



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**

**AUGUST 6, 2008**

The Nevada Real Estate Commission will conduct a meeting on **WEDNESDAY, AUGUST 6, 2008 @ 1:00 P.M.** at the following locations:

**LAS VEGAS**  
555 E. WASHINGTON  
SAWYER BUILDING  
ROOM 4412  
LAS VEGAS, NV 89101

**CARSON CITY**  
401 S CARSON ST.  
LEGISLATIVE BUILDING  
ROOM 2134  
CARSON CITY, NV 89701

**ELKO**  
GREAT BASIN COMMUNITY COLLEGE  
1500 COLLEGE PARKWAY  
GREENHAW TECH CENTER, ROOM 123  
ELKO, NV 89801

**THIS MEETING IS VIDEO-CONFERENCED AND WILL BE BROADCAST ON THE INTERNET. TO ACCESS THE INTERNET BROADCAST USE THE FOLLOWING LINK:**

<http://www.leg.state.nv.us/audio/AudioVideo.cfm>

**NOTE: CONTINUING EDUCATION CREDIT NOT AVAILABLE FOR THIS MEETING**

**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. The Commission may only take action on those items denoted as potential action items.

**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. DIVISION BUSINESS**

- A) Introduction of Commissioners in attendance.
- B) Introduction of Division Staff in attendance.
- C) Discussion regarding report on class audits from Education Program Officer.
- D) \*Discussion and possible action regarding one-time funding from the Education Research Budget Account for software enhancements.

**2. COMMISSION BUSINESS**

- A) \*Discussion and possible action regarding Respondent's petition to reconsider Commission's order.
  - 1. Elliott, Kevin J.  
Case No. N07-08-03-004
- B) \*Discussion and possible action regarding bid received from Kaplan School in response to the Division's solicitation for bids to teach the course titled "What Every Licensee Should Know 2009 (WELSK 2009) underwritten by the Education Research and Recovery Fund (ERRF).

C) Commissioner Comments.

3. **\*EDUCATION**

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 **Randy Micklin** to teach post-licensing courses
  - B. Discussion in closed session.
  - C.\* Discussion and possible action in open session.

B) **\*EDUCATION COURSES**

Commission may approve, disapprove any of the following courses for the amount of hours requested or recommended, or for any hours deemed appropriate.

**DISCUSSION AGENDA EDUCATION COURSES**

**RE-APPROVAL REAL ESTATE PRE- LICENSING EDUCATION COURSES**

1a. American Career Institute

Hours	Title	Delivery	Course Number
90	Real Estate Principles, Practices, Law and Ethics	Classroom	PL.9000013-RE

1b. American Career Institute

Hours	Title	Delivery	Course Number
90	Real Estate Principles, Practices, Law and Ethics	Correspondence	PL.9000014-RE

1c. American Career Institute

Hours	Title	Delivery	Course Number
90	Real Estate Principles, Practices, Law and Ethics	CBT	PL.9000047-RE

1d. American Career Institute

Hours	Title	Delivery	Course Number
45	Real Estate Practice, Law and Ethics	Correspondence	PL.4501004-RE

1e. American Career Institute

Hours	Title	Delivery	Course Number
45	Real Estate Practice, Law and Ethics	CBT	PL.4501017-RE

1f. American Career Institute

Hours	Title	Delivery	Course Number
45	Real Estate Broker Management	Correspondence	PL.4551002-RE

1g. American Career Institute

Hours	Title	Delivery	Course Number
45	Real Estate Broker Management	CBT	PL.4551013-RE

1h. American Career Institute

Hours	Title	Delivery	Course Number
45	Fundamentals of Real Estate Appraisal	Correspondence	PL.4552001-RE

1i. American Career Institute

Hours	Title	Delivery	Course Number
45	Fundamentals of Real Estate Appraisal	CBT	PL.4552008-RE

1j. American Career Institute

Hours	Title	Delivery	Course Number
24	Property Management Permit Course	Classroom	PL.2400010-RE

1k. American Career Institute

Hours	Title	Delivery	Course Number
18	Nevada Real Estate Law	Classroom	PL.1800013-RE

1l. American Career Institute

Hours	Title	Delivery	Course Number
18	Nevada Real Estate Law	Correspondence	PL.1800014-RE

1k. American Career Institute

Hours	Title	Delivery	Course Number
18	Nevada Real Estate Law	CBT	PL.1800039-RE

### NEW REAL ESTATE PRE- LICENSING EDUCATION COURSES

2. 360 Training.com, Inc.  
"Nevada Principles of Real Estate Pre-License"  
**Request:** 90 Hours Correspondence
3. 360 Training.com, Inc.  
"Nevada Real Estate Law"  
**Request:** 18 Hours Correspondence
4. Pioneer School Of Real Estate  
"Nevada Real Estate Principles"  
**Request:** 90 Hours Internet

### NEW REAL ESTATE POST- LICENSING EDUCATION COURSES

5. Century 21 MoneyWorld  
"Fast Start"  
**Request:** 50 Hours Classroom

### NEW REQUEST FOR APPROVAL OF ONLINE TESTING

6. Kaplan Professional School  
**Request:** Secure Electronic Testing for Distance Education Prelicensing Program

### NEW REAL ESTATE CONTINUING EDUCATION COURSES

7. Kaplan Professional Schools  
"Commercial Property Management"  
**Request:** 3 Hours Property Management Classroom
8. Kaplan Professional Schools  
"Dearborn How to Hire, How to Fire"  
**Request:** 3 Hours Broker Management Internet

9. Kaplan Professional Schools  
 "Dearborn The Client/Broker Relationship"  
**Request:** 3 Hours Agency Internet
10. Kaplan Professional Schools  
 "Dearborn Property Management Economics and Planning"  
**Request:** 3 Hours Property Management Internet
11. Realty One Group  
 "2007 Legislative & Legal Update & How They Affect NAC Brokers & Salespersons"  
**Request:** 3 Hours Law & Legislation Classroom
12. Realty One Group  
 "Financing the Deal! Understanding Mortgages and Net Sheets"  
**Request:** 3 Hours General Classroom
13. Realty One Group  
 "Nevada Legislature 2007 – A Report for Licensees"  
**Request:** 3 Hours Law and Legislation Classroom
14. Key Realty School LLC  
 "Nevada Legal Update 2"  
**Request:** 3 Hours Law & Legislation Correspondence
15. Lorman Business Center  
 "The Fundamentals of Construction Contracts: Understanding the Issues"  
**Request:** 7 Hours General Classroom
16. Lorman Business Center  
 "Law of Easements: Legal Issues and Practical Considerations"  
**Request:** 7 Hours General Classroom
17. 360 Training.com, Inc.  
 "Real Property Ownership and Land Use"  
**Request:** 4 Hours General Internet
18. 360 Training.com, Inc.  
 "ERC Broker's Market Analysis and Strategy Report"  
**Request:** 4 Hours Broker Management Internet
19. Greater Las Vegas Association of Realtors®  
 "Home From Work"  
**Request:** 3 Hours General Classroom
20. Greater Las Vegas Association of Realtors®  
 "21<sup>st</sup> Century Marketing for Commercial Real Estate Professionals"  
**Request:** 3 Hours Personal Development Classroom
21. Greater Las Vegas Association of Realtors®  
 "Property Management Contracts"  
**Request:** 3 Hours Property Management Classroom

22. Greater Las Vegas Association of Realtors®  
 “I Am a Contract”  
**Request:** 3 Hours Contracts Classroom
23. Greater Las Vegas Association of Realtors®  
 “Conquering Commercial Contracts II”  
**Request:** 6 Hours Contracts Classroom
24. Greater Las Vegas Association of Realtors®  
 “How to Take Your Business to the Next Level: The Secrets of Top Producing Commercial Agents”  
**Request:** 4 Hours Personal Development Classroom
25. National Association of Realtors®  
 “Shift Happens: Adapting to the Shifting Communication Needs of Today’s Consumers”  
**Request:** 3 Hours General Classroom
26. National Association of Realtors®  
 “Pitfalls & Possibilities: Presenting and Negotiating Contracts”  
**Request:** 3 Hours Contracts Classroom
27. Dearborn Financial Publishing  
 “Dearborn Understanding Credit and Improving Credit Scores: What You Need to Know”  
**Request:** 3 Hours General Internet
28. Dearborn Financial Publishing  
 “Dearborn Understanding 1031 Tax Free Exchanges”  
**Request:** 3 Hours General Internet
29. EcoBroker  
 “EcoBroker Energy Advantage”  
**Request:** 3 Hours General Classroom
30. EcoBroker  
 “EcoBroker Environmental Advantage”  
**Request:** 3 Hours General Classroom
31. Wolf, Rifkin, Shapiro, Schulman & Rabkin LLP  
 “Common Interest Community Basics”  
**Request:** 3 Hours Law & Legislation / Property Mgmt. Classroom
32. State Continuing Education, Inc.  
 “Commercial Real Estate Nevada”  
**Request:** 6 Hours Property Management Internet
33. Welcome Home School of Real Estate  
 “Buyer Representation in Real Estate”  
**Request:** 3 Hours General Classroom

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|-----|--|--------------------------|---------------------|----------------|
| 34. | Council of Residential Specialists of NAR<br>"Financing and Tax Advantages for Agents and Their Clients - 205" | <b>Request:</b> 12 Hours | General             | Classroom      |
| 35. | JSD Seminars<br>"REO Auction's 101"  | <b>Request:</b> 3 Hours  | General             | Classroom      |
| 36. | JSD Seminars<br>"REO Offers Simplified"  | <b>Request:</b> 3 Hours  | General             | Classroom      |
| 37. | JSD Seminars<br>"Managing Within Your Brokerage"   | <b>Request:</b> 3 Hours  | Broker Management   | Classroom      |
| 38. | van Reken, Randall S.<br>"Laws that Really Impact You!"  | <b>Request:</b> 3 Hours  | Law and Legislation | Classroom      |
| 39. | van Reken, Randall S.<br>"Agency in Nevada – By the Book!"   | <b>Request:</b> 3 Hours  | Agency              | Correspondence |
| 40. | van Reken, Randall S.<br>"Rise and Fall of the Real Estate Tax Empire"   | <b>Request:</b> 3 Hours  | General             | Classroom      |
| 41. | American Institute of Real Estate<br>"Conventional Loan Programs"  | <b>Request:</b> 5 Hours  | General             | Classroom      |
| 42. | American Institute of Real Estate<br>"Laws Affecting Real Estate Lending"                                      | <b>Request:</b> 3 Hours  | General             | Classroom      |
| 43. | American Institute of Real Estate<br>"VA Loans"  | <b>Request:</b> 5 Hours  | General             | Classroom      |
| 44. | American Institute of Real Estate<br>"Escrow and Title"  | <b>Request:</b> 5 Hours  | General             | Classroom      |
| 45. | American Institute of Real Estate<br>"Real Estate Appraisal"   | <b>Request:</b> 3 Hours  | General             | Classroom      |
| 46. | American Institute of Real Estate<br>"FHA Loans"   | <b>Request:</b> 5 Hours  | General             | Classroom      |

47.	American Institute of Real Estate "Laws Affecting Consumer Credit"	<b>Request:</b> 3 Hours	General	Classroom
48.	American Institute of Real Estate "Detecting and Preventing Mortgage Fraud"	<b>Request:</b> 3 Hours	General	Classroom
49.	Arens and Arens, Inc. "Ethics – What Would You Do?"	<b>Request:</b> 3 Hours	Ethics	Classroom
50.	Arens and Arens, Inc. "Exclusive Buyer Services"	<b>Request:</b> 3 Hours	Agency	Classroom
51.	Reno/Sparks Association of Realtors® "Commercial Financial Literacy"	<b>Request:</b> 3 Hours	General	Classroom
52.	Reno/Sparks Association of Realtors® "Blueprint of a Short Sale"	<b>Request:</b> 3 Hours	Ethics	Classroom
53.	Pioneer School of Real Estate "Dearborn Introduction to Commercial Real Estate"	<b>Request:</b> 4 Hours	General	Internet
54.	Pioneer School of Real Estate "Dearborn Electronic Transactions in Real Estate"	<b>Request:</b> 3 Hours	Contracts	Internet
55.	Pioneer School of Real Estate "Dearborn Commercial Real Estate: Listing Properties"	<b>Request:</b> 3 Hours	General	Internet
56.	Pioneer School of Real Estate "Dearborn Property Management & Managing Risk"	<b>Request:</b> 4 Hours	Property Management	Internet
57.	Southern Nevada Home Builders Association "Essential Closing Strategies"	<b>Request:</b> 3 Hours	Personal Development	Classroom
58.	National Business Institute "Real Estate Transactions Made Painless and Efficient"	<b>Request:</b> 7 Hours	General	Classroom
59.	Your Short Sale Solution, LLC "How to Succeed in a Short Sale Market"	<b>Request:</b> 3 Hours	General	Classroom

60. The Landlord Defense Bureau, LLC.  
"Landlord 101"  
**Request:** 3 Hours Property Management Classroom

**4. PUBLIC COMMENTS**

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

**5\* 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>**