



# Illinois Department of Financial and Professional Regulation

## Division of Department of Profession Regulation

**ROD R. BLAGOJEVICH**  
Governor

**DEAN MARTINEZ**  
Secretary

**DANIEL BLUTHARDT**  
Director  
Division of Profession Reg.

### **REAL ESTATE EDUCATION ADVISORY COUNCIL BUSINESS MEETING June 19, 2008 MINUTES**

The Real Estate Education Advisory Council (EAC) convened at 9:35 a.m. on June 19, 2008 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  
Paul Park, Member  
Wayne Paprocki, Member  
Carol Shields, 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, Manager of Licensing & Education  
Mark Oaks, Education Coordinator  
Craig Capilla, Staff Attorney  
Debra Dolinski, Board Liaison & Administrative Assistant  
Alan Toban, Real Estate Institute  
Diane Kieres, Dearborn  
Ethan Chernin, Dearborn  
Sona Diorio, Northwestern Business College  
Rocky Esposito, AHI  
Rozanne Reynolds, AHI  
Vince DePaul, Your House Academy  
Dean Scherwinski, Sure Win Inc

## **APPROVAL OF MINUTES:**

**Motion:** A motion was made/second to approve the May 22, 2008 Real Estate Education Advisory Council Minutes. Motion passed unanimously.

## **AGENCY UPDATE:**

Enforcement has a new law clerk, Madison Palmer that will be with the Division through the summer and hopefully till next year.

Terese Burton, the new investigator, started on June 16<sup>th</sup>; additional postings appeared to replace the investigators that transferred to another department within the Division.

Last week, Mr. Hardgrove met with the examiners to discuss utilizing them to investigate the aged cases in 2004, 2005 and 2006 for a 60 work-day reassignment to take effect immediately.

Mr. Garvin and Mr. Hardgrove spoke to the IAR Association Executives at their Workshop in Lisle on the morning of June 6, 2008. Mr. Garvin and Mr. Hardgrove then spoke to the educators at the AIREE Conference Luncheon in Hoffman Estates. To both groups the emphasis was the process for handling complaints from Intake through Investigations and Prosecutions to Closing of the file; Mike addressed the Formal Complaint Process in detail. Ron also updated both groups on the status of Broker Renewal and the Broker Management Course.

## **OLD BUSINESS:**

Licensing processed approximately 80% of the broker renewal applications; there are 25,000 active broker licenses which includes new applicants.

There are no scheduled dates to complete the Broker Management Course in a class; only as a home study course. The Division received a letter from REEF inquiring about the changes we want for this course. The Division has not spent a lot of time on this matter because it's not due and was waiting to see what Legislation was going to do.

## **NEW BUSINESS:**

Mr. Hardgrove distributed and discussed the report showing Core A's timed outlined and Core B's acceptable topics. Mr. Hardgrove discussed the issue on "dual agency" and believes there are many licensees that do not understand this topic. There was a lengthy discussion on "agency" and "no agency." Council discussed the Core B's categories that was listed on the report and recommended removing "risk management" as an elective.

Mr. Hardgrove mentioned that the Examiner Audits of 27 Broker Management Courses presented in April found at least 7 instructors that raised concerns regarding their teaching methods, talent or conduct of classroom; those instructors and schools will be notified within the next 30 days, but after the July EAC Meeting. It was also noted that several instructors seem to have a hard opinion on certain topics, believing that they are teaching them properly; these instructors will also be correct4ed going forward.

## **MOTIONS:**

Motion made/seconded to approve Core A: License Law with timed outlined as presented (with corrections noted). Motion passed unanimously.

Motion made/seconded approve Core B: Legal Issues (with the general subject matters discussed). Motion passed unanimously.

## **MISC:**

Mr. Oaks asked the attendees what they inform a candidate that makes 3 attempts on passing when the second or third attempt has passed the 1 year expiration date. The Division's interpretation is that you have 3 attempts to pass the entire exam; if the candidate fails one part of the exam and takes the second or third attempt passed the 1 year expiration date, they must complete the entire exam and the candidate must also ensure that the education does not pass the 3 year expiration date on the transcript(s).

Continuing Education Providers may submit a request to change the courses that were licensed as an elective to Core B. If the providers submit the request during the renewal, they will receive the license indicating that it's a Core B; if they wait after the renewal period, then the license will not reflect it as a Core B unless a request for new license is submitted with the proper fee.

July's EAC/READ Meeting will be at the same time but it will be in Springfield on Friday, July 18<sup>th</sup>.

## **DELIBERATIONS:**

At 10:35 a.m., a motion made/seconded to go into closed session to deliberate requests for licensure listed on EAC Agenda Items for June 19, 2008 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 11:00 a.m.

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

AHI RE & INS Service submitted an application for a continuing education course titled "Foreclosure, Fraud and Money." AHI RE & INS Service did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

AHI RE & INS Service submitted an application for a continuing education course titled "Risk Management." AHI RE & INS Service did submit proof of meeting statutory requirements. Motion made/seconded to grant the license changing the title to "Legal Issues." Motion passed unanimously.

AHI RE & INS Service submitted an application for a continuing education course titled "Representing Buyers 1." AHI RE & INS Service did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Law Seminars submitted an application for a continuing education course titled "Illinois Construction Law." Law Seminars did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Sure Win, Inc submitted an application for a continuing education course titled "Energy Efficiency." Sure Win, Inc did submit proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Sure Win, Inc. submitted an application for a continuing education course titled "NAR Ethics." Sure Win, Inc did submit proof of meeting statutory requirements. Motion made/seconded to grant the license subject to a letter from NAR approving this course. Motion passed unanimously.

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

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

Laura Lee Richardson submitted an application for a pre-license instructor license. Ms. Richardson submitted proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Lin Ewing submitted an application for a pre-license instructor license. Mr. Ewing submitted proof of meeting statutory requirements. Motion made/seconded to grant the license. Motion passed unanimously.

Dana Berggren submitted a request for credit for out-of state continuing education. Ms. Berggren did not submit course work that met statutory requirements. Motion made/seconded to deny the out-of-state CE credit. Motion passed unanimously.

Jason Ross submitted a request for approval of category E (18-21). Mr. Ross did not submit coursework that met statutory requirements. Motion made/seconded to deny this request. Motion passed unanimously.

Martha O'Brien submitted a request for an extension to complete the 2008 Broker CE. Ms. O'Brien submitted medical documents to grant the extension. Motion made/seconded to grant the extension. Motion passed unanimously.

Kathleen Killoughrey submitted a request for an extension to complete the 2008 Broker CE. Ms. Killoughrey submitted medical documents to grant the extension. Motion made/seconded to grant ta permanent extension. Motion passed unanimously.

### **ADJOURNMENT:**

Motion made/seconded that the meeting be adjourned at 11:00 a.m. Motion passed unanimously. The next scheduled meeting of the Real Estate Education Advisory Council will be July 18, 2008 at 500 E Monroe, Springfield, Illinois.

APPROVED:

Respectfully submitted,

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Ron Hardgrove, Director of Real Estate

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Debra Dolinski, Administrative Assistant

DATE: