

**Office of Professional Regulation  
National Life Building North Fl 2, Montpelier, VT**

**Real Estate Commission**

**Amended Agenda**

**March 24, 2011**

**Location: National Life Building North Fl 2, Montpelier, VT Conference Room A**

- 1. 8:30 - Education Committee  
9:00 a.m. – interview with Kathy Sollien and Troy Richardson**
- 2. 9:30 - Full Commission meeting - Call to Order**
- 3. Approval February 24, 2011 minutes:**
- 4. Chair's Comments: Introduction of new board member David Raphael**
- 5. Case Manager Report: Status of Unprofessional Conduct Cases**
- 6. Administrators Report:**
- 7. Scheduled Licensing/Disciplinary Matters:  
2009-482 – Ann Swanson – Stipulation and Consent Order – I-Team member, Maretta Hostetler**
- 8. Concluded Reports:**
  - a. 2010-63 – I-Team member, Michelle Gosselin**
  - b. 210-532 – I-Team member, Michelle Gosselin**
  - c. 2010-540 – I-Team member, Gloria Rice**
- 9. Discussion Items:**
  - a. Working session with Counsel Colin Benjamin**
- 10. Ongoing discussions**
- 11. FYI:**
- 12. Public Comment:**
- 13. Next Scheduled Meeting: April 28, 2011**
- 14. Adjournment**

**Real Estate Education Committee**

## **Courses for review**

### **360Training.com**

Bad Loans – Predatory and Fraud for 3 hours  
Environmental Basics for 6 hours  
Contracts for 3 hours  
Client Focused Communications for 3 hours  
Human Land Use for 4 hours  
Pricing Property for 4 hours  
Property Management-Taking Care of Business for 8 hours

### **Caron's Gateway School of Real Estate**

Buyer Representation for 6 hours  
Environmental Issues in Your Real Estate Practice for 6 hours  
Ethics in Today's Real Estate World for 7 hours  
Fair housing for 6 hours  
Foreclosures, Short Sales, Reo's & Auctions for 6 hours  
Homes for All: Serving People with Disabilities for 6 hours  
Intro to Commercial R. E. Sales for 6 hours  
Investment Property & Management for 12 hours  
Mortgage Fraud & Predatory Lending: What Every Agent Should Know for 7 hours  
Property Management & Managing Risk for 6 hours  
RE & Taxes for 6 hours  
RE Finance & Tax Issues for 12 hours  
Real Estate Agent Mortgage Professional for 6 hours  
Real Estate Finance Today for 6 hours  
Red Flags Property Inspection Guide for 6 hours  
Risk Management for 6 hours  
Sustainable Housing & Building Green for 8 hours  
Understanding 1031 Tax Free Exchange for 6 hours  
Understanding Credit & Improving Credit Scores for 3 hours  
Reverse Mortgages for Senior Home Owners for 6 hours

### **M & A Source** - Individual request (Philip Steckler)

Maximizing the Value of the Privately Held Company for 8 hours

### **McKissock, LP**

Vermont Real Estate Principles and Practice for 40 hours

### **Career WebSchool**

Real Estate Math for 2 hours  
Tax Advantage of Home Ownership for 8 hours  
Principles of Commercial Real Estate for 30 hours  
Ethics in Real Estate for 4 hours  
Tax Free Exchange for 4 hours  
ADA and Fair Housing for 4 hours  
Pricing Property to Sell for 8 hours  
Introduction to Real Estate Ethics for 4 hours  
Federal Law and Commercial Real Estate for 4 hours

### **Northwestern Vermont Board of Realtors**

You Want How Much? How Best to Serve Real Estate Investors for 3.5 hours

### **Vermont Association of Realtors**

Social Media Best Practice & Policy Guidelines for 2 hours

### **New Hampshire Association of Exclusive Buyer Agents**

Advanced Negotiation Techniques for Buyer Agents for 6 hours  
Advanced Negotiation Techniques for Listing Agents for 6 hours  
Code of Ethics for 3 hours

**New Hampshire Association of Realtors**

Cracking the Credit Code: The Key to Buyer Recovery for 3 hours  
Identity Crisis: Protecting Your Clients & Yourself from Identity Theft for 2 hours  
Most Dangerous Part of your Day: Protecting Your Clients During Open Houses and When Using Social Media for 2 hours