

**Real Estate Commission**  
**Approved Minutes**

March 24, 2011

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

**Commission Members and Staff Present:** Gloria Rice, Elizabeth Wilkel, Maretta Hostetler, Michelle Gosselin, Claire Porter, David Raphael, Terry Gray, Judith Griffen, Colin Benjamin

**Public members Present:** Teresa Merelman, Liz Merrill, Annemarie Daniels, Randy Mayhew.

1. **8:30 - Education Committee**  
**9:00 a.m. – interview with Kathy Sollien and Troy Richardson was conducted and the Committee will send its decision to the participants in the next week.**
2. **9:30 - Full Commission meeting - Called to Order at 9:32 a.m.**
3. **Approved February 24, 2011 minutes:**
4. **Chair's Comments: Introduction of new board member David Raphael.**
5. **Case Manager Report: Status of Unprofessional Conduct Cases**  
**Carla reported that there are 42 cases open as of today. 5 are ready for closing, 3 are on the agenda and were voted to be closed today. 3 are waiting for charges to be filed or for a hearing to be set. 14 are ready for I-teams, 19 are currently under investigation and 1 is under appeal.**
6. **Administrator's Report: none**
7. **Scheduled Licensing/Disciplinary Matters:**  
**2009-482 – Ann Swanson – Stipulation and Consent Order – I-Team member, Maretta Hostetler Gregg Meyer presented the Stipulation and Consent Order to the Commission. The Commission went into deliberative session. When the Commission returned from deliberative session they announced that they had rejected the Stipulation and Consent Order and that the final decision would be ready within a week.**
8. **Concluded Reports:**
  - a. **2010-63 – I-Team member, Michelle Gosselin - approved**
  - b. **210-532 – I-Team member, Michelle Gosselin - approved**
  - c. **2010-540 – I-Team member, Gloria Rice – approved**
9. **Discussion Items:**
  - a. **Working session with Counsel Colin Benjamin with in regard to the rules and a review of the procedures. It was discussed that the Commission feels they do not have enough authority in the rules for disciplinary matters. Colin explained that the rules are indeed appropriate for disciplinary matters and that it is up to the I-team to make sure that the prosecuting attorney understands the violations. It was also discussed that with new technology (texting, etc.) that it may be a good idea to visit the rules and prepare for the future.**
10. **Next Scheduled Meeting: April 28, 2011**
11. **Adjournment at 11:44 a.m.**

# Real Estate Education Committee

## Courses for review

### **360Training.com**

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

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

Buyer Representation for 6 hours - **approved for 4 hours**  
Environmental Issues in Your Real Estate Practice for 6 hours- **approved for 4 hours**  
Ethics in Today’s Real Estate World for 7 hours - **approved for 4 hours**  
Fair housing for 6 hours - **approved for 3 hours**  
Foreclosures, Short Sales, Reo’s & Auctions for 6 hours - **approved for 3 hours**  
Homes for All: Serving People with Disabilities for 6 hours - **approved for 3 hours**  
Intro to Commercial R. E. Sales for 6 hours - **approved for 4 hours**  
Investment Property & Management for 12 hours - **denied**  
Mortgage Fraud & Predatory Lending: What Every Agent Should Know for 7 hours - **approved for 4 hours**  
Property Management & Managing Risk for 6 hours - **denied**  
RE & Taxes for 6 hours - **approved for 3 hours**  
RE Finance & Tax Issues for 12 hours - **approved for 4 hours**  
Real Estate Agent Mortgage Professional for 6 hours - **denied**  
Real Estate Finance Today for 6 hours - **approved for 3 hours**  
Red Flags Property Inspection Guide for 6 hours - **approved for 4 hours**  
Risk Management for 6 hours - **approved for 3 hours**  
Sustainable Housing & Building Green for 8 hours - **approved for 4 hours**  
Understanding 1031 Tax Free Exchange for 6 hours - **approved for 4 hours**  
Understanding Credit & Improving Credit Scores for 3 hours - **tabled**  
Reverse Mortgages for Senior Home Owners for 6 hours - **approved for 4 hours**

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

Maximizing the Value of the Privately Held Company for 8 hours – **approved**

### **McKissock, LP**

Vermont Real Estate Principles and Practice for 40 hours – **Tabled need to review further**

### **Career WebSchool**

Real Estate Math for 2 hours - **approved**  
Tax Advantage of Home Ownership for 8 hours - **approved for 4 hours**  
Principles of Commercial Real Estate for 30 hours - **approved for 2 hours**  
Ethics in Real Estate for 4 hours - **approved**  
Tax Free Exchange for 4 hours - **approved for 3 hours**  
ADA and Fair Housing for 4 hours – **approved for 3 hours**  
Pricing Property to Sell for 8 hours - **approved for 4 hours**  
Introduction to Real Estate Ethics for 4 hours - **denied**  
Federal Law and Commercial Real Estate for 4 hours - **approved**

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

You Want How Much? How Best to Serve Real Estate Investors for 3.5 hours – **approved for 3 hours**

### **Vermont Association of Realtors**

Social Media Best Practice & Policy Guidelines for 2 hours - **approved**

**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