

**Arizona Department of Real Estate (ADRE)
Education Advisory Committee (EAC)
Meeting Minutes**

Wednesday
March 15, 2018
10 a.m. – Noon
Arizona Department of Real Estate
Commissioner's Conference Room
2910 N. 44th Street
Phoenix, Arizona 85018

I. Call to Order -
Commissioner Lowe called the meeting to order at 10 a.m.

II. Introductions & Welcome

Members present:

Marti Barnewolt
Marc Blonstein
Holly Eslinger
Barb Freestone
Evan Fuchs- telephonically
Jon Kichen
Laura Kovacs
Sherry Olsen
Mary Sand
Patrick Sheahan
Debbie Shields

Absent:

Scott Goddard
Jim Hogan
Kelly Zitlow

ADRE Representatives present:

Judy Lowe, Commissioner

Louis Dettorre, Deputy Commissioner (DC)

Carla Randolph, Asst. Commissioner Licensing Services/ CIO (AC)

Jim Williams, Education Auditor

Abby Hansen, Executive Assistant

Public:

Emily Robinson, Salesperson Coldwell Banker Residential Brokerage

- III. Approval of December 6, 2017 Meeting Minutes
Commissioner Lowe asked for an approval of the December 6, 2017 Meeting Minutes. The minutes were unanimously approved.
- IV. Industry/Legislative/ADRE Update- Commissioner Lowe provided the following:
- Discussed the preparation for the ADRE move to the Capitol mall and provided details on the new space.
 - The Department remains focused on education, the Distance Learning Continuing Education (CE) Content Quality Workgroup completed their review and submitted recommendations to the Department.
 - The Department is focused on making pre-licensing education more specific to the Arizona real estate specifics.
Member Kichen asked if pre-licensing education should also be geared towards teaching real estate principles. Commissioner Lowe stated that the best schools with the highest pass rates currently enhance their curriculum to include expanded education principles.
Member Sand asked the committee if anyone had received communication about the new "Principles of Real Estate" book. Member Kovacs had received a copy of the book.
 - Commissioner Lowe noted that a hot topic making the phone ring is real estate licensees, acting as an investor in personal sales which requires disclosures that they are owner/agent on yard signs and hold an Arizona real estate license on all contracts. They cannot step away from real estate licensee's responsibilities. Commissioner Lowe also noted that the Registrar of Contractors states a licensee must be a licensed contractor if doing repairs or improvements and rent or sell a home within a year.
Member Kichen asked if the Department has a position on "coming soon" signs. Commissioner Lowe stated there is no specific statute or rule other than

the regulations of a written approval of the owner to place a sign or that any and all offers must be presented to the seller (A.A.C. R4-28-502.I and R4-28-802.B).

- The Department has created a list of representatives for the upcoming TEAM Workgroup, which will commence in April.

DC Dettorre provided the following legislative updates;

- HB2399 – real estate licenses; online classes. 90 hours pre-licensing education could be completed online - brief member discussion. Member Sand asked when these would be required. DC Dettorre stated the bill as written would be effective in 90 days. Commissioner Lowe stated guidelines have not been defined.
- HB2207 – Open meeting bill – brief member discussion.

- V. ADRE Prelicensure Review Committee Update-
Commissioner Lowe stated the workgroup has met and should present initial report within the next few months.
- VI. ADRE Distance Learning Continuing Education Content Quality Workgroup Recommendations. AC Randolph included in the handout the five specific recommendations that were presented to Commissioner Lowe by the workgroup. Member Eslinger asked the Department to take a hard look at Broker Management Clinic (BMC). She just completed the course and was taught the same thing in each three hour course. Member Freestone asked that the Department provide the top five issues/concerns once a month so that they may be addressed in the classes. Member Sheahan agreed and stated quarterly updates would work.
- VII. Jim Williams provided an update on the Volunteer Monitor Program. He stated there has been an uptick in applications for new courses; 178 received in February.
- VIII. The Annual Pre- Licensing Test Question Subject Matter Expert (SME) meeting was held in February. The pass rate for first time test takers is up, now at 73%. Commissioner Lowe suggested that the school's pass ratio statistics should be published by the Department. Most of the input supported this.
- IX. AC Randolph reviewed the handout provided that included licensing, education and development services monthly statistics.

X. Upcoming-

- The September EAC meeting date will change, all will be notified.
- Arizona Mexico Commission Summit will be held on June 14th and 15th in Tucson. It will include Arizona and Sonora continuing education (CE) credit.

XI. Next EAC Meeting: June 21, 2018 10:00-Noon

XII. Other Matters;

- Member Kichen stated there is no definition of "classroom environment" and asked if the Department could address the definition of where the class is held. Commissioner Lowe asked that it be put on the next agenda and intends to confirm if it can be addressed with a Substantive Policy Statement.

XIII. Call to the Public;

- Emily Robinson, a new licensee wanted to address her disappointment with the pre-licensing education she received. She was asked by AC Randolph to submit a complaint so that it may be investigated.

XIV. Adjournment - Noon

Respectfully submitted this 28 day of June, 2018
Education Advisory Committee



Commissioner Judy Lowe

Members of the Education Advisory Committee will attend either in person or by telephone conferencing.