



# Kandas Myer BGS, CES, SFR

Excellence in Real Estate Education

DECEMBER 16, 2014

Richard K. Johnson  
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RE: Commercial License Designation/Education

Mr. Johnson,

Please share the following information with the NV Real estate Commission:

I have been teaching accredited real estate CE in NV for over sixteen years. In recent years I have added a practical exercise to my NV Legislative Update classes that involve the suggestion of new real estate laws, based on what is needed in actual practice. We then discuss these legal 'proposals' and vote on them to 'pass' or be 'defeated'.

It has come to my attention that many Commercial Practitioners who attend such classes (and participate in the exercise) are suggesting that NV Statutes should require additional education and/or designation certificates for the practice of Commercial Real Estate. They have suggested that the ineffectual performance of some licensees who attempt to practice commercial transactions often result in great expense and/or harm to clients, to property and to the public (employees, damaged businesses, etc.)

It is also suggested that most of these licensees who cause problems are never 'reported' to the NV RED by the other agents due to the extremely small size of the commercial real estate community. The reporting agent would almost certainly be involved again with that ineffectual agent on a repeated basis during the course of practice. Thus, many of these disastrous effects, and the licensees who cause them, are never handled by the NV Real Estate Commission or Division.

Interestingly, the classes where I have witnessed these suggestions by Commercial Practitioners also have, in attendance, Residential Practitioners (usually in the majority). The class has always 'voted' to pass the proposed 'faux law' (to require Commercial Education/Designation) whenever the exercise is completed. This is certainly not true of all suggested 'laws'

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When I have used this exercise in classes, most of the time 25 to 50% of the suggested 'laws' pass. The suggestion to add required education or designation to practice commercial real estate has always met with 100% approval from other licensees. I respectfully submit the information be considered by the Commission.

Kind regards,

A handwritten signature in black ink, appearing to read 'Kandas Myer', with a long horizontal flourish extending to the right.

Kandas Myer BGS, CES

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