

**REAL ESTATE COMMISSION MEETING January 7-9, 2015
REPORT OF AUDITS SINCE September 16, 2014**

SPONSOR	AUDIT DATE	COURSE NUMBER, TITLE, DESIGNATION & DELIVERY METHOD	REASON FOR AUDIT	AUDITORS REPORT/COMMENTS	STAFF ACTION & SPONSOR RESPONSE	FOLLOW UP PLAN
FIRST CENTENNIAL TITLE OF NEVADA	09/16/14	CE.5774001-RE or CE.5774002-RE COMMISSION HEARING CLASS I 3 HOURS ETHICS or BROKER MANAGEMENT CLASSROOM	Random Audit	1) An excellent course. 2) An excellent response from class participants, they wanted to know more. 3) The course displayed to agents the thoughts, and process of protecting the public as per commission example of cases. 4) The instructor was excellent and had direct experience and understanding by having been a commissioner.	Letter to sponsor.	No response required.
STEVEN KITNICK SEMINARS, LLC	09/18/14	CE.5594003-RE WHAT EVERY LICENSEE SHOULD KNOW 2015 3 HOURS LAW & LEGISLATION CLASSROOM	Random Audit	1) The course was average for following the outline and organization of materials. 2) Much of the material was not explained in language the class could understand just reading the law did not help. 3) The instructor was very knowledgeable but spoke too much like an attorney. Steve Kitnick tried to help, but his explanations were more jokes than information. 4) The room was set up for approximately 40-45 people. There were approximately 59 in the room.	Letter to sponsor.	Responded to Divisions satisfaction.
THE CE SHOP, INC.	09/23/14	CE.5698000-RE CLIENT ADVOCACY IN COMMERCIAL REAL ESTATE 3 HOURS GENERAL INTERNET	Random Audit	1) Average to good course. 2) Very basic course of medium value. 3) Found the course to be more of a training for agent with limited benefit. 4) Good points stressed need to organize and follow up - Videos were of no value. 5) Gave only one solution for situations verses giving a couple . 6) Average course at best - limited knowledge.	Letter to sponsor.	Response required.

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THE CE SHOP, INC.	10/06/14	CE.5698000-RE HOT MARKET STRATEGIES 3 HOURS GENERAL INTERNET	Random Audit	1) An excellent course. 2) Course had good information inside the course, and links to several other good pieces of information. 3) Our markets will heat up again. These are important tools for an agent's skill set. 4) A good basic course.	Letter to sponsor.	No response required.
KAPLAN PROFESSIONAL SCHOOLS	10/06/14	CE.5723000-RE HOUSES: WHY BAD THINGS HAPPEN TO GOOD HOUSES OnDEMAND COURSE 6 HOURS GENERAL INTERNET	Random Audit	1) The instruction for the course were clear, the content expectation and value were poor. 2)No practical value to Real Estate Sales. This course should be moved from Real Estate to Home Inspector or Contractor. 3) Had to call in. No one was available after 7:00 pm and weekends.	Sponsor notified: based on auditor evaluation withdrawal of course approval will be recommended to the Commission.	Sponsor response / Commission action.
THE CE SHOP, INC.	10/21/14	CE.5664000-RE DETERMINING VALUE OF COMMERCIAL PROPERTIES 3 HOURS GENERAL INTERNET	Random Audit	1) A good to excellent course. 2) The overall structure was excellent. The attachments and links were appropriate and helpful. 3) The course content provides the typical licensee with a much better understanding of the appraisal process. (Commercial Appraisals vs Residential Appraisals.) 4) The use of additional audio and visual content is suggested.	Letter to sponsor.	No response required.

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STEVEN KITNICK SEMINARS	10/28/14	CE.5784001-RE or CE.5784002-RE COMMISSION HEARINGS: CASE STUDIES V 3 HOURS ETHICS or BROKER MANAGEMENT CLASSROOM	Random Audit	1) An excellent class. 2) Instructor went over each case study and explained how our behavior as Realtors and members of the Community can effect the lives of our clients and ourselves. 3) The instructor was very professional and very knowledgeable about each case he presented. 4) A student came 30 minutes late due to a traffic stop, but was not admitted.	Letter to sponsor.	No response required.
COLDWELL BANKER PREMIER REALTY	11/07/14	CE.5817000-RE ETHICS, CONDUCT, AND AGENCY RELATIONSHIPS 3 HOURS ETHICS CLASSROOM	Random Audit	1) An excellent class. 2) The course content was well thought out and flowed nicely. 3) The interactive nature of the course combined with the instructor's knowledge and experience really brought the material home. 4) Classes that are presented by the author of the course are often far more in-depth and rewarding. This was one of those courses.	Letter to sponsor.	No response required.

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JC ARENS	11/12/14	CE.5852000-RE SAFETY FOR ALL 3 HOURS GENERAL CLASSROOM	Random Audit	<p>1) Use of examples were average. Everything else was fair or poor.</p> <p>2) It was dual teaching. The first hour was dominated by the male instructor talking about how the instructor was a LA Sheriff, a Military Combat Experts and a Martial Arts Expert. He explained how he would handle perpetrators should the need arise. The female instructor also displayed several items that you could carry with you to fend off a perpetrator.</p> <p>3) The presentation of the real stories as listed in the student outline was read by the female instructor word by word.</p> <p>4) Could not see how this class could give the licensee any knowledge to better service the public. It is possible that a small portion of the class suggestions in showing property could be helpful to the licensee.</p> <p>5) Some of the information regarding safety in showing may have been useful to the real estate practitioner. The Martial Arts references and demonstration would be least helpful. If tried without extensive training it could possibly get a person hurt.</p> <p>6) Auditor felt that the useful information covered by this class should take no more than one hour.</p>	Sponsor notified: based on auditor evaluation change of designation to Personal Development will be recommended to the Commission.	Sponsor response / Commission action.

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REAL ESTATE SCHOOL OF NEVADA	11/14/14	CE.5842002-RE ETHICS - THE 3 R'S 3 HOURS ETHICS INTERNET	Random Audit	1) An excellent course. 2) The course went through all the Articles of the Code of Ethics. 3) Being refreshed by all the Articles of the Code of Ethics was most useful. 4) There was no instruction after paying for the course that you would be sent an email to get access to the course. 5) The evaluation report is sent to the school and after receipt they send your certificate.	Letter to sponsor.	Response required.
REAL ESTATE SCHOOL OF NEVADA	11/14/14	CE-5853002-RE I'LL MAKE YOU AN OFFER YOU CAN'T REFUSE 3 HOURS CONTRACTS INTERNET	Random Audit	1) A poor course. 2) The course did not warrant 3 hours credit for contracts. Was able to complete it in 15 minutes. 3) Sponsor did not verify who was taking the course. 4) There was only 1 quiz. No final exam. 5) This course does very little to enhance a licensee's knowledge regarding making an offer that you can't refuse. There is very little practical value contained in this course to better serve the public. 6) This was very basic information that any licensee should already have attained in Pre-licensing and Post licensing education. 7) This course should not be offered for CE credit. There is very little learning going on here.	Sponsor notified: based on auditor evaluation withdrawal of course approval will be recommended to the Commission.	Sponsor response / Commission action.

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ADRIENNE ATWOOD	11/18/14	CE. 5829000-RE DISCLOSURE INSPECTION INSURANCE...OH MY 3 HOURS GENERAL CLASSROOM	Random Audit	<p>1) An average to good class.</p> <p>2) Four participants had on again, off again side conversations that could be distracting and did not indicate engagement from those individuals.</p> <p>3) The practical value of content to licensee's is high, as it relates to the day to day real estate activities. The value of information to better serve the public is also high in matters that are encountered in every residential real estate transaction.</p> <p>4) Instructor did an excellent job in answering difficult questions.</p> <p>5) Instructor had a representative from a title company present who interjected 5 times with statements, opinions, marketing material that was not beneficial to the presentation of material.</p> <p>6) The longest interruption was 3 minutes. Instructor should work on class control and input from non-participants.</p>	Letter to sponsor.	Response required.

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HOWARD AND FENN DEVELOPMENT	11/19/14	CE.5708001-RE TRUSTEE SALE AGENT AND INVESTOR CERTIFICATION COURSE 3 HOURS CONTRACTS CLASSROOM	Random Audit	1) An excellent class. 2) There was a very positive student response. There was in depth participation and excellent questions from the class participants. 3) Trustee sales and auctions are an area of real estate that the licensee, if knowledgeable, can aid in helping investors purchase investment property. 4) The instructor is very knowledgeable on the subject. He followed and completely explained every detail of the outline. 5) The class was instructed accurately and professionally. 6) An invitation was extended to all students to attend a trustee sale at Nevada Legal News any Friday and he would give a tour and explain the proceedings in future detail. 6) Excellent presentation and excellent class.	Letter to sponsor.	No response required.
NOVA HOME LOANS	12/08/14	CE.5747000-RE THE MORTGAGE PROCESS 3 HOURS GENERAL CLASSROOM	Random Audit	1) An excellent class. 2) The instructor is a very knowledgeable loan officer. 3) Information can help licensees determine if a client is eligible to buy what is needed to qualify for a loan. 4) There was lots of material and presented very fast. 5) Hard to put all this information together in one setting. My mind was overwhelmed.	Letter to Sponsor.	No response required.