

**REAL ESTATE COMMISSION MEETING: MARCH 2019**

**REPORTS SINCE DECEMBER 2018**

<b>AUDIT DATE</b>	<b>SPONSOR</b>	<b>COURSE NUMBER, TITLE, DESIGNATION, HOURS AND DELIVERY METHOD</b>	<b>AUDITOR RATING AND COMMENTS; STAFF ACTION AND SPONSOR RESPONSE</b>
11/15/2018	Ratewise Mortgage	CE.5991000-RE Contracts and Mortgage Milestones General 3.0 Classroom	<ol style="list-style-type: none"><li>1. The instructor and the course materials were both excellent.</li><li>2. This course did merit the number of hours and the designation it was approved for.</li><li>3. The instructor did follow the course outline. The instructor did a good job of following the content. I observed a very positive response to the course topics from the other participants. They did the CE class in a new home sale and created a camping style atmosphere with night stars, and wilderness sounds. Their room decorations also added to the ambiance. The instructors where both dressed in camp counselor outfits. Although turning off the lights can lead to people typically falling asleep in a CE class, they two instructors help everyone's attention.</li><li>4. This course did enhance the licensee's knowledge to better serve the public with practical value of content. The course provides a really in depth and unique view into the lenders process and with a great emphasis of the "pre-approval" process. The agents that take this class will increased their awareness of some of the pitfalls that might prevent a buyer from getting a loan. Some of those pitfalls can be prevented and the agents can help navigate the buyers. But we learned that there are other situations that are beyond our control.</li></ol>

			<ol style="list-style-type: none"><li>5. The instructors communicated their points well.</li><li>6. The most useful information in my opinion was understanding the real value of the pre-approval letter is very beneficial. Also communicating with lenders on what they do and don't do to pre-approve the buyer can give you a real sense of how you are flying in the blind or not when it comes to the lender getting that buyer a loan. The least helpful thing required further clarification. They advise to obtain the lender disclosures from the lenders. When pressed they meant to obtain the lenders disclosures through the buyers themselves. Ultimately it will be the buyer's decision if they want to share their lender's disclosures with the agent.</li></ol>
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12/14/2018	Global Property Seminars	CE.6171000-RE Being Accountable Property Management 3.0 Hours Classroom	<ol style="list-style-type: none"><li>1. The instructor and the course materials were both good.</li><li>2. As the course stands now, the course does not merit the number of hours and designation that it is approved for. She needs to add content in each area of the outline by means of adding examples of issuers that arise. For example, her slide business assessment is too broad and does not give the attendee any direction of each of these important topics. For example, under managing employees, are they 1099 or W-2? Are there policies for employees, etc.? There were many places where trouble shooting discussions could have been added.</li><li>3. The instructor followed the outline and the students liked the class. One did not speak English well enough to understand what we were saying, and one was not a permit holder, which left only two of us to participate.</li><li>4. This courses' practical value content assists licensees with a review of everything learned each year.</li><li>5. The instructor was very personable, and she lands on her feet well, but I do not feel she has enough experience in actual property management to teach a property management class. She did take us to the Open House Newsletter and showed us</li></ol>

			<p>the commission actions of property management issues which is always an eye opener. She could have spent more time on tax reporting.</p> <ol style="list-style-type: none"><li>6. This class was great as a general review. The one thing that I did not like which was not completely clear was the custodial accounts vs trust accounts.</li><li>7. There was no extraneous marketing which was nice. The class just needs to be expanded to explain all the rules, so the student knows how to and why many items are required.</li></ol>
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12/16/2018	The CE Shop	CE.6121000-RE Technology, Tools, Trends, and Risk Management General 3.0 Hours Internet	<ol style="list-style-type: none"><li>1. The course content materials and the delivery method were both excellent.</li><li>2. This course does merit the approved designation and the number of hours that it was approved for. It was necessary for the student to spend at least three hours actively taking the course material online and it was timed.</li><li>3. A question was asked via the telephone and they resolved my question about the certificate immediately and they emailed the certificate immediately as well.</li><li>4. The course structure and materials did aid the self-study process. The materials were excellent, and the subjects were those that I believe every real estate professional can use! And there were great resources that could be downloaded. Excellent!</li><li>5. The course enhanced the licensee's knowledge to better serve the public with practical value and content with timely information and resources about today's technology. Excellent!</li><li>6. The most important aspect of the course was that they included a link to a 33-page report and Power Point presentation from NAR about real estate in a digital age. The</li></ol>

			<p>least important was the section on drones because only a few will purchase a drone.</p> <p>7. In only a 3-hour online C.E. course, they provided excellent information, a comprehensive review of techniques to make sure the student completely understood the course work and many links to a wealth of data and resources for the online student at a cost of only \$29.00 dollars. This is an excellent course that every real estate salesperson and broker will get benefits from. Excellent!</p>
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AUDIT DATE	SPONSOR	COURSE NUMBER, TITLE, DESIGNATION, HOURS AND DELIVERY METHOD	AUDITOR RATING AND COMMENTS; STAFF ACTION AND SPONSOR RESPONSE
12/18/2018	Brightwood Career Institute	CE.6061000-RE Contract Questions for the Experienced Agent 3.0 Internet	<ol style="list-style-type: none"> <li>1. The course content materials and the delivery method were both excellent.</li> <li>2. This course most definitely was at least 3 hours and the subject matter was well written.</li> <li>3. There were online tests after each subject requiring a 90% passing score.</li> <li>4. There was a question asked about the content. Travis Gillmeister assisted with unlocking the program and he answered a question about completion of the course.</li> <li>5. The course enhanced the licensee's knowledge to better serve the public with practical value and content as the course dealt with Buyer Representation and contingent offer subjects as they are items that every licensee should be aware of. All topics were helpful.</li> <li>6. The only problem encountered was in obtaining the certificate. It took 3 days to receive and the instructions were not clear as to what I needed to do to obtain the certificate.</li> </ol>

AUDIT DATE	SPONSOR	COURSE NUMBER, TITLE, DESIGNATION, HOURS AND DELIVERY METHOD	AUDITOR RATING AND COMMENTS; STAFF ACTION AND SPONSOR RESPONSE
12/18/2018	Oncourse Learning Real Estate	CE.6111000-RE Methods of Residential Finance General 6.0 Hours Internet	<ol style="list-style-type: none"> <li>1. The content and the materials were good.</li> <li>2. This course does merit the approved designation and the number of hours that it was approved for. The 6 hours of content and instruction related to the subject matter.</li> <li>3. A question was asked via email, at the beginning of the course. A response was received from the customer service a day or two later.</li> <li>4. The structure and the materials were okay but were presented no differently than if this were a correspondence class that was not offered online.</li> <li>5. The course enhanced the licensee's knowledge to better serve the public with practical value and content. Much of this course was very valuable, but some of the course would not serve the licensee or the public very well in this era. Having said that, the course provided a fairly up to date look at loans and financing. That serves everyone and is of practical value.</li> <li>6. The most useful content provided was regarding the FHA and VA financing today and demonstrating that both have dramatically changed for the better when it comes to consumer lending. The least helpful content was related to the tedious math calculations surrounding conventional</li> </ol>



			<p>loans and PMI. The would be good for lenders but serves no practical value for licensees.</p> <p>7. I have taken many online classes over the years and have taught online classes going back to 1997. The logistics of setting up an account and then navigating the course and menu is the most cumbersome I've ever seen. I couldn't believe how many times I got kicked out of the course and had to start over, especially when a slide came up that required flash. Flash is old, outdated, and should no longer be considered when developing online training of any kind.</p> <p>This course was primarily a reading exercise that was placed into an online format along with some reference materials. Some of those links worked and some were out of date and did not work. The materials that I was able to download were generally very relevant and right on topic. Put another way, this course was all substance and no fluff as it were – making it boring and tedious. It was a pleasant surprise when a relevant video was embedded into the program. Even the sparse diagrams and pics aided the presentation.</p> <p>For Nevada real estate licensees to be served better, this course could be cut down to three (3) hours of general by removing some of the tedious detail that is better served on lenders. For example, the creative financing portion were quite good, but could be shortened. Licensees should primarily know how each is, when they might be useful, but that an attorney should be consulted and advise the client if they choose to go forward with any type of creative financing. Since the onset of the CFPB and TRID, real estate licensees should avoid these transactions</p>
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			<p>unless other professionals are involved. This would be a very valuable three (3) hour course for real estate professionals.</p> <p>In summary, the content was good and current, but online courses should be structured around the online medium and be much more interactive for the learner. More and better audio and video content would enhance the learning process and improve what is retained by the learner by keeping their interest in the course and content.</p> <p>Lastly, the course number provided by OnCourse was:</p> <p><b>CE.1865002-RE</b> rather than what is noted on the top of the form.</p>
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AUDIT DATE	SPONSOR	COURSE NUMBER, TITLE, DESIGNATION, HOURS AND DELIVERY METHOD	AUDITOR RATING AND COMMENTS; STAFF ACTION AND SPONSOR RESPONSE
1/30/2019	Key Realty	CE.4513000-RE Understanding Business Sales Business Broker 3.0 Hours Correspondence	<ol style="list-style-type: none"> <li>1. The content and the materials were excellent</li> <li>2. The course merits the approved designation and number of hours for the average licensee. I could go through it quickly since I write Business Brokerage training courses but is it sufficient for the hours for the “average licensee”.</li> <li>3. A question was asked (and I am unsure of who replied) but it was answered within 10 minutes to my satisfaction.</li> <li>4. The course structure and materials did aid the self-paced study process. The course was easy to follow with additional explanations.</li> <li>5. The course gave the basic differences between a residential and a business broker with examples and cautions.</li> <li>6. The course explained in detail not only differences between listing and selling a house and listing and selling a business. It also gave the common reasons for the differences.</li> <li>7. Overall, this was aa good course for anyone interested in business brokerage and what to expect when considering Business Brokerage as a career. The course does not go deep into the understanding of financial statements which is best left for a more advanced course. Additionally, some of the surveys need updating, but the basics are DEFINTILEY clearly defined. I endorse the course.</li> </ol>

AUDIT DATE	SPONSOR	COURSE NUMBER, TITLE, DESIGNATION, HOURS AND DELIVERY METHOD	AUDITOR RATING AND COMMENTS; STAFF ACTION AND SPONSOR RESPONSE
1/31/2019	Jeffery Burr, LTD.	CE.4217000-RE Demystifying Probate, Estate Planning and Asset Protection / What Every Real Estate Professional Needs to Know General 3.0 Hours Classroom	<ol style="list-style-type: none"> <li>1. The instructor and the course materials were both excellent.</li> <li>2. The course did merit the number of hours and designation that it was approved for. The course covered a lot of material efficiently.</li> <li>3. The two instructors followed the content of the booklet provided to the students at the beginning of the class. The general response was very favorable. The students were engaged in the subject and the instructors encouraged questions and dialogue.</li> <li>4. The course enhances the licensee's knowledge, so agents are equipped with the knowledge of the probate process when working with sellers who require this and provide recommendations for clients seeking how to avoid probate with Trust or Asset Protection. Agents must represent their clients properly, act in their best interest, and especially know not to "practice law."</li> <li>5. Both instructors were able to lead; take questions and stay on point. The subject was not boring and quite informative. I don't believe another method of teaching would be effective so there is nothing that could have been done better. This was a packed class and well received. The last half of the class had more information and the instructors had to cover a lot of material in more detail.</li> <li>6. The class would have taken longer than 3 hours if each subject went into detail. The class booklet was necessary to follow the subject matter because there was a lot to know. I found it all useful information.</li> </ol>

			<ol style="list-style-type: none"><li>7. Fairway Mortgage hosted the class and provided fresh hot omelets before class. Fairway Mortgage Lender talked about Reverse Mortgages.</li><li>8. The Office of Jeffrey Burr had a good show of people because they worked very hard to pack the classroom. An email reminder was sent 2 days before and a phone call the night before. The office is diligent.</li></ol>
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AUDIT DATE	SPONSOR	COURSE NUMBER, TITLE, DESIGNATION, HOURS AND DELIVERY METHOD	AUDITOR RATING AND COMMENTS; STAFF ACTION AND SPONSOR RESPONSE
2/19/2019	Greater Las Vegas Association of Realtors	CE.3833000-RE Mastering Contracts Contracts 3.0 Hours Classroom	<ol style="list-style-type: none"> <li>1. The instructor and the course materials were both excellent.</li> <li>2. This course did merit the number of hours and the designation it was approved for.</li> <li>3. The instructor followed the course content and the outline. There was a lot of participation and the class asked a lot of questions. It was very informative.</li> <li>4. The course enhanced the licensee's knowledge to better serve the public with practical value and content as he encouraged the agents to work together instead of against each other to give their client the best deal, He stressed the sale was about the client, not the licensee.</li> <li>5. What the instructor did well: <p>The instructor stressed to the licensees to work together; Communicate with each other and do what is best for their clients.</p> <p>He stressed the importance of reading and knowing the language in the agreements they are preparing.</p> <p>He also encouraged them to come to Commission Hearings to get a better understanding of what not to do.</p> <p>There was nothing he could have done any better. This was the best class that I have ever taken.</p> </li> <li>6. The most useful information was going through the agreement section by section.</li> </ol>

