

TO: The Real Estate Commission
FROM: Safia Anwari, Education & Information Manager
 Ingrid Trillo, CE Program Supervisor
SUBJECT: April 21-23, 2015

CONTINUING EDUCATION COURSES

1. NeuroSense Consulting
 “Leading in the New World: The Neuroscience of Self”
Request: 3 Hours Personal Development Classroom

Recommendation: **Deny. Content may interest some licensees but it is not clear how the information will help to improve their business activities in a way that will protect the public interest. Sponsor was notified and has sent a rebuttal a copy of which is provided.**

Instructors: Bradley Harris Susan Strating

Objective: Use neuroscience to teach emotional self-regulation, motivation, and formation of positive habits. Translate concept of Emotional Intelligence into brain science tools.

Standards: 2(q) Personal development courses.

Content:

Introduction	10
Your 200,000 Year Old Brain	15
Brain Lessons	30
Limbic Systems – Emotions and the Fight or Flight Response	
Prefrontal Cortex – Planning, Logic, Free Won’t	
The SCARF Model – Toward / Away Response	
Neuroleadership – Leading in the New World	
BREAK 10 Minutes	
Translating Emotional Intelligence into Neuroscience Fundamentals	55
EQ: Personal Competence	
Self-Awareness	
Self-Regulation	
Motivation	
Neuroscience-based Tools and Exercises	
The Vagus Nerve	
The PFC’s and the Limbic System	
Goals	
BREAK 10 Minutes	
Helping Yourself to the Smartest Brain	15
Sleep	

Diet	
Exercise	
Mindfulness	
Balance	
Building Positive Habits	35
Basal Ganglia	
Old Writing, New Wiring	
If, Then... Cues	
How Long Does it Take to Form a New Habit?	
Pick One New Habit You Want to Create	
Adjourn	
TOTAL: 160 min ÷ 50 class hr = 3.2 Hours	

2. International Association of Certified Home Inspectors
 “Saving Home Energy for Real Estate Professionals”

Request: 3 Hours General Internet

Recommendation: **Deny - information takes licensee outside area of expertise. See also items 4 and 5 below. Instructor applicant for all 3 courses is an inspector but not an energy auditor. Sponsor was notified. He said he would be sending a rebuttal which has not been received but may arrive before the date of the meeting.**

Opinion of the Program Officer for Energy Auditors regarding this course: This is information that a homeowner may find useful and **it specifically points for the homeowner to hire an energy auditor:** *“Homeowners often find that energy improvements can dramatically improve the comfort and condition of their homes, so it makes sense to act as soon as possible to enhance your quality of life. By hiring a Home Energy Inspector, you can quickly learn how to save energy and money while also seeing how your home ranks compared to others in your area.”*

The only benefit to a realtor who took this course would be to possibly refer the client to a specific Nevada licensed energy auditor for an audit of recommendations to improve energy efficiency and possibly a contractor to perform the upgrades. Then, once the house was “green” and energy efficient the realtor could promote those green energy saving features to potential buyers, however that is not discussed in these courses. A Nevada energy auditor license permits an auditor to make cost saving energy recommendations – taking this class by anyone else does not give that authority. The acts performed in this class must be done by a NV energy auditor. Lastly, the student course book is misleading because it refers a homeowner to InterNACHI’s listing of Home Inspectors. Nevada home inspectors are not qualified nor licensed to perform these functions and this website should have a disclaimer. *“There are over 9,000 Certified Home Energy Inspectors™ in the United States. To find your local Home Energy Inspector, visit <http://www.inspectorseek.com/> and ask for an InterNACHI Home Energy Inspection.”*

Instructors: Ben Gromicko

Objective: Upon successful completion of this course, the real estate professionals will understand the value of home energy inspections for homeowners and provide informative options to cut energy.

Standards: 2(e) The measurement and evaluation of the market for real estate, including evaluations of sites, market data and studies of feasibility.

Content:

A Home's Energy Use	12
This section describes how to use energy in the home more efficiently, and how to use renewable energy to provide the home with electricity, heating, cooling and water heating.	
What's a Home Energy Report?	6
This section describes how a typical home energy inspection report can provide a quick understanding of how much a home will cost to operate, where energy is being wasted and what can be done to save energy	
Start Saving Energy and Money Today	18
This section describes easy low-cost and no-cost ways to save energy	
Heat Loss from a House	24
This section goes over how important insulation is in relation to saving energy	
Should I Insulate My Home?	18
There are different types of insulation that could be installed in new and existing homes, and determining how and where to insulate is important	
Air Leaks and Energy Loss	30
Sealing and insulating is one of the quickest and most effective ways to save energy	
Heating and Cooling System	30
This section goes over the short and long-term heating and cooling tips to save energy and increase comfort	
Windows, Lighting and Appliances	18
This section reviews how windows, lighting and appliances affect the heating and cooling costs of a home	
Laundry Appliances	12
Major appliances consume a lot of energy, and selecting and purchasing energy-efficient appliances can have a great impact.	
Do-It-Yourself Home Energy Assessments	12
This section describes what an energy assessment is and is not, and how homeowners can benefit from having a professional assessment performed on their home.	
TOTAL: 180 min ÷ 50 class hr = 3.6 Hours	

3. International Association of Certified Home Inspectors
 "Home Energy Score for Real Estate Professionals"

Request: 3 Hours General Internet

Recommendation: Deny - information takes licensee outside area of expertise. Sponsor was notified. He said he would be sending a rebuttal which has not been received but may arrive before the date of the meeting.

Opinion of the Program Officer for Energy Auditors regarding this course: This course tells the homeowner that, *“The process starts with a qualified home energy assessor... In addition to providing the Score, the Qualified Assessor provides the homeowner with a list of recommended energy improvements and the associated cost savings estimates. To offer the Home Energy Score to homeowners, Qualified Assessors work directly with Home Energy Score Partners and must be certified as a Building Performance Institute (BPI) Building Analyst or a Residential Energy Services Network (RESNET) HERS Rater, and receive a passing grade on DOE's Home Energy Scoring Tool test.”* **These qualifications apply directly to a NV licensed energy auditor and no one else.** Even though this sponsor has partnered with Colorado’s Energy Smart program (http://education.nachi.org/show.php?course_id=136&element_id=4996) as it has in the above course doesn’t mean a home inspector can perform these acts except apparently in Boulder. Again the course misleadingly refers home owners to InterNACHI’s certified professional inspectors to perform this work. That is a direct violation of NRS and NAC 645D.

Instructors: Ben Gromicko

Objective: Upon successful completion of this course, the real estate professionals will understand the value of home energy inspections for homeowners and provide informative options to cut energy.

Standards: 2(e) The measurement and evaluation of the market for real estate, including evaluations of sites, market data and studies of feasibility.

Content:

Home Energy Score	12
This section goes over the general description of what Home Energy Score is and the value it presents to homeowners	
Background	12
This section describes the sequence of events from 2009 to the present in why and how the Home Energy Score was created	
Qualified Assessor	12
This section describes the qualifications of the individuals who can do a Home Energy Score was created	
Information for Homeowners	12
Information for homeowners in relation to home energy performance is presented	
Assessment vs. Audit	24
This section describes the difference between the Home Energy Score and an extensive energy audit, which includes full work scope and improvement costs	
When Should a Homeowner Get a Score?	18
This section describes when a homeowner should get a Home Energy Score, for a renovation project, to lower utility bills and increase comfort	
What Homeowners Need to Know	18
There are important guidelines to help ensure their energy efficiency investment pay off	
Specific Guidelines	18
This section lists and describes specific guidelines in relation to projects that increase energy efficiency in a home, including air sealing and adding insulating	
Home Energy Score Partners	12

This section describes the partners of the Home Energy Score Program	
Calculation Methodology	12
This section describes how a Home Energy Score is calculated including the data that a qualified assessor enters into the scoring tool and climate data	
Home Energy Score Accuracy	12
The accuracy of operational energy use estimates by the system underlying the Home Energy Score has been established	
Home Energy Scoring Tool for an Asset Rating	18
This section describes how the Home Energy Score is designed to provide a rapid low-cost opportunity assessment of a home's fixed energy systems, also known as an "asset rating"	
TOTAL: 180 min ÷ 50 class hr = 3.6 Hours	

4. International Association of Certified Home Inspectors
 "Home Energy Efficiency for Real Estate Professionals"

Request: 3 Hours General Internet

Recommendation: Deny - information takes licensee outside area of expertise. Sponsor was notified. He said he would be sending a rebuttal which has not been received but may arrive before the date of the meeting.

This course was previously denied approval in September of 2013 by the Real Estate Commission with the following comments: Denial – 8 Hours – General – Internet. The course content is about Home Performance Energy Assessment that should only be conducted by a Nevada licensed "Energy Auditor". Sponsor is requesting 8 hours of general internet credit for licensees to provide the following that is not part of our standards:

- To provide homeowners with informative options to cut their energy use, etc.
- To provide homeowners with informed decisions about purchasing new HVAC equipment, etc.
- To describe the variety of technologies available for heating and cooling a house.
- To properly maintain an HVAC
- Use a decision flow chart for replacing the existing appliance
- Improve the energy efficiency of a system in need of repair
- Describe the advantage of several natural cooling strategies

The course content is outside the scope of a Real Estate licensee's expertise and purview to advise homeowners. Instructor is an IOS but not an energy auditor.

Opinion of the Program Officer for Energy Auditors regarding this course: This course refers to acts that in Nevada can only be performed by a licensed energy auditor. *"To implement this whole-house approach and to confirm real energy-use improvements, Building America recommends that HVAC home energy upgrades start with a home performance energy assessment." The home energy assessment should be conducted by a contractor who is trained in building science principles, such as those described in the DOE Guidelines for Home Energy Upgrade Professionals and the U.S. Environmental Protection Agency's Healthy Indoor Environment Protocols for Home Energy Upgrades, as well as those recommended by Home Performance with ENERGY STAR, the Building Performance Institute (BPI) standards, state weatherization programs, or accredited*

college program recommendations.” **Again, the course content has nothing specifically applicable to a realtor. All topics, course content and quiz/exam questions apply directly to a licensed energy auditor.** Lastly, the course misleads readers into thinking a home inspector is qualified and there should be a disclaimer: *“To find your local Home Energy Inspector, visit <http://www.inspectorseek.com/> and ask for an InterNACHI Home Energy Inspection.”* This website belongs to the sponsor and links to home inspectors which are not allowed in Nevada to perform energy audits!

Instructors: Ben Gromicko

Objective: Upon successful completion of this course, the real estate professionals will understand the value of home energy inspections for homeowners and provide informative options to cut energy.

Standards: 2(e) The measurement and evaluation of the market for real estate, including evaluations of sites, market data and studies of feasibility.

Content:

Whole-House Approach	30
To ensure health and safety, HVAC options should be considered within a whole-house, systems-based approach advocated by the U.S. Department of Energy Building America program and building scientist across the country. This whole-house approach, which is based on years of research in thousands of real homes, takes into account how one change in a home’s HVAC system can affect the energy efficiency, comfort, durability, health and safety of the whole house.	
Heating Systems	60
Replacing or upgrading HVAC systems offers excellent opportunities for cutting the utility bills and improving a home’s indoor air quality, comfort, and durability. A certified energy contractor or HVAC contractor can help a homeowner determine which heating and cooling options are right for them. The homeowner should talk to a contractor about fuel types and prices in their region. A contractor can help determine whether it is safe and cost-effective to repair and improve the HVAC equipment they already have or to replace or supplement it with new, more efficient equipment	
Cooling Systems	60
Air conditioning and other manufactured cooling systems are used throughout most of the country. This chapter describes typical cooling technologies, including air conditioning, heat pumps, evaporative cooling, radiant floor cooling, and dehumidifiers. However, with home improvements such as air sealing and insulating, in some climates home cooling needs can be met naturally, without the use of air conditioners, so fans, ventilation and passive cooling strategies are also described.	
Natural Cooling Strategies	30
In moderate climates in a well-insulated home, passive cooling strategies like shading, low-solar heat gain windows, and radiant barriers can be combined with ceiling fans, ventilation, and dehumidification to eliminate or limit the need for air conditioning. These techniques should be considered before installing a new air conditioning system. See the following sections for more information about natural cooling strategies, including the use of fans, night cooling, and passive cooling design techniques	
Ventilation	30

<p>In a well-insulated home in a moderate climate, summer heat may be adequately controlled by ventilation and dehumidification, combined with passive cooling strategies, such as low-solar heat gain windows, shading, cool roofs, and radiant barriers to minimize summer solar heat gain. Through the energy assessment, the contractor can help the homeowner determine whether their home needs additional air sealing and insulation. Once these things are done, and before installing a central air conditioning system, consider the following strategies as described in the next section</p>	
<p>The Home Performance Energy Assessment</p>	<p>30</p>
<p>A Building America-approved home energy assessment is conducted by a contractor who is trained and certified in building science principles and follows a prescribed approach to ensure the safest and most efficient ways to improve your home's energy efficiency.</p>	
<p>TOTAL: 240 min ÷ 50 class hr = 4.8 Hours</p>	