

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