



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

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Director

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VIRGINIA REAL ESTATE BOARD ADVISORY COUNCIL MEETING MINUTES

The Virginia Real Estate Board Advisory Council held its annual meeting on Wednesday, November 19, 2014, at the Department of Professional and Occupational Regulation, Richmond, Virginia. The following Advisory Council Members were present:

Joseph Funkhouser, II, Chairman
Ronald Owens, Vice Chairman
Sharon Johnson
Ann Palmateer
Earl Jackson
Boyd Smith
Judy Childress
Scott Gaeser
Carmen Martin
Gladys Fain
Ned Massie
Florence Daniels
Marshall Toney

The following Real Estate Board Members were present:

Steve Hoover
Lynn Grimsley
Lee Odems

The following DPOR Staff Members were present:

Jay DeBoer, Director
Mark Courtney, Senior Director
Christine Martine, Executive Director
Kevin Hoeft, Education Administrator

I. Chairman Funkhouser called the meeting to order at 10:15 a.m.

- II. A motion to approve the agenda was seconded and approved unanimously.
- III. Chairman Funkhouser asked the Advisory Council members to introduce themselves.
- IV. There was no Public Comment.
- V. A motion to approve the Advisory Council meeting minutes from it December 2, 2013, meeting was seconded and approved unanimously.
- VI. Education Administrator Kevin Hoeft updated the Advisory Council on the status of the Board's 30-hour Post License Education (PLE) Program. The shift from a 30-hour three-track format to a 30-hour single-track format was completed on December 31, 2013. During the six-month period from July 1, 2013, through December 31, 2013, new real estate salesperson licensees had the option to complete either the three-track or single-track PLE program. However, new salesperson licensees who choose the three-track program had to complete all 30 hours of the three-track program no later than December 31, 2013. If all 30 hours of the three-track PLE curriculum were not completed by December 31, 2013, then those new salespersons received no three-track credit and must complete the entire 30-hour single-track PLE program. Effective January 1, 2014, the three-track PLE program ended and only the single-track PLE program was available for new salespersons.
- VII. Real Estate Board Education Committee Chairman Steve Hoover updated the Advisory Council on the work of the Board's Education Committee in 2014. The Committee received proposals and suggestions from licensees and the public on ways to improve the Board's education program, and the Committee discussed, provided recommendations to the Board, or made decisions on a variety of subjects including: 1) eliminating the ARELLO DEC requirement for all non- correspondence distance education course applications since the cost for ARELLO DEC exceeded the educational value it provides; 2) studying the test-out option to determine if it is a viable option to meet the continuing education license renewal requirement; 3) noting the differences between the Virginia Real Estate Board and North Carolina Real Estate Commission education staffs; 4) recommending that quarterly publication of the *VREB Speaking* newsletter be resumed; 5) determining that the establishment of a volunteer education course application review panel is not feasible due to possible confidentiality issues; 6) discussing the possibility of initiating course application fees to support Board staff's review of online course applications; 7) directing Board staff to inform all education providers that teach Board-approved pre-license education courses to distribute the PSI Exams *Candidate Information Bulletin* to all students at the beginning of each course; 8) discussing ways to improve the Board's pre-license education to better prepare licensees and protect the public; 9) approving a guidance document to clarify what content qualifies for "General Elective" continuing education credit; 10) recommending the PLE "Current Industry Issues and Trends" category should be broad to include subjects such as technology, business planning, and realtor safety since this two-hour course is the only "elective" course in

the 30-hour PLE curriculum; 11) recommending the Board approve a one-year contract extension, with modifications, of the current license examination contract with PSI; 12) discussing the content and length of the broker and salesperson license examinations; 13) encouraging Board-approved schools to offer more meaningful and interesting CE courses; 14) discussing what could be done to train new salesperson licensees more effectively; and 15) discussing whether real estate continuing education is accomplishing its statutory and regulatory objectives of ensuring minimum competency standards and protecting the public.

VIII. The floor was opened for Advisory Council discussion on the salesperson post license education program, and the members brought up and discussed a number of subjects. Although the Advisory Council made no recommendations for changes to the Board's post license education program for new salespersons, two items of concern were brought up: 1) requiring three hours of "Escrow" as part of the 30-hour PLE curriculum is too much; and 2) Allowing new salespersons only one year after initial licensure to complete the 30-hour PLE curriculum is not enough time.

IX. Other Business

1. Advisory Council Vice Chairman Ronald Owens announced that this would be his last Advisory Council meeting.

There being no other business or public comment, the meeting adjourned at 11:50 a.m.