

**REAL ESTATE COMMISSION MEETING July 12-14, 2016
REPORT OF AUDITS SINCE February 10, 2016**

SPONSOR	AUDIT DATE	COURSE NUMBER, TITLE, DESIGNATION & DELIVERY METHOD	AUDITORS REPORT/COMMENTS	STAFF ACTION & SPONSOR RESPONSE
Steven Kitnick Seminars	2/10/16	CE.4252000-RE Nevada Law and Legislation 2015-2016 3 HOURS Law & Legislation Classroom	<p>1) An excellent class.</p> <p>2) Class participation was high - many questions and comments, plus examples of class members experiences on subjects discussed.</p> <p>3) There was a lot of practical value including the "Mortgage Relief Act" and the fact that Legislators react to problems as they come up.</p> <p>4) The instructor was very knowledgeable concerning the Law as far as NRS subjects. He answered questions in detail and explained each Law thoroughly.</p> <p>5) Because of printer malfunction, no handouts were given. The instructor said he would email the handout to anyone who requested it. Missed having it during class because it is helpful in understanding the class subject and taking notes.</p> <p>6) The most helpful was Short Sale information on Lender Rights - debt forgiveness guidelines. Nevada is a recourse and non recourse State - seek Tax Professional advice, also HOA liens, construction defect claims - seek Builder warranties first.</p> <p>7) National Title Representative spoke concerning their services and Nevada State Mortgage spoke briefly about his company. Instructor suggested attorney to contact for Real Estate problems - William Devine.</p> <p>8) I always get a lot of information from Steven Kitnick classes.</p>	Letter to sponsor. No response required.
Old Republic Exchange Co.	2/17/16	CE.4296000-RE IRC Section 1031 Tax-Deferred Exchanges in Today's Market 3 Hours General Classroom	<p>1) It was an average class.</p> <p>2) If the instructor had followed the outline it would have been a 3 hour class scheduled from (1:00-4:00pm), but there was a technical issue with the laptop used for the PowerPoint that lasted for 15 minutes. There was a single break at that time but none the rest of the class. The entire class lasted from about 1:10 to 3:00 including the single 10 minute break. Some of the material wasn't covered in detail and some was omitted entirely.</p> <p>3) Five students attended although one left when the technical difficulty developed. The instructor seemed to me to be well versed in the subject matter and even though some material was not covered I think the most important legal points were covered. There were a number of questions from all the students and they were all answered to everyone's satisfaction.</p> <p>4) In my experience, after the market collapse, there wasn't much reason to consider a 1031 exchange but as the market has recovered I think there will be more opportunities and with agents knowledgeable about the possibility I think it offers the public a legal opportunity to avoid paying taxes as well as possibly enhancing the sales price and/or reducing the time on the market for one or more properties.</p> <p>5) The instructor was very knowledgeable about the subject matter and very good at explaining was his strong suit, and glossed over a lot of material as too complex for licensees.</p> <p>6) Most helpful in the outline was page 8 - FAQs and the explanations. The section on Exchanging with Related Parties seemed to be the least useful of the material - good to know but not as important as the rest of the material.</p> <p>7) Sponsor briefly offered a number of free marketing services in order for student to increase their share of investor business who, generally, would be the target market for a real estate agent trying to increase business.</p>	Letter to sponsor. Sponsor responded to withdraw the 3 hour course and apply for a 1 or 2 hour course. In addition the instructor for the course is no longer with the company.

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GLVAR	Audited 2/17/2016 Received 3/2/2016	CE.4258000-RE 2015 Legislative Law Update-How It Affects Licensed Real Estate Agents 3 Hours Law & Legislation Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The course was very well received by all who attended and it kept their attention, which is usually difficult in a night course. 3) This course facilitates a licensee's knowledge of current laws, legislation and related matters that are extremely relevant and practical at the federal, state and local level. 4) The instructor was exceptional in his ability to provide background and history on legislation and the legislative process. At the same time, he was able to keep the course highly interactive and relevant. I'm not sure there was much he could have done better. I came away with a great deal of insight from this course and was very pleased to have attended. 5) The discussion of current laws and statutes that affect our day to day practice of real estate was particularly relevant. The CFPB/TRID information was most relevant a few months ago, but has quickly diminished in being useful to licensees, but the instructor minimized this discussion and augmented other topics that were much more relevant and timely. 6) This instructor always delivers value in his classes and we all benefit from his experience and insights. 	Letter to sponsor. No response required.
Jimmy Dague	03/08/16	CE.4113000-RE Top Six Technology Platforms To Better Serve Your Clients 3 Hours General Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The course material was relevant to our industry and filled the required time. 3) The class was well engaged. There was a lot of practical interaction among all the licensees. 4) A lot of the course was focused on how internet technology can help licensees better communicate with the public at large as well as enhance our communication with existing customers, clients, and other licensees. 5) The multi-media presentation is always engaging and entertaining and enhances the ability to retain the information presented. I've taken a few classes from this instructor over the years and he always seems to have an underlying message that our relationships with our clients, the general public, and other licensees is important to our overall success and an important part of being a human being. He uses licensees names to keep everyone engaged and focused. I have to say that of all the instructors I have taken courses from in my 35 years as a Nevada licensee that this one is in the top 3. I'm hard pressed to think of anything he could do better. 6) Making us think about what would be important to a consumer rather than focus on what each of the students thought was important to themselves would be most useful - getting to think of other's needs rather than focus on our own that seemed to be most useful. 7) A few younger licensees were quite tech savvy and the instructor drew upon their knowledge to enhance the classroom experience. 	Letter to sponsor. No response required.

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Real EstateCE.com	03/08/16	CE.4309000-RE Disclosure Is Not A Secret 3 Hours General Internet	<ol style="list-style-type: none"> 1) A very good course. 2) The course did merit the 3 hours. Very thorough summary of Disclosures and included updates for TRID (TILA/RESPA Integrated Disclosure forms). 3) The course structure and materials did aid the self-paced study process. A separate 3 question quiz after every Chapter, plus it was mandatory to spend 3 hours studying the course materials. 4) Disclosures are a vital component of a Real Estate Transaction - from the listing to the close. 5) The course included information about the TRID changes very useful. Least important were the out of state case studies. 6) Very well done course and navigating the pages, quizzes, and test was easy and user-friendly. 7) Registering for the course was also very easy--pick your State and then pick your course--easy online payment. 8) The designation was missing on the CE certificate. 	Letter to sponsor. Sponsor has added Nevada ruling cases to the course content and has provided a corrected certificate to reflect the course designation.
ABC Real Estate School	Enrolled in February, 2016 Completed 3/11/2016	CE.4205000-RE Practical Fair Housing III 3 Hours Ethics Internet	<ol style="list-style-type: none"> 1) An excellent course. 2) The course does merit the 3 hours, very accurate description. 3) Did ask a question in regards to the course and received an answer within 30 minutes. Answer was satisfactory. 4) The content of the course brings the student up to date information regarding Fair Housing and has examples of violations and how to avoid them. 5) All the information was helpful. There was nothing that would be least helpful. 	Letter to sponsor. No response required.
Key Realty School	3/14/16	CE.4184000-RE Examining Purchase Contracts 3 Hours Contracts Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The course did merit 3 hours. 3) The instructor was very good at keeping everyone involved in the subject, by breaking everyone into groups and keeping the subject interesting. 4) The instructor went over the information for contracts, including all documents that need to be in a contract and when the documents should be done. 5) The instructor was very outgoing and energetic with the information she was sharing with the people in the class. She was very good at keeping everyone's attention and keeping everyone involved in the class. Not sure what she could have done better, class went very well. 6) I felt the most informative information was actually going over a contract, when each form should be done and what the broker's responsibility is to the customer. 7) I felt the class was very informative and educational. 	This was an announced audit. Letter to sponsor. No response required.

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Key Realty School	3/14/16	CE.4185000-RE Ethical Standards Practice 3 Hours Ethics Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The course did merit 3 hours. 3) There was a good response from the other participants and the instructor was quick to answer any questions. 4) The instructor stressed several times the importance of the information; how to serve the public and customers. She also spoke on how to get more customers and that word of mouth and social media are very important. 5) The instructor was very good at getting the people in the class involved, she was very outgoing and very willing to answer questions. The class ran out of the Ethical Standards of Practice handouts for the class, so not everyone had a copy and therefore students teamed up and shared. 6) The instructor suggested that new brokers/salespersons go through an apprentice program to make sure the brokers/salespeople totally understand their responsibilities to the public. 7) The class was very informative. The instructor was very energetic and enthusiastic about her profession and very forthcoming with tips for the other brokers/salespeople in the class. 	This was an announced audit attended by NRED staff. Letter to sponsor. No response required.
Windermere Prestige Properties	3/17/2016	CE.4173000-RE Seller Contracts For A successful Transaction 3 Hours Contracts Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The course merited the number of hours for which it was approved. 3) Most of the class participated in discussions and questions. Most agreed they had learned new facts about the documents covered. Most seemed very happy with the course. 4) Knowing more of the subject material in the Duties Owed, Residential Property Agreement, and SRPD (Sellers Real Property Disclosure) makes all agents more knowledgeable and therefore better able to serve the public. 5) The instructor kept the class engaged for the entire time and therefore did well. Given the nature of the class and the room, the instructor did all she needed to make her points and develop discussion among the class participants. 6) Just reviewing the documents was the most helpful, as it allowed the students to internalize the points the instructor was trying to emphasize. There was no least helpful information. 7) A good class for the licensees who were in attendance. Lots of participation by students, no questions left unanswered. 	Letter to sponsor. No response required.

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Professional Institute of Technology & Accounting	Audited 3/17/2016 Received April 6, 2016	CE.5507001-RE Red Flags: A Property Inspection Guide 6 Hours General Correspondence	<ol style="list-style-type: none"> 1) An average course. 2) The course content did merit the three hours. It was an interesting subject. 3) It was very easy to contact the sponsor Professional Institute of Technology & Accounting (PITA) through email and also phone calls in regards to registration. 4) Review questions at the end of each chapter of the book. The review answers are at the back of the book. No answers provided for the final exam. 5) The course content was very thorough overview of construction, exterior conditions and environmental concerns. 6) The most beneficial were the reasons to be concerned with "Red Flags". The least helpful were the case studies from other States. 7) Poor communications between sponsor (PITA) and student. It took several phone calls and emails. It took over two weeks to finally receive completion certificate. The first certificate sent had an incorrect name. 8) When I signed up online; the front page of the (PITA) website was a larger Ad for Keller Williams. 9) The coursework was very good, but the interaction with sponsor (PITA) was not acceptable in regards to the completion. 10) The certificate does not have the proper course number: CE.5507001-RE, the number of hours, designation, nor delivery method (has taken and successfully completed a Correspondence offering of the title of the course), or the date it was completed and that (This course is approved by the Nevada Real Estate Commission). 	Letter to sponsor. Sponsor has withdraw all their courses, due to staff changes and no instructor. They will reapply when they have an expert in the area of real estate to effectively run that CE program.
Real Estate School of Nevada	4/6/16	CE.4208002-RE From Offer to Contract to Closing 3 Hours Contracts Internet	<ol style="list-style-type: none"> 1) The course material would be acceptable for the designation; however the number of hours is not acceptable. There are 57 slides, at a leisurely pace the course is able to be completed in about half an hour. 2) There is no ability to revisit the information once you have completed the course. 3) Several slides are unmarked GLVAR forms, the presence of which has no stated goal or instructive note stated. 4) Within the course a student may use a "feedback" button. While the button is not labeled as help, I assume this is what you would use. 5) The course structure did aid the self-pace study process. 6) A majority of information presented by the class would aid the licensee's understanding, and therefore ability to serve the public. There were a few examples of questions that are regularly asked by the clients and appropriate responses. 7) Of particular benefit, is the classes' notice that net sheets should be used for presenting multiple offers and the obligation to turn in rejected offers to the licensee's brokerage. 8) A confusion of "offeror" and "offeree" exists on slide 9 (in the heading), which is a continuation of slide 8-the paragraph is correct but the heading is not. 9)The information presented is not in itself lacking benefit but the amount of material, examples and depth of analysis is too limited. While the information presented in a class room setting may give opportunity for examples and discussion, the self-paced internet student will have a lacking experience that is all too brief. 10) The sponsor needs to look for ways to do more than state basic information. Expanding on the information in a meaningful way can provide greater opportunity for the student to explore the aspects and the best practices of contracts. 	Letter to sponsor. Sponsor responded and will be adding additional supplemental materials within the course and updating the forms that GLVAR's markings are present and will submit that material by July 31, 2016.

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Continental Credit Corporation	4/13/16	CE.4328000-RE FICO Scoring Education 3 Hours General Classroom	1) An excellent class. 2) This is a very important class for all licensees. Learning the ins and outs of the FICA score affects every American and all possible clients. The information that is presented in this class gives the class the opportunity to use the information immediately to better their credit scores. Knowing how to win is half the battle and the education offered is gleaned from an expert in the industry. 3) A licensee that takes this class can now help a person better their credit scores by recommending fantastic out of the box tips. Also the licensee can recommend a qualified company to help the public better their FICA score and turn qualify for loans to purchase a home. 4) The instructor was able to organize and communicate to the class all the valuable information. 5) The most useful information was presented through a pie chart that explained how the FICA score is broker down. The instructor systematically went through the pie chart and educated the class on how to maximize a positive change in FICA score.	Letter to sponsor. No response required.
Steven Kitnick Seminars	4/14/16	CE.4341000-RE Avoiding Fixtures & Personal Property Disputes 3 Hours Contracts Classroom	1) The course did merit three hours. There were lots of questions and a number of licensees stayed even after the course was 'officially' over. 2) The material dealt specifically with different parts of the GLVAR contract. 3) As stated - lots of class questions and anecdotes from most of the attendees. Mr. Kitnick has been in Nevada for some time and knows many of the licensees by name and called directly on some for their opinions and anecdotal information concerning disputes. 4) What is and is not personal property versus real property has evolved and I think continues to evolve since I was first licensed. So learning legal definitions and, especially, partaking in the classroom discussion is helpful to all licensees to better serve their clients; to avoid misunderstandings and disputes. 5) The instructor is very good at engaging the class in active participation. The hand out /power point slides seemed a little weak - easy for me to criticize I know but the first few pages seemed somewhat oblique to the rest of the course material. 6) The M-A-R-I-A test was a very useful mnemonic device. In all the years I have been licensed, I haven't encountered it before. The M-A-R-I-A test stands for: Method of attachment Adaptability Relationship of the parties Intention of party when the item was attached Agreement between the parties	Letter to sponsor, No response required.

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Steven Kitnick Seminars	4/15/16	CE.4339000-RE Red Flags & The Duty to Investigate 3 Hours Agency Classroom	<p>The course merited the number of hours but not the designation of agency. While it is likely to discuss complimentary factors that contribute to agency, the greatest amount of time was given to "red flags" seen by participants. The class is truly about disclosures made by sellers and licensees with a survey of agency, ethics, risk management, contracts and legislative updates. Agency, as the basis of ethics or contracts was not discussed and the concept of agency was discussed for about 20 minutes and then left behind.</p> <p>The instructor often missed "teaching moments" or opportunities to link the participant's stories to agency. Two clear specific-to-agency questions were asked by participants and the instructor answered "I don't know" with no offer of follow up. Neither question was complex and both could be assumed to be asked by future participants.</p> <p>The instructor did not discuss when agency is created and this should be addressed, not simply the Duties Owed. The instructor made reference to "general" vs "specialized duties and "property" vs "transaction" duties but did not revisit or explain any distinctions.</p> <p>The instructor appears both experienced and creates an enjoyable classroom environment. While the participants shared experiences, the instructor would ask "who did you represent" but that is not sufficient enough to consider the time spend discussing agency. Particularly, as the instructor would respond to the story by referencing the Seller' Property Disclosure or the sellers contractual obligations. Moving to the outline "Red Flags Learning Objectives & Outline", the following were not discussed; "Beyond the Licensee's Authority", repair plan portion of "What are Distress Structures", "Mold", "buyer's Home Inspection." The "Examples" mentioned in the outline were disbursed throughout the class but lasted, in total, for greater than an hour. The outline would lead to one to believe that agency is introduced and all subjects after relate or linked by the instructor to agency but this is not the case. I believe that under a general designation, the course could be of a benefit to licensees showing that the interworking of contracts, agency, risk reduction, disclosures are all a part of home inspections. As presented, there is not enough Agency to meet the designation.</p>	<p>Letter to sponsor that In accordance with NAC 645.4432 the reference course was audited and the Administrator determined, pursuant to the audit, that the course content does not meet the standards for an Agency designation, and notified sponsor that the course content will be assigned a General designation. Sponsor responded that he will not be appealing the decision to re-designate his course. The course has been assigned CE.4339001-RE number as General designation.</p>
RealEstateCE.com	4/18/2016	CE.4315000-RE Risk Awareness 3 Hours General Classroom	<ol style="list-style-type: none"> 1) An excellent course. 2) The course did merit the approved hours. It is one of the more relative CE classes I have audited, aimed at the middle of experience of Real Estate salesperson; easy to understand, and yet informative. 3) The course structure and materials aid the self-paced study process. 4) The course content enhances the licensee's knowledge to avoid lawsuits and misunderstandings. 5) The topic on disputes was most useful. 6) Need to change the term "dual agency" with agent who represents both sides of a transaction for Nevada. 	<p>Letter to sponsor. Sponsor has added NRED - Position statement regarding Multiple Representation in Real Estate Transactions in Nevada.</p>

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First Centennial Title	Audited April 21, 2016 Received May 2, 2016	CE.4261000-RE New Laws 2015 3 Hours Law & Legislation Classroom	1) An excellent class. 2) The course merited the 3 hours it was approved and followed the outline. 3) The course was well received and the class was attentive. 4) Agents need to know (and follow) the basic laws. This course gives them a basic overview which helps them in helping their clients. 5) The instructor had the respect and trust of the attendees. The only thing she could of done better is add practical examples. 6) All the items of the class were relevant and helpful. 7) These topics are fairly cut and dry, thus not much else can be added.	Letter to sponsor. The instructor responded that they will do their best to provide practical examples of how to obey the law.
The CE Shop	5/2/2016	CE.4327000-RE Attracting Online Consumers: Listings and Syndication 3 Hours General Internet	1) An excellent course. 2) The course does, in my opinion, merit the approved designation and number of hours for the average licensee. 3) The CE Shop requires an account be set up. Once it's set up, it remembers me. The CE Shop takes it a step further than other providers in that you I have to log in again, with password, before I can take the final exam. Filling out the evaluation report is required in order to obtain a certificate of completion. 4) The response time was less than 24 hours to reply, and may have been less had I asked the question on a weekday rather than on a Sunday. I emailed the question on Sunday and had an answer on Monday. 5) The provider's structure and materials are excellent; lot of links to resources to further explain the material being presented, and it's possible to print any or all of the pages (slides) of the course itself. Brief 1-question or true/false quizzes are offered regularly to reinforce learning, then unit exams, then a final exam. Results are published immediately, with the chance to go back and review and then re-take the quizzes and unit exams as often as needed to pass; you MUST pass to move on. Final exam results are also published immediately, with the change to go back and review and then re-take the exam one time only. 6) This course provides both overview and in-depth information for online advertising and listing content distribution, including use of syndication vendors to distribute listing content. The pros and cons of syndication agreements and legal concepts of copyright infringement and plagiarism are thoroughly explored. Fair housing comprises one full unit (out of 5). All were thoroughly covered, including summaries and brief re-visits in subsequent units. The course content does merit the "General" designation and almost an "Ethics" qualified course. Certainly it covers lots of "should" and "should not" with regard to agency relationships, ethics, law of advertising and Fair Housing. 7) There is nothing in this course that I found not helpful to real estate practitioner. From my perspective, the thorough education on the topic of listing syndication/distribution, with the pros and cons and clauses to watch out for was the most useful. 8) Great course! No additional comments, as I felt this was a beneficial learning experience course.	Letter to sponsor. No response required.

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Ben C Scheible Seminars	Audited April 21, 2016 Received May 4, 2016	CE.5409000-RE Ethics and the Law 3 Hours Ethics Classroom	<ol style="list-style-type: none"> 1) Excellent class. 2) The course showed there is a difference in some cases between what can be considered ethical and what is law. 3) The instructor was very good at keeping the attention of the attendees. He kept the atmosphere light and kept everyone involved. 4) The reading material could have been organized better; it seemed we had to do a lot of back and forth with the material to keep up with the lecture. 5) The case studies that the instructor went over with the attendees were very interesting; stated facts and what law pertained to the case. Everything covered in the class was very helpful. 	Announced audit. Sponsor responded to Division satisfaction.
Ben C Scheible Seminars	Audited April 21, 2016 Received May 4, 2016	CE.5569000-RE Broker Management: A New Approach 3 Hours Broker Management Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The course was more for the brokers, however there were some sales people in the class. The topics kept both brokers and sales people involved in the discussion, sometimes the sales people were even more involved than the brokers. 3) The instructor towards the end of the class stated he was working on a procedures manual for a brokers office and asked the class what they thought should be in the manual, the responses were very good and brought several concerns that both the brokers and the sales people have with regard to different topics, such as safety, advertising and general office issues. The instructor also suggested having weekly meetings in the offices to go over not only ethics but law and the changes to the law. 4) The instructor was very good at keeping the attendees involved. The written information supplied could have been organized better to make it easier to follow, just seemed a little disjointed. 5) I do not feel any of the topic covered would not be useful to both the brokers and sales people, it was education to both. 6) The instructor covered the material very well and then opened the class up for discussion. The discussion between brokers and sales people was very educational for both parts. Even when it was opened up for discussion the instructor still maintained good control of the subject matter. 	Announced audit by NRED staff. Letter sent to sponsor. Sponsor responded to Division satisfaction.
Reno/Sparks Association of Realtors	5/4/16	CE.4338000-RE Top 10 Mistakes that Agents Make 4 Hours General Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The instructor kept the participants engaged in all aspects of the materials he was teaching, with just the right amount of information mixed with humor. The participant involvement was great. 3) The instructor went over how to better serve the public and gave the class some examples of how to serve the public, what questions to ask of a prospective buyer. What a good web page looks like and what information should be on the web page, where to look for a find a web page that is working really well. He gave examples of what he does to help grow his business and how to get repeat customers or even just a referral. 4) The instructor kept the class involved throughout the entire presentation. He took time to answer all questions even staying after the class was over. All of the material he covered was done in an interesting way and with a little humor. 5) The instructor provided the class with a couple of checklists that he suggested real estate practitioners use to better understand what a potential buyer or seller wants from them. Websites to increase not only their business but what a prospective buyer or seller does and does not want in a web page. Also went over how to make sure you are servicing the public at the best of your ability. 6) There were some video presentations that also helped keep the participants engaged. Everyone walked away from the class with ideas on how to better serve the public. 	Announced audit by NRED staff. Letter to sponsor. No response required.

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Nevada Real Estate Academy	5/6/16	CE.4242000-RE Designated Agency in Nevada 3 Hours Agency Classroom	<p>1) The course did not merit the number of hours. The actual content used by an agent, like forms client interaction, could have been covered in an hour. So much was history and even though maybe good to know as an instructor, agents aren't going to use it.</p> <p>2) A lot of this was the history of agency and although interesting to me I really can't see how a practicing agent would use most of it. I doubt any of my agents are going to discuss the changes in the law in 1995 or the Edina case.</p> <p>3) There was discussion of forms, how to complete them, how to present them and how to use them. As far as the history, the cases and the law, that could have been shortened.</p> <p>4) I felt very bad for the instructor, she is an excellent instructor; however, she did not author this course and apparently did not have any direction or had not seen it presented. There were a couple of people in this class that are going to be teaching it and so they have a bit of heads up on it. I think it would have been very helpful for her had she actually attended the class presented by the author and known a little more of the direction or why some of the content was relevant. She did an excellent job given the constraints.</p> <p>5) The use of forms, how to fill them out, how to present them and when to use them is great.</p> <p>6) In the beginning of the class there were no instructions given as to no phones, laptops, etc. I did witness several people with phones out glancing at them, using phones (not on the phone but for text or email). A couple of phones were on vibrate and not silent; maybe a reminder to put the phones on silent would have been good. Also, one person with a laptop and so the clicking of the keys was a bit distracting.</p>	Letter to sponsor. Sponsor has responded to Division satisfaction and the instructor will no longer be teaching their course.
United Speakers Bureau	5/6/16	CE.4354000-RE Capture More Buyers, Buyers Brokerage 3 Hours Contracts Classroom	<p>1) An excellent class.</p> <p>2) The course was received well by the attendees.</p> <p>3) The course provides a practical methodology for working with buyers which is not typically provided by offices and schools. The practical value includes probing questions to find buyer's needs (parameters) to the Buyer's Broker Agreement and resource materials all aimed at making the agent better equipped and more knowledgeable.</p> <p>4) The instructor did a very nice job. He held the students interest and got the students involved in the materials. He gave practical examples for best methods of working with Buyers and provided back up materials for the students to use later.</p> <p>5) Buyer's Broker Agreement, probing questions explanations, use of statistics, offering value concept, prepared Buyer package and ordering of showing.</p> <p>6) The venue, The Bungalow Room at Born and Raised, was a very nice setting. I heard several students comment saying they liked it.</p>	Letter to sponsor. No response required.

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Black and LoBello	5/10/2016	CE.4108000-RE Ethical Concerns for Real Estate Licensees with an Emphasis on Community Property Issues 3 Hours Ethics Classroom	<ol style="list-style-type: none"> 1) An excellent course. 2) The response was very good, but the instructor lost control of the class and was not always real clear in his answers. He did not seem to know that the (Sellers Real Property Disclosure - SRPD) was a required form - he alluded to the use of others in its stead. 3) The instructor covered a lot of CYA procedures which is very good and how to respond to questions outside our area of expertise by referring them to sources of the requested information. He talked about checking out the client through google and the courts. 4) The instructor brought a lot of good information to the table and disclosures could have done better. He was vague about title vesting and only kept saying to send clients to a lawyer. 5) The course content was all useful, but the part about community property and vesting on deeds was not clear. 6) The instructor was not strong enough personality wise to control a bunch of A+ personalities. 7) The instructor had a PowerPoint that we did not receive copies of and it was a little hard to follow the handout materials. He did not review most of the NRS 123 materials - Community Property. 8) CE certificate was issued with an incorrect CE number. 	Letter to sponsor. Sponsor responded to Division's satisfaction and corrected the CE course number on the CE certificate.
Nevada Real Estate Academy	5/13/16	CE.4253000-RE Legislative Law - How it Affects You and Your Business 3 Hours Law & Legislation Classroom	<ol style="list-style-type: none"> 1) An excellent class. 2) The class participated and paid attention to what was taught. I feel this is a valuable class. The information taught takes out the mysteries of the legislative process. 3) This course elucidated the need for licensees to keep a vigilant eye on all upcoming and currently passed bills to ensure that they do not adversely affect the general public and that they do not adversely affect the ability of the Real Estate agent to make a living. 4) The instructor did a great job educating the class about the Law and Legislation. The instructor is very educated in this field and made great use of videos to show the value of staying involved in the legislative process. 5) The instructor did a great job educating the class about the functioning government of Nevada with respect to making bills and other legislative changes that have taken place. He also explained the implications of these changes. He also advised the importance of the Realtor legislative team that takes action against bills that can be potentially harmful to the financial welfare of the Real Estate agents. 6) Indirectly I now have a greater understanding for the need to support the legislative arm of Real Estate agents who safe guard and act as a watch dog in the legislative process. I realize that i my busy day a bill that passes can change the way I do business overnight. 7) This was a great class and both thoroughly educational and enjoyable. 	Letter to sponsor. No response required.

**REAL ESTATE COMMISSION MEETING July 12-14, 2016
REPORT OF AUDITS SINCE February 10, 2016**

SPONSOR	AUDIT DATE	COURSE NUMBER, TITLE, DESIGNATION & DELIVERY METHOD	AUDITORS REPORT/COMMENTS	STAFF ACTION & SPONSOR RESPONSE
Windermere Prestige Properties	5/26/16	CE.4318000-RE The Masterful Agent 3 Hours Agency Classroom	<p>1) The course covered all the Agency information thoroughly.</p> <p>2) Not an easy subject to make too interesting but personality of instructor kept everyone engaged and alert. Everyone seemed to enjoy the instructor and class material.</p> <p>3) In all the years I have been involved in real estate I don't think a licensee can ever have too much review of agency and how it relates to working with clients, customers, and other agents. While the forms required by NRS don't change substantially the material brought a refreshing perspective to the material.</p> <p>4) The instructor was friendly and animated thus making a potentially dry subject interesting. She engaged the small class individually so that everyone who wanted to contribute anecdotes and/or ask questions was encouraged to do so. I asked a question concerning "Confirmation of Agency" form and the instructor thought it was not required to be used because the GLVAR purchase agreement incorporates it. It is my understanding that the form is still required if there is an unrepresented party to the transaction.</p> <p>5) Normally, I would assume that going over the Duties Owed form would be least helpful, however, based on the comments of some of the other licensees there was a misunderstanding about the form creating an agency relationship. So going over that aspect (it does not create such a relationship) was helpful for this group. It also lead into multiple representation discussion that was helpful although, in my opinion, the material could have done more to stress conflict of interest inherent in multiple representation.</p>	Letter to sponsor. Responded to Division satisfaction.
Kaplan	5/29/16	CE.4267002-RE Understanding 1031 Tax-Free Exchanges, Third Edition 3 Hours General Internet	<p>1) The course merits the hours and the designation. This is an excellent overview course.</p> <p>2) The course structure and materials did aid the self-paced study process. The format was well-planned, with plenty of extra materials embedded in the course.</p> <p>3) By providing an overview of the 1031 process, the licensee is better prepared to discuss this option with his or her investor clients. Additionally, throughout the course the material reminds the licensee to advise the client to seek professional legal and tax advice.</p> <p>4) The additional forms and materials added a lot to the course. I felt a few of the questions were poorly written and can/will lead to some confusing by the student.</p> <p>5) Because many students taking this course will do it at night or on the weekend, the non-availability of the school to answer questions in a timely manner could be a detriment. Typically these students don't want to wait until tomorrow or Monday to obtain answers or information, as they are on to another matter.</p>	Letter to sponsor. Forwarding this information to the "content team" to review and revise and provide the changes by July 31, 2016. There is a support team; the longest response time could go as long as 14 hours.