Education Core 2007	Boise	(208) 376-0363	www.adacounty-realtors.com	$45
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Idaho Falls	(208) 524-3000 ext. 3381	www.eitc.edu	$25
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Boise	(208) 342-3585	www.idahorealtors.com	$25
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Boise	(208) 376-2122	www.idahocareerinstitute.com	$0
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$25
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Meridian	(208) 685-6711	www.idahorealestateschool.com	$25
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$45
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Post Falls	(208) 769-3444	www.nic.edu/wft	$29
By Appointment-Contact Provider	C2007T	4	Continuing Education Core 2007 Exam	Boise	(208) 327-0768	www.etidaho.com	$0
By Appointment	C2007T	3	Continuing Education CORE 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$30
By Appointment-Contact Provider	C2007T	3	Continuing Education CORE 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$45
July 11	C2007	3	Continuing Education CORE 2007	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
July 11	C2007T	3	Continuing Education CORE 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$30
July 16	C2007	3	Continuing Education CORE 2007	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
July 19	C2007	3	Continuing Education CORE 2007	Idaho Falls	(208) 523-1477	www.gifar.org	$50
July 19	C2007	3	Continuing Education CORE 2007	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
July 25	C2007	3	Continuing Education CORE 2007	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$49
July 25	C2007	3	Continuing Education CORE 2007	Boise	(208) 376-2122	www.idahocareerinstitute.com	$49

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
July 26	C2007	3	Continuing Education CORE 2007	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
July 27	C2007	3	Continuing Education CORE 2007	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$40
Aug 1	C2007	3	Continuing Education CORE 2007	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
Aug 7	C2007	3	Continuing Education CORE 2007	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Aug 8	C2007	3	Continuing Education CORE 2007	Boise	(208) 342-3585	www.idahorealtors.com	$50
Aug 8	C2007	3	Continuing Education CORE 2007	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Aug 8	C2007T	3	Continuing Education CORE 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$30
Aug 13	C2007	3	Continuing Education CORE 2007	Boise	(208) 685-6711	www.idahorealestateschool.com	$4
Aug 16	C2007	3	Continuing Education CORE 2007	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$49
Aug 22	C2007	3	Continuing Education CORE 2007	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
Aug 22	C2007	3	Continuing Education CORE 2007	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$49
Aug 24	C2007	3	Continuing Education CORE 2007	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$40
Aug 29	C2007	3	Continuing Education CORE 2007	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Sept 10	C2007	3	Continuing Education CORE 2007	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Sept 12	C2007	3	Continuing Education CORE 2007	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Sept 12	C2007T	3	Continuing Education CORE 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$30
Sept 26	C2007	3	Continuing Education CORE 2007	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$49
Sept 26	C2007	3	Continuing Education CORE 2007	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
Sept 27	C2007	3	Continuing Education CORE 2007	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Sept 27	C2007	3	Continuing Education CORE 2007	Idaho Falls	(208) 523-1477	www.gifar.org	$50
Sept 27	C2007	3	Continuing Education CORE 2007	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Sept 28	C2007	3	Continuing Education CORE 2007	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$40
Oct 10	C2007	3	Continuing Education CORE 2007	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Oct 10	C2007T	3	Continuing Education CORE 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$30
Oct 11	C2007	3	Continuing Education CORE 2007	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$49
Oct 19	C2007	3	Continuing Education CORE 2007	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$40
Oct 22	C2007	3	Continuing Education CORE 2007	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Oct 23	C2006	4	Continuing Education Core 2006	Blackfoot	(208) 342-3585	www.idahorealtors.com	$50
Oct 25	C2007	3	Continuing Education CORE 2007	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Oct 29	C2007	3	Continuing Education CORE 2007	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$49
Oct 31	C2007	3	Continuing Education CORE 2007	Nampa	(208) 342-3585	www.idahorealtors.com	$50
Oct 31	C2007	3	Continuing Education CORE 2007	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Nov 3	C2007	3	Continuing Education CORE 2007	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Nov 14	C2007	3	Continuing Education CORE 2007	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Nov 14	C2007T	3	Continuing Education CORE 2007 Exam	Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$30
Nov 15	C2007	3	Continuing Education CORE 2007	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Nov 15	C2007	3	Continuing Education CORE 2007	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Nov 16	C2007	3	Continuing Education CORE 2007	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$40
Nov 19	C2007	3	Continuing Education CORE 2007	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Nov 26	C2007	3	Continuing Education CORE 2007	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$49
Nov 28	C2007	3	Continuing Education CORE 2007	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
Dec 12	C2007	3	Continuing Education CORE 2007	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Dec 12	C2007T	3	Continuing Education CORE 2007	Exam Pocatello	(208) 282-3372	www.isu.edu/departments/apptech	$30
Dec 17	C2007	3	Continuing Education CORE 2007	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Dec 19	C2007	3	Continuing Education CORE 2007	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Dec 19	C2007	3	Continuing Education CORE 2007	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$49
Dec 20	C2007	3	Continuing Education CORE 2007	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Dec 21	C2007	3	Continuing Education CORE 2007	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$40

Schedule and fees are subject to change. "Cost" may or may not include materials. Check with PROVIDER for current information and registration.

Continuing Education Elective Courses

The following courses are approved by the Idaho Real Estate Commission for continuing education elective credit. For complete continuing education requirements, visit our website. TO REGISTER FOR A COURSE, PLEASE CONTACT THE PROVIDER.

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Online	E0028	4	Ethics in Real Estate (meets NAR requirement)	Online	(800) 532-7679	www.careerwebschool.com	$45
Online	E0031	4	Real Estate Math	Online	(800) 532-7679	www.careerwebschool.com	$45
Online	E0030	4	ADA & Fair Housing	Online	(800) 532-7679	www.careerwebschool.com	$45
Online	E0029	4	Tax Free Exchanges	Online	(800) 532-7679	www.careerwebschool.com	$45
Correspondence	LW002A	45	Real Estate Law (BUS263) BUS 263		(208) 885-6641	http://www.uidaho.edu/isi	$325
Correspondence	FI001A	45	Real Estate Finance (BUS262) BUS 262		(208) 885-6641	http://www.uidaho.edu/isi	$325
Online	E0155	3	Meth Madness	Online	(888) 910-5452	www.americas-best.net	$24
Correspondence	BC001S	4	Business Conduct & Office Operations		(208) 342-3585	www.idahorealtors.com	$45
Correspondence	BC001S	4	Business Conduct & Office Operations		(208) 334-3285	www.irec.idaho.gov	$45
Online	E0154	6	Home Inspection	Online	(888) 910-5452	www.americas-best.net	$48
Online	E0233	3	Water Resources	Online	(888) 910-5452	www.americas-best.net	$24
Online	E0193	6	Ethics in Real Estate	Online	(208) 327-0768	www.etidaho.com	$68
Online	E0232	6	Work Smarter, Not Harder	Online	(888) 910-5452	www.americas-best.net	$63
Online	E0195	6	Understanding 1031 Tax Free Exchange	Online	(208) 327-0768	www.etidaho.com	$68
Online	E0156	4	Pricing Property	Online	(888) 910-5452	www.americas-best.net	$32
Online	E0157	3	Real Estate Ethics	Online	(888) 910-5452	www.americas-best.net	$24
Online	E0234	6	Tax Strategies for the Independent Contractor	Online	(888) 910-5452	www.americas-best.net	$48
Online	E0394	3	Working With a New Construction Buyer	Online	(866) 790-8232	www.realestateeducate.com	$24
Online	E0387	4	Real Estate Mortgage	Online	(866) 790-8232	www.realestateeducate.com	$32
Online	E0388	3	Fair Housing	Online	(866) 790-8232	www.realestateeducate.com	$24
Online	E0389	4	Appraisal - What Makes the Number	Online	(866) 790-8232	www.realestateeducate.com	$32
Online	E0390	3	What it Takes to be a Commercial Agent	Online	(866) 790-8232	www.realestateeducate.com	$24
Online	E0391	3	Environmental Concerns	Online	(866) 790-8232	www.realestateeducate.com	$24
Online	E0153	6	Environmental Basics	Online	(888) 910-5452	www.americas-best.net	$48
Online	E0393	3	Loan Process	Online	(866) 790-8232	www.realestateeducate.com	$24
Online	E0158	6	Real Estate Math	Online	(888) 910-5452	www.americas-best.net	$48
Video/audio	E0289V	2	Meth Awareness Video	Boise	(208) 334-3285	www.irec.idaho.gov	$15
Online	E0273	3	Understanding Title	Online	(208) 685-6711	www.idahorealestateschool.com	
Online	E0191	6	Buyer Representation in Real Estate	Online	(208) 327-0768	www.etidaho.com	$68
Online	E0192	6	Diversity in Doing Business	Online	(208) 327-0768	www.etidaho.com	$68
Last Friday of everymonth	E0034	4	Cracking the Code-Understanding the REALTORS Code of Ethics and Procuring Cause	Boise	(208) 376-0363	www.adacounty-realtors.com	$45
Online	E0194	6	Introduction to Commercial Real Estate Sales	Online	(208) 327-0768	www.etidaho.com	$68
Online	E0392	3	Risk Mangement	Online	(866) 790-8232	www.realestateeducate.com	$24
	LW001S	30	Real Estate Law		(208) 376-2122	www.idahocareerinstitute.com	
Online	E0238	4	Community Ethics	Online	(888) 910-5452	www.americas-best.net	$32
Online	E0235	4	Human Land Use	Online	(888) 910-5452	www.americas-best.net	$32

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Online	E0152	3	Contracts	Online	(888) 910-5452	www.americas-best.net	$24
Online	E0291	4	Agency Law - Virtual Classroom	Online	(800) 328-2008	www.mckissock.com	$39
Online	E0290	3	Buyer Agency	Online	(800) 328-2008	www.mckissock.com	$29
Online	E0252	3	High Loan to Value	Online	(208) 685-6711	www.idahorealestateschool.com	
Online	E0236	4	Ethics of Sustainability	Online	(888) 910-5452	www.americas-best.net	$32
By Appointment - Contact Provider	E0289	2	Meth Awareness Exam	Boise	(208) 685-6711	www.idahorealestateschool.com	$25
By Appointment - Contact Provider	E0289	2	Meth Awareness Exam	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$25
By Appointment - Contact Provider	E0289	2	Meth Awareness Exam	Boise	(208) 342-3585	www.idahorealtors.com	$25
By Appointment - Contact Provider	E0289	2	Meth Awareness Exam	Boise	(208) 334-3285	www.irec.idaho.gov	$25
Online	E0151	3	ADA Fair Housing	Online	(888) 910-5452	www.americas-best.net	$24
Online	E0251	3	Introduction to Commercial Real Estate	Online	(208) 685-6711	www.idahorealestateschool.com	
Online	E0237	3	Energy Resources	Online	(888) 910-5452	www.americas-best.net	$24
Online	E0292	2	Contract Law - Virtual Classroom	Online	(800) 328-2008	www.mckissock.com	$29
Online	E0250	3	The Future of Real Estate	Online	(208) 685-6711	www.idahorealestateschool.com	
July 10	E0341	2	An Overview of the Title and Escrow Process	Sandpoint	(208) 388-8881	www.alliancetitle.com	$10
July 11	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
July 11	E0363	4	The Development Process, Acquisition to Entitlement	Meridian	(208) 424-8511	www.titleonecorp.com	$40
July 13	E0301M	2	Land Development (Meridian)	Boise	(208) 321-1818		$45
July 14	E0279	6	E-Business for Real Estate Agents	Boise	(208) 376-2122	www.idahocareerinstitute.com	$139
July 16	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
July 17	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Blackfoot	(800) 759-8602	www.vhaseminars.com	$69
July 17	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Blackfoot	(800) 759-8602	www.vhaseminars.com	$69
July 17	E0138-06	4	Practical Use of the REALTOR Forms	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
July 17	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
July 17	E0348	6	Real Estate Finance Intermediate	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
July 18	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
July 18	E0361	4	Real Estate Law and Practice Update	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
July 19	E0243b	4	Condos and Co-ops	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
July 19	BC001S	4	Business Conduct & Office Operations	Idaho Falls	(208) 523-1477	www.gifar.org	$50
July 19	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Ketchum	(800) 759-8602	www.vhaseminars.com	$69
July 19	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Ketchum	(800) 759-8602	www.vhaseminars.com	$69
July 20	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Twin Falls	(800) 759-8602	www.vhaseminars.com	$69
July 20	E0385	4	The Truth About Mold	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
July 20	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Twin Falls	(800) 759-8602	www.vhaseminars.com	$69
July 20	E0384	4	An Introduction to Ethics	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
July 21	E0279	6	E-Business for Real Estate Agents	Boise	(208) 376-2122	www.idahocareerinstitute.com	$69

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
July 24	E0353	6	Real Estate Finance - Advanced	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
July 25	E0334	4	Red Flag of Property Inspection	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
July 25	E0334	4	Red Flag of Property Inspection	Idaho Falls	(208) 376-2122	www.idahocareerinstitute.com	$49
July 25	E0186	8	Environmental Issues	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
July 25	E0420	7.5	RREIS 200 (Residential Real Estate Investment Specialist)	Boise	(503) 310-0233	www.dpseminars.com	$295
July 25	E0081b	4	Buyer Representation in Real Estate	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
July 25	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
July 25	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Post Falls	(800) 759-8602	www.vhaseminars.com	$69
July 25	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Post Falls	(800) 759-8602	www.vhaseminars.com	$69
July 26	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Lewiston	(800) 759-8602	www.vhaseminars.com	$69
July 26	E0239	2	Real Estate Market Charts & Statistics for the Treasure Valley	Boise	(208) 861-2222	www.jerewebb.com	$500
July 26	E0190	8	Property Disclosure and Red Flags	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
July 26	E0328	6	Real Estate Finance Today	Boise	(208) 376-2122	www.idahocareerinstitute.com	$129
July 26	E0218	8	Real Estate Negotiations	Idaho Falls	(208) 376-2122	www.idahocareerinstitute.com	$89
July 26	E0335	4	Environmental Issues in Real Estate	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
July 26	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Lewiston	(800) 759-8602	www.vhaseminars.com	$69
July 26-27	E0101	16	Rookie REALTOR	Coeur d'Alene	(208) 342-3585	www.idahorealtors.com	$175
July 27	E0327	4	USDA Rural Development	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
July 27	E0245	4	Advanced Exchange Concepts	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
July 27	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	McCall	(800) 759-8602	www.vhaseminars.com	$69
July 27	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	McCall	(800) 759-8602	www.vhaseminars.com	$69
July 27	E0248	8	Time Management Workshop	Boise	(208) 685-6711	www.idahorealestateschool.com	$139
July 27	E0301E	2	Land Development (Eagle)	Boise	(208) 321-1818		$45
July 27	E0299	8	Real Estate Contracts	Idaho Falls	(208) 376-2122	www.idahocareerinstitute.com	$89
July 28	E0280	4	Digital Imaging for Real Estate Agents	Boise	(208) 376-2122	www.idahocareerinstitute.com	$69
July 30	E0147	4	1031 Exchanges and Tenant-in-Common Real Estate	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
July 30	E0200	4	Real Estate Asset Preservation	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
July 31	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Boise	(800) 759-8602	www.vhaseminars.com	$69
July 31	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Boise	(800) 759-8602	www.vhaseminars.com	$69
July 31 - Aug 1	E0212	12	Listing and Marketing Commercial Real Estate	Nampa	(208) 573-0979	www.genesistraininggroup.com	$120
Aug 1	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Aug 1	E0138-06	4	Practical Use of the REALTOR Forms	Coeur d'Alene	(208) 342-3585	www.idahorealtors.com	
Aug 2	E0309	8	Advanced Communication and Sales Skills	Nampa	(208) 573-0979	www.genesistraininggroup.com	$80
Aug 8	E0282	7	Real Estate Related Investments in IRAs and Qualified Plans	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$150

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Aug 6-9	E0323	30	The Real Estate Business System for Success	Meridian	(208) 573-0979	www.genesistraininggroup.com	$295
Aug 7	E0221	4	Increasing Sales with Energy Star	Boise	(208) 388-5331	www.idahopower.com/energystar homes	$35
Aug 8	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Aug 8	E0097	4	Title Insurance and Closing Issues	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Aug 9	E0104	4	IRC Section 1031 Tax Deferred Exchanges	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Aug 9	E0139	4	What Every Real Estate Practitioner Needs to Know About Older/Newer Homes	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Aug 9-10	E0101	16	Rookie REALTOR	Boise	(208) 342-3585	www.idahorealtors.com	$175
Aug 10	E0301E	2	Land Development (Eagle)	Boise	(208) 321-1818		$45
Aug 14	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Aug 15	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Aug 15	E0421	7.5	RREIS 300 (Residential Real Estate Investment Specialist)	Boise	(503) 310-0233	www.dpseminars.com	$295
Aug 16	E0368	4	Fair Housing and the Real Estate Market	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$49
Aug 17	E0367	4	Title Insurance and You, the Agent	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$49
Aug 18	E0279	6	E-Business for Real Estate Agents	Boise	(208) 376-2122	www.idahocareerinstitute.com	$69
Aug 21	E0348	6	Real Estate Finance Intermediate	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Aug 22	E0335	4	Environmental Issues in Real Estate	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Aug 22	E0186	8	Environmental Issues	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Aug 22	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Aug 23	E0333	6	Real Estate and Taxes	Boise	(208) 376-2122	www.idahocareerinstitute.com	$129
Aug 23	E0190	8	Property Disclosure and Red Flags	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Aug 24	E0301M	2	Land Development (Meridian)	Boise	(208) 321-1818		$45
Aug 25	E0280	4	Digital Imaging for Real Estate Agents	Boise	(208) 376-2122	www.idahocareerinstitute.com	$69
Aug 27	E0147	4	1031 Exchanges and Tenant-in-Common Real Estate	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Aug 27	E0200	4	Real Estate Asset Preservation	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Aug 28	E0353	6	Real Estate Finance - Advanced	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Aug 28-29	E0212	12	Listing and Marketing Commercial Real Estate	Meridian	(208) 573-0979	www.genesistraininggroup.com	$120
Aug 29	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Aug 29	E0206b	4	Property Disclosure	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
Aug 29	E0034	4	Cracking the Code-Understanding the REALTORS Code of Ethics and Procuring Cause	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
Aug 30	E0245	4	Advanced Exchange Concepts	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
Aug 30	E0327	4	USDA Rural Development	Boise	(208) 376-2122	www.idahocareerinstitute.com	$25
Aug 30	E0309	8	Advanced Communication and Sales Skills	Meridian	(208) 573-0979	www.genesistraininggroup.com	$80
Aug 31	E0279	6	E-Business for Real Estate Agents	Boise	(208) 376-2122	www.idahocareerinstitute.com	$139
Sept 5	E0148	4	Understanding & Applying Idaho Agency Law: Single, Limited Dual, Assigned & Non-agency Relationships	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Sept 5	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Sept 5	E0278	4	Current Contract Issues and New Forms	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Sept 6	E0034	4	Cracking the Code-Understanding the REALTORS Code of Ethics and Procuring Cause	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Sept 7	E0301E 2		Land Development (Eagle)	Boise	(208) 321-1818		$45
Sept 10	BC001S 4		Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Sept 10-13	LW001S 30		Real Estate Law	Boise	(208) 327-0768	www.etidaho.com	$340
Sept 11	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Sept 11	E0341	2	An Overview of the Title and Escrow Process	Sandpoint	(208) 388-8881	www.alliancetitle.com	$10
Sept 12	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Sept 18	E0348	6	Real Estate Finance Intermediate	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Sept 19	E0248	8	Time Management Workshop	McCall	(208) 634-9996	www.daretobegreat.biz	$139
Sept 19	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Sept 21	E0301E	2	Land Development (Eagle)	Boise	(208) 321-1818		$45
Sept 21	E0351	8	Short Sales A-Z	Boise	(971) 222-3734	www.bestshortsales.com	
Sept 24	E0147	4	1031 Exchanges and Tenant-in-Common Real Estate	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
Sept 24	E0200	4	Real Estate Asset Preservation	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
Sept 25	E0353	6	Real Estate Finance - Advanced	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Sept 25	E0334	4	Red Flag of Property Inspection	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Sept 25-26	E0212	12	Listing and Marketing Commercial Real Estate	Meridian	(208) 573-0979	www.genesistraininggroup.com	$120
Sept 26	E0186	8	Environmental Issues	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Sept 26	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Sept 27	E0190	8	Property Disclosure and Red Flags	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Sept 27	E0328	6	Real Estate Finance Today	Boise	(208) 376-2122	www.idahocareerinstitute.com	$129
Sept 27	E0370	4	An Agent's Guide to Reducing Risk	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Sept 27	E0309	8	Advanced Communication and Sales Skills	Nampa	(208) 573-0979	www.genesistraininggroup.com	$80
Sept 28	E0371	4	An Agent's Guide to Property Inspection	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Sept 28	E0366	4	Insurance for Consumer Protection: What Every Agent Should Know	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Oct 3	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Oct 5	E0301M	2	Land Development (Meridian)	Boise	(208) 321-1818		$45
Oct 8-11	E0323	30	The Real Estate Business System for Success	Meridian	(208) 573-0979	www.genesistraininggroup.com	$295
Oct 9	E0341	2	An Overview of the Title and Escrow Process	Sandpoint	(208) 388-8881	www.alliancetitle.com	$10
Oct 10	E0361	4	Real Estate Law and Practice Update	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Oct 10	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Oct 11	E0243b	4	Condos and Co-ops	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$49
Oct 12	E0384	4	An Introduction to Ethics	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$49
Oct 12	E0385	4	The Truth About Mold	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$49
Oct 15-16	RI101	14	GRI Series 101	Boise	(208) 342-3585	www.idahorealtors.com	$250
Oct 16	E0348	6	Real Estate Finance Intermediate	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Oct 16	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Blackfoot	(800) 759-8602	www.vhaseminars.com	$69
Oct 16	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Blackfoot	(800) 759-8602	www.vhaseminars.com	$69
Oct 16-17	RI1021	4	GRI Series 102	Coeur d'Alene	(208) 342-3585	www.idahorealtors.com	$250
Oct 17	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Oct 17	E0362	8	GRI Graduate Seminar: Real Estate Directed Retirement Accounts and Preparing for Life AFTER Real Estate	Coeur d'Alene	(208) 342-3585	www.idahorealtors.com	$175

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Oct 17	E0186	8	Environmental Issues	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Oct 17	E0362	8	GRI Graduate Seminar: Real Estate Directed Retirement Accounts and . . . Preparing for Life AFTER Real Estate	Coeur d'Alene	(208) 342-3585	www.idahorealtors.com	$175
Oct 17-18	RI102	14	GRI Series 102	Boise	(208) 342-3585	www.idahorealtors.com	$250
Oct 18	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Ketchum	(800) 759-8602	www.vhaseminars.com	$69
Oct 18	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Ketchum	(800) 759-8602	www.vhaseminars.com	$69
Oct 18	E0190	8	Property Disclosure and Red Flags	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Oct 18-19	RI101	14	GRI Series 101	Coeur d'Alene	(208) 342-3585	www.idahorealtors.com	$250
Oct 19	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Twin Falls	(800) 759-8602	www.vhaseminars.com	$69
Oct 19	E0301E	2	Land Development (Eagle)	Boise	(208) 321-1818		$45
Oct 19	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Twin Falls	(800) 759-8602	www.vhaseminars.com	$69
Oct 22-25	BM001S	30	Brokerage Management	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$299
Oct 23	E0312	4	Risk Reduction - 4 Simple Ways to Cover Your Assets	Blackfoot	(208) 342-3585	www.idahorealtors.com	$50
Oct 23	E0353	6	Real Estate Finance - Advanced	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Oct 23	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Post Falls	(800) 759-8602	www.vhaseminars.com	$69
Oct 23	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Oct 23	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Post Falls	(800) 759-8602	www.vhaseminars.com	$69
Oct 24	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Oct 24	E0335	4	Environmental Issues in Real Estate	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Oct 24	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Lewiston	(800) 759-8602	www.vhaseminars.com	$69
Oct 24	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Lewiston	(800) 759-8602	www.vhaseminars.com	$69
Oct 25	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	McCall	(800) 759-8602	www.vhaseminars.com	$69
Oct 25	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	McCall	(800) 759-8602	www.vhaseminars.com	$69
Oct 25	E0333	6	Real Estate and Taxes	Boise	(208) 376-2122	www.idahocareerinstitute.com	$129
Oct 25-26	E0101	16	Rookie REALTOR	Twin Falls	(208) 376-0363	www.adacounty-realtors.com	$175
Oct 26	E0248	8	Time Management Workshop	Boise	(208) 685-6711	www.idahorealestateschool.com	$139
Oct 29	E0200	4	Real Estate Asset Preservation	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Oct 29	E0147	4	1031 Exchanges and Tenant-in-Common Real Estate	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Oct 30	E0306	4	What Your Clients Expect You to Know About...RE Mortgages & Credit	Boise	(800) 759-8602	www.vhaseminars.com	$69
Oct 30	E0307	4	What Your Clients Expect You to Know About...RE Tax & Investment	Boise	(800) 759-8602	www.vhaseminars.com	$69
Oct 30-31	E0212	12	Listing and Marketing Commercial Real Estate	Meridian	(208) 573-0979	www.genesistraininggroup.com	$120
Oct 31	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45

Course Dates	Approval#	Crs Hrs	Course Title	Location	Contact Provider to Register:		Cost*
Nov 1	E0309	8	Advanced Communication and Sales Skills	Meridian	(208) 573-0979	www.genesistraininggroup.com	$80
Nov 1-2	E0101	16	Rookie REALTOR	Nampa	(208) 376-0363	www.adacounty-realtors.com	$175
Nov 2	BC001S	4	Business Conduct & Office Operations	Coeur d'Alene	(208) 664-1898	www.northidahorealestateacademy.com	$49
Nov 3	E0341	2	An Overview of the Title and Escrow Process	Sandpoint	(208) 388-8881	www.alliancetitle.com	$10
Nov 7	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Nov 9	E0301E	2	Land Development (Eagle)	Boise	(208) 321-1818		$45
Nov 12	E0097	4	Title Insurance and Closing Issues	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Nov 14	E0186	8	Environmental Issues	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Nov 14	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Nov 15	E0368	4	Fair Housing and the Real Estate Market	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Nov 15	E0328	6	Real Estate Finance Today	Boise	(208) 376-2122	www.idahocareerinstitute.com	$129
Nov 15	E0190	8	Property Disclosure and Red Flags	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Nov 16	E0369	4	Real Estate and the Environment	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Nov 16	E0367	4	Title Insurance and You, the Agent	Boise	(208) 426-1974	workforcetraining.boisestate.edu	$49
Nov 19	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Nov 20	E0348	6	Real Estate Finance Intermediate	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Nov 20	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Nov 21	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Nov 26	E0147	4	1031 Exchanges and Tenant-in-Common Real Estate	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
Nov 26	E0200	4	Real Estate Asset Preservation	Nampa	(208) 573-0979	www.genesistraininggroup.com	$40
Nov 27	E0353	6	Real Estate Finance - Advanced	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Nov 27-28	E0212	12	Listing and Marketing Commercial Real Estate	Nampa	(208) 573-0979	www.genesistraininggroup.com	$120
Nov 27-28	RI201	14	GRI Series 201	Boise	(208) 342-3585	www.idahorealtors.com	$250
Nov 29	E0309	8	Advanced Communication and Sales Skills	Nampa	(208) 573-0979	www.genesistraininggroup.com	$80
Nov 29	E0334	4	Red Flag of Property Inspection	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Nov 29-30	RI202	14	GRI Series 202	Boise	(208) 342-3585	www.idahorealtors.com	$250
Nov 29-30	E0101	16	Rookie REALTOR	Coeur d'Alene	(208) 376-0363	www.adacounty-realtors.com	$175
Nov 30	E0301M	2	Land Development (Meridian)	Boise	(208) 321-1818		$45
Dec 3-6	E0323	30	The Real Estate Business System for Success	Meridian	(208) 573-0979	www.genesistraininggroup.com	$295
Dec 4	E0221	4	Increasing Sales with Energy Star	Boise	(208) 388-5331	www.idahopower.com/energystar homes	$35
Dec 5	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Dec 7	E0301E	2	Land Development (Eagle)	Boise	(208) 321-1818		$45
Dec 11	E0341	2	An Overview of the Title and Escrow Process	Sandpoint	(208) 388-8881	www.alliancetitle.com	$10
Dec 12	E0057	4	Real Estate Broker/Salesperson Liabilities (Risk Management and Law Update)	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Dec 12	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Dec 17	E0200	4	Real Estate Asset Preservation	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Dec 17	E0147	4	1031 Exchanges and Tenant-in-Common Real Estate	Meridian	(208) 573-0979	www.genesistraininggroup.com	$40
Dec 18	E0348	6	Real Estate Finance Intermediate	Sandpoint	(208) 610-8171	www.sandpointloans.com	$55
Dec 18	BC001S	4	Business Conduct & Office Operations	Boise	(208) 685-6711	www.idahorealestateschool.com	$45
Dec 18-19	E0212	12	Listing and Marketing Commercial Real Estate	Meridian	(208) 573-0979	www.genesistraininggroup.com	$120
Dec 19	E0197	3	Feng Shui for Marketing and Sales	Boise	(208) 571-9631		$45
Dec 19	E0186	8	Environmental Issues	Meridian r	(208) 377-4300	www.pioneerrealestateschool.com	$80
Dec 19	E0335	4	Environmental Issues in Real Estate	Boise	(208) 376-2122	www.idahocareerinstitute.com	$29
Dec 20	E0190	8	Property Disclosure and Red Flags	Meridian	(208) 377-4300	www.pioneerrealestateschool.com	$80
Dec 20	E0333	6	Real Estate and Taxes	Boise	(208) 376-2122	www.idahocareerinstitute.com	$129
Dec 20	E0309	8	Advanced Communication and Sales Skills	Meridian	(208) 573-0979	www.genesistraininggroup.com	$80
Dec 21	E0301E	2	Land Development (Eagle)	Boise	(208) 321-1818		$45

*Schedule and fees are subject to change. "Cost" may or may not include materials. Check with PROVIDER for current information and registration.

IDAHO REAL ESTATE COMMISSION
633 North 4th Street
PO Box 83720
Boise, ID 83720-0077
(208) 334-3285
Telecommunications Relay Service 1 800 377-3529

REE-010-16
Rev. 7/07

Commission Use Only
Date Filed: _____
Receipt: _____

NOTICE OF REAL ESTATE LICENSE CHANGE

Changes shall become effective when all forms and fees are received and approved by the Idaho Real Estate Commission (IREC). Forms that are illegible, incomplete or not accompanied by the proper attachments will be returned.

SEE REVERSE SIDE FOR IMPORTANT ADDITIONAL INSTRUCTIONS

Name of Licensee for Whom the Change is Requested: _____
(As it appears on license) last name first name middle name or initial license number
licensee

I certify that the information provided is true and correct and that, if maintaining an active license, I have obtained Errors and Omissions Insurance as required by Idaho Law.

Errors & Omission Insurance Carrier: _____ Policy number (if known): _____ Expiration date:_____

Signature of Licensee _____

	CHANGE FROM: Complete only those items that will be changing.	**CHANGE TO:** Complete only those items that will be changing. (See additional information on reverse side)
A	License **Type**: ☐ Sales Associate ☐ Broker ☐ Associate Broker ☐ Designated Broker ☐ Branch Manager **Status**: ☐ Active ☐ Inactive ☐ Provisional ☐ Other	License **Type**: ☐ Sales Associate ☐ Broker ☐ Associate Broker ☐ Designated Broker ☐ Branch Manager **Status**: ☐ Active ☐ Inactive ☐ Provisional ☐ Other
B	☐ Main Office ☐ Branch Office Firm Name: _____ Location Address: _____ Mailing Address: _____ City, State, Zip: _____ Office Telephone (with area code): _____ _____ **Terminating** Designated Broker's Signature	☐ Main Office ☐ Branch Office Firm Name: _____ Location Address: _____ Mailing Address: _____ City, State, Zip: _____ Office Telephone (with area code): _____ _____ **New** Designated Broker's Signature **I do want a printed optional license certificate. ($15 for each certificate)** ☐ **YES** ☐ **NO**
C	Licensee's Name: _____ Personal Address: _____ City, State, Zip: _____ Home Telephone (with area code): _____ Cell Phone: _____ Email: _____	Licensee's Name: _____ Personal Address: _____ City, State, Zip: _____ Home Telephone (with area code): _____ Cell Phone: _____ Email: _____
D	Firm Organization: ☐ Sole Proprietorship ☐ Limited Partnership ☐ Corporation ☐ Limited Liability Partnership ☐ Partnership ☐ Limited Liability Company	Firm Organization: ☐ Sole Proprietorship ☐ Limited Partnership ☐ Corporation ☐ Limited Liability Partnership ☐ Partnership ☐ Limited Liability Company
E	License Origin: ☐ Idaho Primary License ☐ Reciprocity	License Origin: ☐ Idaho Primary License ☐ Reciprocity

Change	Blocks To Complete On Reverse Side	Fee	Documentation and/or Other Information Needed To Complete the Requested Change
Active status to inactive status (A to I)	**A, B** and **C**	None	(If you are the designated broker, then you must provide the location of the firm's records. They must be available for inspection for a period of three years following the year in which the transaction was closed. Also, all licensees who are currently licensed with you must be re-licensed with another designated broker or else be inactivated.) **Location of Files**: _____ _____
Changing from inactive or suspended to active (I to A) or (S to A)	**A** and **B**	$0 unless a license is requested then $15.	I certify that I have completed the **Continuing Education requirements** under section 54-2023 and I further understand that penalties may be imposed under sections 54-2059 and 54-2060, Idaho Code, for the use of fraud, deception, misrepresentation, misstatement or any unlawful means in applying for or securing a real estate license. I agree to **furnish satisfactory proof as required by section 2018, Idaho Code,** of having completed the Continuing Education requirements upon request by the Commission**. I also affirm that I have not engaged in real estate practice while my license was inactive or suspended.** ☐**No** ☐**Yes**
Salesperson to broker	Use an "Idaho Real Estate License Application" instead of this form**. Must have completed the BCOO or Idaho Brokerage Management course within the past 5 years.**		
Associate broker to designated broker	**A** and any sections that might also be applicable.	$0 unless a license is requested then $15 for each license affected by change.	- If opening a new firm, attach the appropriate application, i.e. LLC, corporation, partnership, etc. (Forms can be obtained at IREC or printed from the website.) - If becoming the designated broker for an existing firm, attach a list of affected persons, and minutes showing the broker change. All persons licensed at the firm must also change their licenses or be placed on inactive status. A **new designated broker must have completed the BCOO or the Idaho Brokerage Management course within the past 5 years.**
Designated broker to any type of non-designated broker	**A** and any sections that might also be applicable.	$0 unless a license is requested then $15 for each license affected by change.	Designated brokers must provide the location of the firm=s records upon closing that firm. Complete the section AActive status to Inactive status@ above. All persons licensed at the firm must also change their licenses.
Change of firm name and/or address.	**B** and any sections that might also be applicable.	$0 unless licenses are requested then $15 for each license affected by change.	All licenses with the old firm name or address, including any licensed branch offices, must also be changed. If changing the legal organization of the firm, i.e. sole proprietorship to corporation, attach the appropriate firm application. (Forms can be obtained from the IREC or printed from the website.)
Licensee changing to another offices	**B**	$0 unless a license is requested then $15.	When changing offices, you should verify your E&O coverage. If covered by the former office's firm policy, you will need to obtain new coverage.
Licensee=s name	**C**	$0 unless a license is requested then $15.	Attach legal documentation of the requested name change i.e. marriage certificate, divorce decree, legal name change form.
Change of home address	**C**	None	None
Change of the legal organization of the firm	**D**	$0 unless a license is requested then $15.	Attach the appropriate application for the type of legal organization of the firm. Application forms are available from the IREC upon request and are available for printing from the website. Sole proprietorships do **NOT** require a separate application form.
Reciprocal to Idaho primary or Idaho primary to reciprocal	**E** and any sections that might also be applicable.	$0 unless a license is requested then $15.	Attachments are dependent on reciprocal agreement. Please contact the Commission office.

NOTICE: *Because of rising costs associated with issuing a refund, it is the policy of the Idaho Real Estate Commission (IREC) to refund overpayments of under $25 only if requested in writing within 30 days of IREC receipt of the overpayment. Overpayments of $25 or more will be automatically refunded to the licensee. There will be a $20 fee assessed for each check returned to the Idaho Real Estate Commission for insufficient funds.*

The Real Estatement
Vol. 27 No. 2 July 2007

The Real Estatement is an official publication published semiannually by the Idaho Real Estate Commission. Articles by outside experts express the author's particular viewpoints. These opinions are not necessarily shared by the Commission, nor should they be mistaken for official policy. The articles are included because we feel they will be of interest to the readers. Submissions are solicited. However, articles should not exceed 500 words and may be edited as space and content demand. Reprint permission is granted provided credit is given to the Commission and the author. Any article separately copyrighted by its author(s) also requires permission from the other(s). Costs associated with this publication are available from the Idaho Real Estate Commission in accordance with section 60-202, I.C. 07-07/13,700/429 Please advise the Commission office of any individuals with disabilities needing accommodation.

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Governor
C.L. "Butch" Otter

What's New at the Idaho Real Estate Commission
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