



Illinois Department of Financial and Professional Regulation

Division of Department of Profession Regulation

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REAL ESTATE EDUCATION ADVISORY COUNCIL BUSINESS MEETING April 14, 2011 MINUTES

The Real Estate Education Advisory Council (EAC) convened at 9:30 a.m. on April 14, 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
Allison Jenkins, Hondros Learning
Rocky Esposito, AHI Real Estate & Insurance
Dave McGowen, Inland Real Estate School
Dan Sarrett, Real Estate Education Center

APPROVAL OF MINUTES:

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

AGENCY UPDATE:

Springfield has submitted a request, in February, to hire temps to assist in the transition period; as of this date, no temps have been hired. One 711 law student has left the Department and the remaining two will be leaving by mid-summer.

OLD BUSINESS:

The link for Administrative Rules is on IDFPR's website but when you click on it a portion of the Rules are missing: that portion would be 1450.100 -340.

As of the week of April 11, 2011, the number that passed and the pass rate for the proficiency exam salesperson to broker was 7,267 at 95.8%; and broker to managing broker was 1,756 at 98.4%.

NEW BUSINESS:

The Department received a request from AIREE to conduct their annual workshop for continuing education instructors but this will be discussed in close session.

Licensing sent out the pre-license instructor's renewal application; the instructors should be receiving it shortly. The Pre-license school, branch and courses have not gone out because Licensing is working on the cover letter to address the new requirements in the Real Estate Act and Rules.

Mr. Brockhouse discussed pre-license transition courses/transcripts that if a school already applied for a 30 hour or 45 hour course, they can use that course for transitioning purposes only and will issue a 30 hour or 45 hour transcript. The other option is that the schools can offer two 15 hour courses titled "Broker Post License Topics" and "Broker Post License Applied Real Estate Practices-Interactive" for the 30 hour transition course; and "Managing Broker Pre-License Topics" and "Managing Broker Pre-License Applied Management and Supervision-Interactive" for the 45 hour transition course. There was a discussion on how the transcripts should be issued: suggestion was made to have the schools use their transcripts. The Department is in favor of this and will accept only original transcripts when submitting an application.

For the transition license; there will be application for salesperson to broker and broker to managing broker; both will need to be sponsored in order to transition. The licensee that takes and passes the proficiency exam will not be required to submit proof of passing; that will be sent electronically to the Department. The transition will not begin until May, hopefully in the early part of May. There will be two ways to transition: one is the on-line process, the other is paper format. The Department will send out a postcard to the licensees informing them of the transition process and the sponsoring broker will receive a list of their sponsored licenses that are required to transition. One of the issues for salespersons transitioning to a broker's license is they will also have to renew in April 30, 2012. If they wait till the ending part of the transition period, the application will change and both the transition and renewal will need to be completed at the same time. There was a discussion on how the application will look.

For Pre-license and transition course approval, the Department is considering scheduling a day for one or two EAC Members to come to the Office to review and approve the courses so they will be approved before May 1st and at the next EAC Meeting present a list of approved courses.

AMP will be sending to the schools Electronic Eligibility Database paperwork for them to complete which will be similar to what the schools received for the proficiency exam. Ms. Read asked does AMP

continue to update the state exam; as discussed at previous meetings, AMP continues to update their test. Council had a discussion on making changes on the state exam.

There were 4 handouts distributed that addressed proposed continuing education outline topics for the following: Broker Management, Core A: License Law and Agency, and two reports for Core B. There were discussions on how schools could eliminate the old curriculum and introduce the new curriculum and on Core B topics. Council and attendees can submit by email to Ron Hardgrove or Young Brockhouse their opinions on Core and Managing Broker topics for further discussion.

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 April 14, 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 11:50 a.m. Motion passed unanimously.

REQUESTS FOR LICENSURE AND EXAMINATION:

McKissock, LP submitted an application for a continuing education course titled “Keeping Yourself & Your Broker out of Court.” McKissock did submit proof of meeting statutory requirements but the context had general information. Motion made/seconded pending approval until the Department receives more specific information. Motion passed unanimously.

McKissock, LP submitted an application for a continuing education course titled “Property Management.” 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 “Principle Of Finance & the Mortgage Market.” 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 “Real Estate Ethics & Standards of Professional Conduct.” McKissock LP did submit proof of meeting statutory requirements but also indicated that this is a NAR approved course. Motion made/seconded subject to approval once the Department receives a letter from NAR approving this course. Motion passed unanimously.

Market Place RE Academy submitted an application for a continuing education course titled “The Path of Fair Housing.” Market Place RE Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Market Place RE Academy submitted an application for a continuing education course titled “Core B-Legal Issues-Broker Basics.” Market Place RE Academy did submit proof of meeting statutory requirements but the test is outdated. Motion made/seconded subject to approval once the Department receives an updated test. Motion passed unanimously.

CCIM submitted an application for a continuing education course titled “Preparing to Negotiate.” CCIM did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

CCIM submitted an application for a continuing education course titled “Investment Analysis for Commercial Invest. RE.” CCIM did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

CCIM submitted an application for a continuing education course titled “Market Analysis for Commercial Invest. RE.” CCIM did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

CCIM submitted an application for a continuing education course titled “Financial Analysis for Commercial Invest. RE.” CCIM did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

AIREE submitted an application for a continuing education course titled “5/20/11 (Instructor CE & CE Instructor Workshop.” AIREE did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Career Webschool submitted an application for a continuing education course titled “Core B: Legal Issues-RESPA Reform.” Career Webschool did submit proof of meeting statutory requirements. Motion made/seconded to approve pending reviewing the online material. Motion passed unanimously.

Lynn Madison submitted an application for a pre-license instructor license. Ms. Madison did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Branden Lowder submitted an application for a continuing education instructor license. Mr. Lowder did submit proof of meeting statutory requirements in teaching distress property courses. Motion made/seconded to grant a limited license. Motion passed unanimously.

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

Mark Porter submitted an application for a continuing education instructor license. Mr. Porter 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 pre-license course titled “Broker Pre-License Topics.” 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 pre-license course titled “Broker Pre-License Applied Real Estate Principles-Interactive.” 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 post license course titled “Broker Post-License Topics.” 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 post license course titled “Broker Post-License Applied Real Estate Practices-Interactive.” 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 pre-license course titled “Managing Broker Pre-License Topics.” 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 pre-license course titled “Managing Broker Pre-License Applied Mgt & Superv. Interactive.” Realtors Real Estate School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Real Estate Sales Academy submitted an application for a pre-license course titled “Broker Pre-License Topics.” Real Estate Sales Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Real Estate Sales Academy submitted an application for a pre-license course titled “Broker Pre-License Applied Real Estate Principles-Interactive.” Real Estate Sales Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Real Estate Sales Academy submitted an application for a post license course titled “Broker Post-License Topics.” Real Estate Sales Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Real Estate Sales Academy submitted an application for a post license course titled “Broker Post-License Applied Real Estate Practices-Interactive.” Real Estate Sales Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

IL Academy of Real Estate submitted an application for a pre-license course titled “Leasing Agent.” IL Academy of Real Estate did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

IL Academy of Real Estate submitted an application for a pre-license course titled “Broker Pre-License Applied Real Estate Principles-Interactive.” IL Academy of Real Estate did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

IL Academy of Real Estate submitted an application for a pre-license course titled “Managing Broker Pre-License Applied Mgt & Superv-Interactive.” IL Academy of Real Estate did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

IL Academy of Real Estate submitted an application for a pre-license course titled “Broker Pre-License Topics.” IL Academy of Real Estate did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

IL Academy of Real Estate submitted an application for a pre-license course titled "Managing Broker Pre-License Topics." IL Academy of Real Estate did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

IL Academy of Real Estate submitted an application for a broker transition course. IL Academy of Real Estate did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

IL Academy of Real Estate submitted an application for a managing broker transition course. IL Academy of Real Estate did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Your House Academy submitted an application for a pre-license course titled "Broker Pre-License Topics." Your House Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Your House Academy submitted an application for a pre-license course titled "Broker Pre-License Applied Real Estate Principles-Interactive." Your House Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Your House Academy submitted an application for a post-license course titled "Broker Post-License Topics." Your House Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Your House Academy submitted an application for a post-license course titled "Broker Post-License Applied Real Estate Principles-Interactive." Real Estate Sales Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Your House Academy submitted an application for a pre-license course titled "Leasing Agent." Your House Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Your House Academy submitted an application for a pre-license course titled "Managing Broker Pre-License Topics." Your House Academy did submit proof of meeting statutory requirements but questioned the textbook. Motion made/seconded approval pending verifying textbook. Motion passed unanimously.

Your House Academy submitted an application for a pre-license course titled "Managing Broker Pre-License Applied Mgt & Superv-Interactive." Your House Academy did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

College of DuPage submitted an application for a pre-license course titled "Broker Pre-License Topics." College of DuPage did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

College of DuPage submitted an application for a pre-license course titled "Broker Pre-License Applied Real Estate Principles-Interactive." College of DuPage did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

College of DuPage submitted an application for a post license course titled “Broker Post-License Topics.” College of DuPage did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

College of DuPage submitted an application for a post license course titled “Broker Post-License Applied Real Estate Practices-Interactive.” College of DuPage did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

College of DuPage submitted an application for a pre-license course titled “Managing Broker Pre-License Topics.” College of DuPage did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

College of DuPage submitted an application for a pre-license course titled “Managing Broker Pre-License Applied Mgt & Superv. Interactive.” College of DuPage did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

AHI RE & Ins Services submitted an application for a post license course titled “Broker Post-License Topics.” AHI RE & Ins Service did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

AHI RE & Ins Services submitted an application for a post license course titled “Broker Post-License Applied Real Estate Practices-Interactive.” AHI RE & Ins Services did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

AHI RE & Ins Services submitted an application for a pre-license course titled “Managing Broker Pre-License Topics.” AHI RE & Ins Services did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

AHI RE & Ins Services submitted an application for a pre-license course titled “Managing Broker Pre-License Applied Mgt & Superv. Interactive.” AHI RE & Ins Services did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a pre-license course titled “Broker Pre-License Topics.” Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a pre-license course titled “Broker Pre-License Applied Real Estate Principles-Interactive.” Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a post-license course titled “Broker Post-License Topics.” Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a post-license course titled “Broker Post-License Applied Real Estate Principles-Interactive.” Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a pre-license course titled “Managing Broker Pre-License Topics.” Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a pre-license course titled “Managing Broker Pre-License Applied Mgt & Superv. Interactive.” Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a broker transition course. Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Inland R.E. School submitted an application for a managing broker transition course. Inland R.E. School did submit proof of meeting statutory requirements. Motion made/seconded to grant a license. Motion passed unanimously.

Marco Polo RE School submitted an application for a web-based proctoring of examination. Motion made/seconded pending approval until the Department establishes a policy. Motion passed unanimously.

ADJOURNMENT:

Motion made/seconded that the meeting be adjourned at 12:00 p.m. Motion passed unanimously. The next scheduled meeting of the Real Estate Education Advisory Council will be May 19, 2011 at 100 W. Randolph, Chicago, Illinois.

APPROVED:

Respectfully submitted,

Ron Hardgrove, Director of Real Estate
DATE:

Debra Dolinski, Administrative Assistant