

**Office of Professional Regulation
Real Estate Commission**
Corner of State and Main in the City Center
89 Main Street
3rd Floor
Montpelier, VT 05602

**Agenda
August 27, 2015 – 9:15 AM**

1. 8:30 Education Committee

2. 9:15 Commission Meeting

3. Approval of July 23, 2015 Minutes

4. Case Manager's Report

Number of Active Licensees as of August 18, 2015

Brokers:	1046
Salespersons:	1113
Brokerage Firms - Main Offices:	565
Brokerage Firms - Branch Offices:	77

5. Closing Reports

a. 2014-265

6. 10:00 Disciplinary Procedures

a. 2014-745 – Nancy Phillips – Stipulation and Consent Order

7. Old Business:

a. Inspectors and sign/advertising violations

b. 2015 Calendar, Initiatives, and Priorities

1 - Agency and the Mandatory Consumer Information Disclosure - completing the draft Administrative Rules

2 - Education Process - completing policy and moving to a contracted position for review

3 - Inspection Program - focus on "notice of violation" process

8. New Business:

9. Public Comment

10. Adjournment

Next Scheduled Meeting – September 24, 2015

A public hearing on the proposed administrative rules will be held Thursday, August 27, 2015, at 11:00am, at the Office of Professional Regulation. Anyone may attend in person or via web conference.

Visit: <https://www.sec.state.vt.us/professional-regulation/profession/real-estate-commission/statutes-rules.aspx>

Real Estate Education Committee

Courses for review

Provider/Title	Requested # of Hours	Renewal?	Approved	Approved # of Hours	Denied	Comments
The CE Shop						
1. Vermont 2014-2016 Renewal Cycle Mandatory Course	4	No				
Council on Residential Specialists (CRS)						
2. 103 Mastering Your Time to Achieve Your Goals	8	No				
3. 120 Converting Leads Into Closings	8	No				
4. 121 Win-Win Negotiation Techniques	8	No				
5. 122 Building A Team to Grow Your Business	8	No				
6. 201 Listing Strategies for the Residential Specialist	16	No				
7. 200 Business Planning & Marketing for the Residential Specialist	16	No				
8. 206 Technologies to Advance Your Business	16	No				
9. 202 Effective Buyer Sales Strategies	16	No				
10. 204 Buying & Selling Income Properties	16	No				
11. 210 Building an Exceptional Customer Service Referral Business	16	No				
12. 205 Financing Solutions to Close the Deal	16	No				
McKissock						
13. Know the Code: Your Guide to Commercial Real Estate	3	No				
14. TILA-RESPA Integrated Disclosure Rule	3	No				
15. The Nuts & Bolts of Commercial Real Estate	4	No				
16. Know the Code: Your Guide to the Code of Ethics	3	No				
17. Fair Housing	4	Yes				
18. Helping Buyers Narrow in on Their Dream Home	2	No				
19. A Home Buyer's Guide to Credit Scores	2	No				
20. Preparing a Listing Agreement An in Depth Look	4	No				
21. Real Estate Investing: Beyond the Basics	4	No				
Randy Mayhew School of Real Estate						
22. 2014-2016 Renewal Cycle Mandatory Course (online)	4	No				

Vermont Realtors						
23. The Vermont Residential Energy Code 2015	3	Yes				
24. The Vermont Residential Energy Code 2015	3	No				Post licensure
25. Using Total Cost of Ownership in Mortgage Sales	2	No				
26. Using Total Cost of Ownership in Mortgage Sales	2	No				Post licensure
27. Seller Counseling Session	3	No				
28. Seller Counseling Session	3	No				Post licensure
29. Buyer Counseling Session	3	No				
30. Buyer Counseling Session	3	No				Post licensure
Individual Request: Stephanie Hainley						
31. Market Analysis for Commercial Investment Real Estate	8	N/A				
32. Investment Analysis for Commercial Investment Real Estate	8	N/A				