



DEPARTMENT OF BUSINESS AND INDUSTRY  
**REAL ESTATE DIVISION**  
[www.red.state.nv.us](http://www.red.state.nv.us)

NOTICE & AGENDA OF PUBLIC MEETING  
OF THE  
NEVADA REAL ESTATE COMMISSION  
**APRIL 14-16, 2008**

The Nevada Real Estate Commission will conduct a meeting beginning **MONDAY, APRIL 14, 2008 @ 1:00 P.M., and beginning @ 9:00 A.M. each day thereafter**, at the following locations:

**APRIL 14, 2008**

**TAXICAB AUTHORITY  
1785 E. SAHARA AVE  
SUITE 200  
LAS VEGAS, NEVADA 89104**

**APRIL 15, 2008**

**GRANT SAWYER BUILDING  
555 E. WASHINGTON AVE.  
ROOM 4401  
LAS VEGAS, NEVADA 89101**

**APRIL 16, 2008**

**GRANT SAWYER BUILDING  
555 E. WASHINGTON AVE.  
ROOM 1400  
LAS VEGAS, NEVADA 89101**

**THIS MEETING IS NOT VIDEO-CONFERENCED**

**STACKED AGENDA:** Below is an agenda of all items scheduled to be considered. Unless otherwise stated, items may be taken out of the order presented on the agenda by the discretion of the Chairperson. Persons who have business before the Commission are solely responsible to see that they are present when their business is conducted. Public Comment may be limited to ten minutes per person at the discretion of the Chairperson.

**NOTICE: PORTIONS OF THIS MEETING MAY BE CONDUCTED IN CLOSED SESSION. THOSE PORTIONS WILL NOT BE ELIGIBLE FOR CONTINUING EDUCATION CREDIT.**

**NOTICE:** Reasonable efforts will be made to assist and accommodate physically handicapped persons desiring to attend the meeting. Please call Linda Pierson at (702) 486-4074, so arrangements may be conveniently made.

**\* Denotes potential action item**

**1. COMMISSION/DIVISION BUSINESS**

- A) Introduction of Commissioners in Attendance.
- B) Introduction of Division Staff in Attendance.
- C) Presentation by Attorney General's office on hearing and settlement procedures.
- D) \*Discussion and possible action to approve minutes of the January 29-31, 2008 meeting.
- E) \*Discussion and possible action to approve minutes of the February 21, 2008 Education meeting.
- F) Discussion regarding Disciplinary Report.
- G) Discussion regarding Attorney General Case Status Report.
- H) Discussion regarding Administrative Sanction report.
- I) Discussion regarding the Compliance Section's current caseload report.
- J) \*Discussion and possible action on Advisory Review Committee member applications for:
  - 1. Joseph M. Karaffa
  - 2. Bryan Kyle
  - 3. Jeffrey Nyman

- J) Discussion regarding Administrator's Report on:
  - a. Personnel
  - b. Licensing statistics
  - c. Licensing filing system for the Las Vegas office
- K) Discussion regarding the Nevada Law and Reference Guide.
- L) \*Discussion and possible action regarding proposed legislative changes for 2009 Session, including but not limited to, increasing Administrative Sanction amounts.
- M) \*Discussion and possible action regarding regulatory changes to NAC chapter 645, including but not limited to, using nicknames for advertising, and allowing instructors to receive credit for classes they teach once during a license renewal period.
- N) Discussion regarding report from Education/Information Officer on:
  - a. Mean scores and pass rates for pre-licensing schools including but not limited to discussion of specific schools.
  - b. Instructor development workshop held in Las Vegas and Reno on March 18<sup>th</sup> and 19<sup>th</sup> respectively.
- O) \*Discussion and possible action regarding report from Education/Information Officer on status report for FY08 and proposal for FY09 ERRF funded projects.
- P) \*Discussion and possible action regarding request from Education/Information Officer to revise the course structure of "What Every Licensee Should Know."
- Q) Discussion regarding report from Education Program Officer on course audits.
- R) \*Discussion and possible action regarding request from Darlene Moore to reduce the amount of the settlement agreement.
- S) \*Discussion and possible action regarding SB310, Section 48, which became effective June 13, 2007 and increases the Commission's daily maximum salary from \$80 up to \$150 per day, as fixed by the Commission.
- T) \*Discussion and possible action regarding changing scheduled dates and scheduling future dates for the Commission meeting to consider the Education and Courses agenda.
- U) \*Discussion and possible action on date, time, place & agenda items for upcoming meetings.

**2. \*EDUCATION MONDAY, APRIL 14, 2008, 1:00 P.M.**

**A) \*APPEAL OF DENIAL OF INSTRUCTOR PURSUANT TO NAC 645.426**

- 1. (Note: Portions of this discussion may be closed in accordance with NRS 241.030.)
  - A.\* Motion to close session to consider the character and professional competence of **Sarah Smith** to teach "1031 Tax Deferred Exchanges-An Advanced Seminar" and "1031 Tax Deferred Exchanges-A More Detailed Look."
  - B. Discussion in closed session.
  - C.\* Discussion and possible action in open session.

**B) \*EDUCATION COURSES**

**DISCUSSION AGENDA EDUCATION COURSES**

**NEW REAL ESTATE PRE-LICENSING EDUCATION COURSES**

- 1. American School of Real Estate Express  
"Nevada Prelicense Course"  
**Request:** 90 Hours Internet
- 2. ProSchools, Inc.  
"Real Estate Laws & Rules"  
**Request:** 45 Hours Internet
- 3. ProSchools, Inc.  
"Nevada Real Estate Law & Rules"  
**Request:** 18 Hours Internet
- 4. Northern Nevada Real Estate School  
"Property Management (30 Years in 24 Hours)"  
**Request:** 24 Hours Classroom

## **NEW POSTLICENSING EDUCATION COURSE APPLICATIONS**

5. Realty America  
"Transactional Team"  
**Request:** 3 Hours Classroom
6. Realty America  
"Fair Housing & Advertising"  
**Request:** 3 Hours Classroom
7. Realty America  
"Experiencing Sellers"  
**Request:** 3 Hours Classroom
8. Realty America  
"The Buyers Experience"  
**Request:** 3 Hours Classroom
9. Realty America  
"Disclosures Agency Through Zoning"  
**Request:** 3 Hours Classroom
10. Realty America  
"Selling Land & Property Management Techniques"  
**Request:** 3 Hours Classroom
11. Realty America  
"Nuts & Bolts of Financing"  
**Request:** 3 Hours Classroom
12. Realty America  
"Net Sheets – The Bottom Line"  
**Request:** 6 Hours Classroom
13. Realty America  
"Escrows, Closing & Other Hair Removal Techniques"  
**Request:** 3 Hours Classroom
14. Realty America  
"Mastering Contracts & Negotiations"  
**Request:** 6 Hours Classroom
15. Realty One Group  
"The Listing Process, Market Analysis, & Home Inspections and Agency Relationships"  
**Request:** 3 Hours Classroom
16. Realty One Group  
"Communications, Technology, & Records Management and Advertising, Reg. Z, Truth in Lending, Fair Housing & MLS"  
**Request:** 3Hours Classroom
17. Realty One Group  
"Buyer Representation, Including Buyer Brokerage Contract, Statutory Duties & Disclosure & Cooperation between Agents"  
**Request:** 3 Hours Classroom
18. Realty One Group  
"Property Management & Management of Common-Interest Communities"  
**Request:** 3 Hours Classroom

19. Realty One Group  
 "Financing, Negotiations and Tax Opportunities & Liabilities Related To the Client"  
**Request:** 3 Hours Classroom
20. Barbara Fenster Seminars  
 "Pick a Lender, Pick a Loan"  
**Request:** 3 Hours Classroom

**NEW REAL ESTATE CONTINUING EDUCATION COURSES**

21. Still Training, Inc.  
 "Tax Strategies for Commercial Real Estate"  
**Request:** 4 Hours General Classroom
22. Still Training, Inc.  
 "Investment Analysis for Commercial Real Estate"  
**Request:** 4 Hours General Classroom
23. Still Training, Inc.  
 "Leasing Tactics for Commercial Real Estate"  
**Request:** 4 Hours General Classroom
24. Stilltraining, Inc.  
 "Commercial Real Estate 101"  
**Request:** 16 Hours General Classroom
25. McKissock LP  
 "Construction Details & Trends"  
**Request:** 7 Hours General Internet
26. Nevada Fair Housing Center  
 "What Next? Foreclosures and New Homeownership"  
**Request:** 8 Hours General Classroom
27. van Reken, Randall S.  
 "Real Estate Contracts: What You Really Need to Know"  
**Request:** 3 Hours Contracts Correspondence
28. van Reken, Randall  
 "1031 Exchanges in Real Estate"  
**Request:** 3 Hours General Correspondence
29. Reno/Sparks Association of REALTORS  
 "Office Policies on Agency and Other Risk Reducing Policies"  
**Request:** 4 Hours Broker Management Classroom
30. Realty One Group  
 "Short Sales: The Ins and Outs of Them"  
**Request:** 3 Hours General Classroom
31. Realty One Group  
 "Foreclosures: How They Work"  
**Request:** 3 Hours General Classroom
32. Realty One Group  
 "Working with Sellers in a Buyers Market"  
**Request:** 3 Hours General Classroom
33. Realty One Group  
 "Improve Sales with Feng Shui"  
**Request:** 3 Hours General Classroom

34. Realty One Group  
 "Agency: How it Affects You"  
**Request:** 3 Hours Agency Classroom
35. Realty One Group  
 "Today's Property Management in the Las Vegas Market"  
**Request:** 4 Hours Property Management Classroom
36. Realty One Group  
 "Contracts: The Big Three"  
**Request:** 3 Hours Contracts Classroom
37. Sterling Education Services, Inc.  
 "Fundamentals of Mechanic's Liens"  
**Request:** 7 Hours General Classroom
38. Sterling Education Services, Inc.  
 "Fundamentals of Construction Law"  
**Request:** 7 Hours General Classroom
39. Sterling Education Services, Inc.  
 "Tax Considerations in Real Estate Transactions"  
**Request:** 6.75 Hours General Classroom
40. American National Credit Corporation  
 "SBA Financing for Commercial and Business Opportunity Sales"  
**Request:** 3 Hours General Classroom
41. Valley Home Inspection  
 "What Every Real Estate Agent Needs to Know About Home Inspection"  
**Request:** 4 Hours Personal Development Classroom
42. Greater Las Vegas Association of Realtors®  
 "Sellers Representative Specialist (Module 1)"  
**Request:** 3 Hours Personal Development Classroom
43. Greater Las Vegas Association of Realtors®  
 "Sellers Representative Specialist (Module 2)"  
**Request:** 3 Hours General Classroom
44. Greater Las Vegas Association of Realtors®  
 "Sellers Representative Specialist (Module 3)"  
**Request:** 3 Hours General Classroom
45. Greater Las Vegas Association of Realtors®  
 "Sellers Representative Specialist (Module 4)"  
**Request:** 3 Hours General Classroom
46. Greater Las Vegas Association of Realtors®  
 "Ethics: Reasons, Cases, Rules"  
**Request:** 3 Hours Ethics Classroom
47. Greater Las Vegas Association of Realtors®  
 "Contracts: Ready, Prepare, Present"  
**Request:** 3 Hours Contracts Classroom
48. Greater Las Vegas Association of Realtors®  
 "Mastering Contracts"  
**Request:** 3 Hours Contracts Classroom

49.	Greater Las Vegas Association of Realtors® "Federal Laws Pertaining to Real Estate Agents"	<b>Request:</b> 3 Hours	Ethics	Classroom
50.	Greater Las Vegas Association of Realtors® "New Brokerage Office Workshop – Starting, Rules, Operation, Compliance"	<b>Request:</b> 3 Hours	Broker Management	Classroom
51.	Continuing Ed Express LLC "Buyer Counseling: A Planned Approach"	<b>Request:</b> 4 Hours	General	Internet
52.	Continuing Ed Express LLC "Negotiate with Confidence and Power"	<b>Request:</b> 4 Hours	General	Internet
53.	Continuing Ed Express LLC "Vacation Property Investment Guide"	<b>Request:</b> 4 Hours	Property Management	Internet
54.	Continuing Ed Express LLC "Originating a Mortgage Loan: The Basics"	<b>Request:</b> 4 Hours	General	Internet
55.	State Continuing Education, Inc. "Using Math in Real Estate"	<b>Request:</b> 6 Hours	General	Internet
56.	State Continuing Education, Inc. "Real Estate Marketing"	<b>Request:</b> 6 Hours	General	Internet
57.	State Continuing Education, Inc. "Financial Concepts in Real Estate"	<b>Request:</b> 6 Hours	General	Internet
58.	State Continuing Education, Inc. "Appraising Real Estate"	<b>Request:</b> 6 Hours	General	Internet
59.	ABC Real Estate School "Practical Applications – Contracts II"	<b>Request:</b> 4 Hours	Contracts	Correspondence
60.	ABC Real Estate School "Practical Applications – Contracts II"	<b>Request:</b> 4 Hours	Contracts	Internet
61.	Key Realty School LLC "Business Brokerage for Tomorrow"	<b>Request:</b> 3 Hours	Business Broker	Correspondence
62.	Key Realty School LLC "Nevada Fiduciary Law"	<b>Request:</b> 3 Hours	Agency	Correspondence
63.	National Real Estate Institute "Negotiating Bank Owned Properties"	<b>Request:</b> 3 Hours	Contracts	Classroom

64. National Real Estate Institute  
 "Developing the Bank Owned Markets"  
**Request:** 3 Hours General Classroom
65. Pioneer School of Real Estate  
 "Short Sales and Buyer & Seller Net Sheets"  
**Request:** 3 Hours General Classroom
66. Pioneer School of Real Estate  
 "Introduction to Business Valuation"  
**Request:** 3 Hours Business Broker Classroom
67. Kaplan Professional Schools  
 "Trust Accounting and Record Keeping as Seen Through the Eyes of NRED"  
**Request:** 3 Hours General / Property Mgmt. / Broker Mgmt. Classroom
68. Online Ed  
 "Legislation and Regulation Update - 2007"  
**Request:** 3 Hours Law and Legislation Internet
69. United Studios of Self Defense  
 "Self Defense for the Real Estate Professional"  
**Request:** 3 Hours Personal Development Classroom
70. Tyrbouslu, Tamara  
 "Feng Shui for Real Estate Professionals"  
**Request:** 3 Hours General Classroom
71. UNLV Lied Institute for Real Estate Professionals  
 "Commercial: An Introduction to Public Land for Real Estate Professionals"  
**Request:** 4 Hours General Classroom
72. Lorman Business Center, Inc.  
 "Law of Easements: Legal Issues and Practical Considerations"  
**Request:** 7 Hours General Classroom
73. Re/Max Properties Real Estate School  
 "The RPA and Other Real Estate Contracts"  
**Request:** 3 Hours Contracts Classroom
74. Subdivision Sales Inc  
 "New Home Sales & Development Legal Issues"  
**Request:** 3 Hours Law and Legislation Classroom
75. Welcome Home School of Real Estate  
 "Property Disclosures, the Professionals Guide to Reducing Risk"  
**Request:** 3 Hours General Classroom
76. Grand Canyon Seminars  
 "Fair Housing in the New Millennium"  
**Request:** 3 Hours Ethics Classroom
77. Mack, Steven  
 "Foreclosure Procedure and Law"  
**Request:** 3 Hours General Classroom

3. **\*LICENSE DENIAL APPEALS**

(1) (Note: Portions of this discussion may be closed in accordance with NRS 241.030.)

A.\* Motion to close session to review the license denial appeal of **WYATT, KENT, FILE NO.**

**S-LDA-08-001**, and why applicant should or should not be granted a license.

B. Discussion in closed session.

C.\*Discussion and possible action in open session.

(2) (Note: Portions of this discussion may be closed in accordance with NRS 241.030.)

A.\* Motion to close session to review the license denial appeal of **BEN EFRAIM, YANIV, FILE NO.**

**S-LDA-08-003**, and why applicant should or should not be granted a license.

B. Discussion in closed session.

C.\*Discussion and possible action in open session.

4. **\*DISCIPLINARY ACTION**

1. NRED v. Shoni Hetland  
Case No. S07-09-03-089  
License No. B.0003007.CORP
2. NRED v. Rodger Hetland  
Case No. S07-09-03-088  
License No. S.0057697
3. NRED v. Kimberly Bolden  
Case No. S06-11-03-175  
License No. S.0041772
4. NRED v. Joseph Slyman  
Case No. S08-17-25-025  
License No. B.0014292.CORP
5. NRED v. Michael Hafen  
Case No. S08-07-26-026  
License No. B.0036198.CORP
6. NRED v. Sonia Correa  
Case No. S07-12-26-226  
License No. S.0045915
7. NRED v. Veronika Plank  
Case Nos. S07-09-07-092, S08-07-24-024  
License No. B.0036669.CORP/PM.0136669
8. NRED v. Giovanni Santiago  
Case No. S06-05-21-432  
License No. None
9. NRED v. Elive Quiray-Madriaga  
Case No. S07-05-06-397  
License No. B.0014575.INDV
10. NRED v. Liu, Diena  
Case No. S07-08-26-057 & S07-03-25-328  
License No. S.0049188
11. NRED v. Oliver Collado  
Case No. S07-12-07-207  
License No. S.0063417.LLC

12. NRED v. Hugh E Humphrey III  
Case No. RES 07-04--244-385  
License No. B.0055697.CORP
13. NRED v. Deanna Dutton  
Case No. S08-07-19-019  
License No. S.0050033
14. NRED v. Donna Bailey  
Case No. S06-04-28-395  
License No. None
15. NRED v. Jay J. Dana  
Case No. RES 07-04-02-343  
License No. B.0014575.INDV
16. NRED v. Norman Frantz  
Case No. RES 07-09-19-104  
License No. B.0023444.LLC

5. **PUBLIC COMMENTS**

**MEMBERS OF THE PUBLIC ARE ENCOURAGED TO ADDRESS THE COMMISSION REGARDING ANY MATTER. HOWEVER, NO ACTION MAY BE TAKEN ON A MATTER.**

6\* **ADJOURNMENT**

**THIS NOTICE AND AGENDA HAS BEEN POSTED ON OR BEFORE 9:00 A.M. ON THE THIRD WORKING DAY BEFORE THE MEETING AT THE FOLLOWING LOCATIONS:**

NV Real Estate Division  
788 Fairview Drive, Suite 200  
Carson City, NV 89701-5453

NV Real Estate Division  
2501 E. Sahara Avenue, #102  
Las Vegas, NV 89104-4137

NV Association of REALTORS  
760 Margrave Drive, Ste. 200  
Reno, NV 89510

Sierra Nevada Association of REALTORS  
300 South Curry St., #3  
Carson City, NV 89703

Elko Board of REALTORS  
355 5th Street  
Elko, NV 89801

Greater Las Vegas  
Association of REALTORS  
1750 East Sahara Avenue  
Las Vegas, NV 89104

Reno/Sparks Association  
of REALTORS  
5650 Riggins Court  
Reno, NV 89502

Incline Village Board  
of REALTORS  
924 Incline Way, Suite 1  
Incline Village, NV 89452

Nevada State Library  
100 Stewart Street  
Carson City, NV 89710

Grant Sawyer Building  
555 E. Washington Avenue  
Las Vegas, NV 89101

Desert Mountain Realty  
1060 Avenue F  
Ely, NV 89301

Isom Realty & Insurance  
P. O. Box 670  
420 Third Street  
Hawthorne, NV 89415

Century 21/Sonoma Realty  
335 West 4th. Street  
Winnemucca, NV 89445

Battle Mountain Realty  
P. O. Box 1150  
142 S. Reese Street  
Battle Mountain, NV 89820

One Stop Realty  
1201 S. Highway 160 Ste 101  
Pahrump, NV 89048

**State of Nevada  
Dept. of Business & Industry  
State Real Estate Division  
INTERNET PAGE: <http://www.red.nv.us>**