



# Illinois Department of Financial and Professional Regulation

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## Division of Department of Profession Regulation

PAT QUINN  
Governor

BRENT E. ADAMS  
Secretary

DONALD W. SEASOCK  
Acting Director  
Division of Profession Reg.

### REAL ESTATE EDUCATION ADVISORY COUNCIL BUSINESS MEETING March 10, 2011 MINUTES

The Real Estate Education Advisory Council (EAC) convened at 9:30 a.m. on March 10, 2011 at 100 W. Randolph, Chicago, Illinois for the purpose of conducting a general business meeting.

The following member(s) were present for all or part of the meeting:

Ron Hardgrove, Chairman  
Wayne Edwards, Member  
Wayne Paprocki, Member  
Paul Park, Member  
Scott Toban, Member

The following member(s) were excused for all or part of the meeting:

Hubert Cioromski, Member

Also present for all or parts of the meeting were:

Young Brockhouse, Chief Testing Officer  
Debra Dolinski, Board Liaison & Administrative Assistant  
Chris Read, READ Board Member  
Alan Toban, Real Estate Institute  
Mike Fair, Illinois Academy of Real Estate  
Bill Wald, Chicago Association of Realtors  
Rozanne Reynolds, AHI Real Estate & Insurance  
Vince DePaul, Your House Academy  
Alex George, Marco Polo RE School  
James Schaid  
Melissa Kleeman-Moy, Dearborn  
Mabel Guzman, Chicago Association of Realtors  
Allison Jenkins, Hondros Learning  
Rocky Esposito, AHI Real Estate & Insurance  
Nancy Dunlop, Dearborn  
Dave McGowen, Inland Real Estate School

## **APPROVAL OF MINUTES:**

**Motion:** A motion was made/second to approve the February 10, 2011 Real Estate Education Advisory Council Minutes. Motion passed unanimously.

## **AGENCY UPDATE:**

A processor is on disability leave which leaves Springfield with 2 processors; originally they had 6. Mr. Oaks is on medical leave because of complications from the surgery he had last month; we continue to wish him the very best. Marisa Sharko, 711 law student, has left the Department and will be working for a private firm.

## **OLD BUSINESS:**

Ron Hardgrove and Scott Toban attended JCAR's Hearing that was scheduled on Tuesday, March 8<sup>th</sup>, for the Administrative Rules. The major change or clarification in the Rules was when a licensee is transitioning a license and taking the 30 or 45 hour transition course(s), the 15 hour interactive requirement does not apply. The entire 30/45 hour courses may be taken via distance learning for transition purposes. The Real Estate Administrative Rules should be filed on March 21, 2011; and the public will be able to review this by the first week of April.

The proposed Real Estate Administrative Rules section 1450.310(d) states that the salesperson exam will no longer be administered after March 15, 2011; because the Real Estate Administrative Rules will not be filed now until March 21, 2011, AMP will be able to extend the salesperson's test slots until March 19<sup>th</sup>; this will be posted on IDFPF – Real Estate Division's website. The Department encourages applicants for salespersons and broker to make sure that they complete their license application properly to avoid a delay in processing the license. Council had a discussion on the deadline that a salesperson or broker application has to be sent to Springfield in order to be licensed before April 30, 2011 and what results if they miss getting licensed.

Real Estate Providers that previously submitted courses that are subject for approval pending the Administrative Rules can start advertising and offering those courses the date that the Rules become effective.

Chris Read inquired why EAC and READ Members were not given the list of proposed changes from the first comment period to the second comment period before filing back to JCAR; there was a discussion on this topic indicting that very few comments were submitted, most of the changes were typos and the only major change was the interpretation of when a licensee would have to complete the 15 hour interactive course.

Mr. Brockhouse reported the proficiency exam pass rate was 94 % salesperson to broker and 98% broker to managing broker. There was a discussion on how AMP is sending the test to the Providers.

## **NEW BUSINESS:**

Chris Read asked Council to include Foreclosures and short- sales courses in Core B. Council discussed this matter indicating that Core B includes Federal or State law and is used in a broad sense to allow changes. This matter will be further discussed at the next Council Meeting to discuss creating an outline of subject topics for Core B.

## **DELIBERATIONS:**

At 10:40 a.m., a motion made/seconded to go into closed session to deliberate requests for licensure listed on EAC Agenda Items for March 10, 2011 pursuant to the provisions of Section 2 of the Open Public Meeting Act. Motion passed unanimously.

## **REOPEN THE MEETING:**

A motion made/seconded to reopen the closed meeting of the Real Estate Education Advisory Council at 10:15 a.m. Motion passed unanimously.

## **REQUESTS FOR LICENSURE AND EXAMINATION:**

McKissock, LP submitted a continuing education school application. McKissock, LP did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

McKissock, LP submitted an application for a continuing education course titled "Appraisal Process for Real Estate Prof." McKissock did submit proof of meeting statutory requirements. Motion made/seconded to table until next month's meeting. Motion passed unanimously.

McKissock, LP submitted an application for a continuing education course titled "Keeping Yourself & Your Bkr out of Ct." Motion made/seconded to table until next month's meeting. Motion passed unanimously.

McKissock, LP submitted an application for a continuing education course titled "Principle Of Finance & the Mortgage Market." Motion made/seconded to table until next month's meeting. Motion passed unanimously.

McKissock, LP submitted an application for a continuing education course titled "Real Estate Ethics & Standards of Professional Conduct." Motion made/seconded to table until next month's meeting. Motion passed unanimously.

McKissock, LP submitted an application for a continuing education course titled "Property Management." Motion made/seconded to table until next month's meeting. Motion passed unanimously.

Robert Fleck submitted an application for a continuing education instructor license. Mr. Fleck did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Realtors Real Estate School submitted an application for a continuing education course titled "Essentials of Property Management." Realtors Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Realtors Real Estate School submitted an application for a continuing education course titled "Core B: Legal Issues – IL RE License Refresh." Realtors Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Advance Real Estate Learning Center submitted an application for a continuing education course titled “Understanding Broker Responsibilities.” Advance Real Estate Learning Center did submit proof of meeting statutory requirements but was missing the power-point. Motion made/seconded to grant a license pending the submission of the power-point. Motion passed unanimously.

Inland Real Estate School submitted an application for a continuing education course titled “Core B: Legal Issues: Managing Broker Need to Know.” Inland Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Coldwell Banker Real Estate School submitted an application for a continuing education course titled “Core B: Managing Broker Key Topics.” Coldwell Banker Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

CDL R.E. Academy submitted an application for a pre-license course titled “Leasing Agent.” CDL R.E. Academy did submit proof of meeting statutory requirements but some of the material was outdated and the outline needs more of a breakdown. Motion made/seconded approve pending once the material is updated and a further breakdown on their outline. Motion passed unanimously.

Frank Orrico submitted an application for a continuing education instructor license. Mr. Orrico did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Sang Rul Nam submitted an application for a continuing education instructor license. The Council would like to set up a meeting with Mr. Nam prior to further processing his application. Motion made/seconded to have a meeting with the applicant before approving licensure. Motion passed unanimously.

JoAnn Hassler submitted an application for a continuing education instructor license. Ms. Hassler did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Debra Buckrucker submitted an application for a continuing education instructor license. Ms. Buckrucker did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Mark Pearlstein submitted an application for a continuing education instructor license. Mr. Pearlstein did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Suzanne Laydon submitted an application for a continuing education instructor license. Ms. Laydon did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Sang Nam submitted an application for a pre-license instructor license. The Council would like to set up a meeting with Mr. Nam prior to further processing his application. Motion made/seconded to have a meeting with the applicant before approving licensure. Motion passed unanimously.

Marco Polo Real Estate School submitted an application for a pre-license course titled “Broker Pre-license Topics - 75 hours.” Macro Polo Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant the a license pending the adoption of new rules. Motion passed unanimously.

Marco Polo Real Estate School submitted an application for a pre-license course titled “Broker App. Real Estate Principals -15 interactive hours.” Macro Polo Real Estate School did not submit proof of meeting statutory requirements specifically the topics and time breakdown. Motion made/seconded to grant the license pending the adoption of new rules and submitting the detail topics and specific time breakdown. Motion passed unanimously.

Marco Polo Real Estate School submitted an application for a pre-license course titled “Broker Post License Topics.” Marco Polo Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant the license pending the adoption of new rules. Motion passed unanimously.

Marco Polo Real Estate School submitted an application for a pre-license course titled “Broker App. Real Estate Principals -15 interactive hours.” Macro Polo Real Estate School did not submit proof of meeting statutory requirements specifically the topics and time breakdown. Motion made/seconded to grant the license pending the adoption of new rules and submitting the detail topics and specific time breakdown. Motion passed unanimously.

Marco Polo Real Estate School submitted an application for a pre-license course titled “Broker pre-license topics -30 hours.” Macro Polo Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant the license pending the adoption of new rules. Motion passed unanimously.

Marco Polo Real Estate School submitted an application for a pre-license course titled “Managing Broker Applied Mgt & Sup -15 interactive.” Macro Polo Real Estate School did not submit proof of meeting statutory requirements specifically the topics and time breakdown. Motion made/seconded to grant the license pending the adoption of new rules and submitting the detail topics and specific time breakdown. Motion passed unanimously.

Illinois Association of Realtors submitted an application for a pre-license course titled “Broker Post-License Topics -15 hours.” Illinois Association of Realtors did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Illinois Association of Realtors submitted an application for a pre-license course titled “Broker Applied Real Estate Practice -15 interactive hours.” Illinois Association of Realtors did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Illinois Association of Realtors submitted an application for a pre-license course titled “Broker Pre-License Topics -30 hours.” Illinois Association of Realtors did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Illinois Association of Realtors submitted an application for a pre-license course titled “Broker Applied Mgt & Sup-15 interactive hours.” Illinois Association of Realtors did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Chicago Real Estate Institute submitted an application for a pre-license course titled “Broker Pre-License Topics -75 hours.” Chicago Real Estate Institute did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Chicago Real Estate Institute submitted an application for a pre-license course titled “Broker Applied Real Estate Principles -15 interactive hours.” Chicago Real Estate Institute did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

IL Academy of RE submitted an application for a pre-license course titled “Broker Post License Topics -15 hours.” IL Academy of RE did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

IL Academy of RE submitted an application for a pre-license course titled “Broker Applied RE Practices -15 interactive hours.” IL Academy of RE did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Harper College submitted an application for a pre-license course titled “Broker Pre-license Topics -75 hours.” Harper College did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Harper College submitted an application for a pre-license course titled “Broker Applied RE Principles -15 interactive hours.” Harper College did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Harper College submitted an application for a pre-license course titled “Broker Post License Topics -15 hours.” Harper College did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Harper College submitted an application for a pre-license course titled “Broker Applied RE Practices -15 interactive hours.” Harper College did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Harper College submitted an application for a pre-license course titled “Broker Pre-license Topics -30 hours.” Harper College did submit proof of meeting statutory requirements. Motion made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

Harper College submitted an application for a pre-license course titled “Managing Broker Applied & Sup -15 interactive hours.” Harper College did submit proof of meeting statutory requirements. Motion

made/seconded to grant the issuance of a license pending the adoption of new rules. Motion passed unanimously.

**MISC:**

June's EAC Meeting has been changed from June 16<sup>th</sup> to June 9<sup>th</sup>.

**ADJOURNMENT:**

Motion made/seconded that the meeting be adjourned at 11:15 a.m. Motion passed unanimously. The next scheduled meeting of the Real Estate Education Advisory Council will be April 14, 2011 at 100 W. Randolph, Chicago, Illinois.

APPROVED:

Respectfully submitted,

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Ron Hardgrove, Director of Real Estate  
DATE:

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Debra Dolinski, Administrative Assistant