

Outline for Real Estate Post Education Work Group Meeting

May 21, 2014

1. HISTORY OF THE POST EDUCATION PROGRAM AND THE GOALS OF THIS WORKSHOP.

2. DISCUSSION TOPICS

- A. How do we know that the program is working?
 - Has an in depth survey been done to establish the programs value?
- B. Does the present evaluation form give us good feedback?
 - Do we need an evaluation form that focuses on the fact that these are newer licensees that may have little experience in answering the present set of questions on our existing evaluation form?
- C. Are all licensees getting the same quality of information?
 - Is there a great variation among Post courses?
 - Would it be a benefit to have one state mandated course to have greater control of the quality of the program, and the knowledge that all licensees are getting the same information?
- D. Time frame for completion of post education.
 - Should we allow new licensees to go 11 months without this important information?
- E. How relevant is the information?
 - Should we be covering additional topics?
- F. Does the module or course concept work better?
 - Is there an advantage to having Post in a course format, where one sponsor is responsible for the entire education so the Division could monitor the quality better; or
 - To have it in a module format where the licensees can move from one sponsor to another?
- G. Post Education Content
 - What about covering “conflict resolution”?
 - Should licensees have the information and know the process on how to solve conflicts at the Brokerage, Association, and Division levels?
 - Is the subject of the management of common interest communities, information on the tax opportunities and liabilities in our scope as licensees?

2. SUGGESTIONS FOR POST EDUCATION CURRICULUM (*IN ORDER OF IMPORTANCE*)

- A. Agency, Ethics, Professionalism, Code of Ethics
- B. Contracts: Basic Contract Law, Listing, Purchase, Buyers Brokers Agreements and Net Sheets
- C. Disclosure: Federal, State and Local (Regional)
 - Working with Lenders, Appraisers, Inspectors, etc.
- D. Fair Housing, Advertising, MLS, Communications
- E. Risk Management: Conflict Resolution. Grievance, Standards Panels, Real Estate Division (NRS/NAC)
- F. The Escrow, Title and Closing Process
- G. Legislative Updates: Federal, State, Local
- H. Prospecting Methods: Buyers, Sellers
- I. Business planning and goal setting
- J. Building a strong referral business