

**REAL ESTATE COMMISSION MEETING December 5-7, 2016  
REPORT OF AUDITS SINCE September 23, 2016**

SPONSOR	AUDIT DATE	COURSE NUMBER, TITLE, DESIGNATION & DELIVERY METHOD	AUDITORS REPORT/COMMENTS	STAFF ACTION & SPONSOR RESPONSE
ABC Real Estate School	9/23/16	CE.4203000-RE Practical Applications: Contracts Update IV Contracts Internet	<ol style="list-style-type: none"> <li>1. Course audited was 1 of a package provided by the Sponsor so there was a delay in getting the course materials after registration and the certificate after completion of the course.</li> <li>2. SRPD provided in the materials was the previous revision that had the initials lines on the last page of the form.</li> <li>3. There was good information to enhance knowledge of NRS and NAC different types of purchase contracts not commonly used or specific to subdivisions, etc.</li> <li>4. Answers to the final test were given in the practice quiz.</li> </ol>	Notified Sponsor who has taken steps to update form and address delays in issuing course materials and certificate of completion.
McKissock LLC	9/28/16	CE.5243001-RE National Marketing, Negotiations and Closing the Sale General Internet	<ol style="list-style-type: none"> <li>1. Very basic course, mirroring pre-licensing material. If the 3 course chapters were divided up, each might be a satisfactory course for basic post-licensing modules B, A and L, with some overlap with other modules.</li> <li>2. Emailed a question to the instructor and course provider. No response within about 18 hours.</li> <li>3. McKissock's delivery platform is probably the best out there, includes links or embedded videos to resource material and is always great.</li> <li>4. The course is entirely too basic for anyone who's had a license for more than a year. Finished the course in 39 minutes</li> </ol>	Notified Sponsor. Sponsor to terminate the course after 12/5/16 to give time for completion to currently enrolled students.

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Key Realty School	10/20/16	CE.4385000-RE Contracts to Purchase Nevada Real Estate Contracts Classroom	<p>1. Class started at 1:03 with a short pitch from Nevada Title and another promotion from the company where the class was held - maybe 10-15 minutes for both. Two 10 minute breaks during class and then class was. It appears the outline was followed up to the last two items: Equity Sheets and Informational Bulletin #005.</p> <p>2. The general response from the class was positive. Purchase agreement used is the new GLVAR form so there was general interest.</p> <p>3. While sometimes tedious going over the purchase agreement pretty much line-by-line I find it helpful review. Again, this was going over GLVAR's new RPA so it was probably more beneficial than normal because it was so new. A live classroom setting seems to produce new questions that I think are of practical value to licensees.</p> <p>4. What instructor did well: Engaged attendees by name. Generally made a "dry" contracts class interesting. What instructor could have done better: Could have consulted with GLVAR or taken one of GLVAR's broker presentations regarding the new RPA to get some better insight on why some of the classes were rewritten the way they were.</p> <p>5. Most useful: new contract clauses and importance of dates contained within the RPA. Least helpful: to an experienced licensee, while useful, the acronyms on page 18 of the (Sponsor's) outline.</p> <p>6. I tried registering online but was unsuccessful and gave up and called in. Once I called it was easy to register. Not easy to get a receipt. I received an email with a web link, user name and password that enabled me to see that I was registered but no receipt or evidence of the class cost.</p> <p>I have 2 broker's licenses, one license number appeared on the certificate but only part of the 2nd license number printed on the 2nd certificate.</p>	Sponsor was notified and has responded to the Division's satisfaction.

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