

VIRGINIA REAL ESTATE BOARD ADVISORY COUNCIL MEETING MINUTES

The Virginia Real Estate Board Advisory Council held its annual meeting on Wednesday, November 4, 2015, at the Department of Professional and Occupational Regulation, Richmond, Virginia. The following Advisory Council Members were present:

Joseph Funkhouser, II, Chairman
Sharon Johnson
Earl Jackson
Florence Daniels
Judy Childress
Boyd Smith
Byrl Taylor
Carmen Martin
Joseph Carney
Marshall Toney
Gladys Fain
Dorothy Burch

The following Real Estate Board Members were present:

Steve Hoover
Santee Ferebee
Lee Odems
Lynn Grimsley

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 10:05 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. Education Administrator Kevin Hoeft updated the Advisory Council on the status of the Board's 30-hour Post License Education (PLE) Program. The only significant

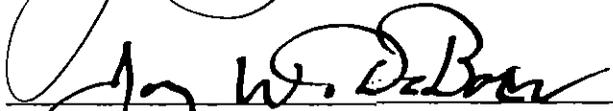
change to the PLE Program is the inclusion of instruction on "Flood Hazard Areas and the National Flood Insurance" in the "Real Estate Law and Board Regulations" course, effective January 1, 2016. This change resulted from the enactment of HB 2295 (Delegate Stolle) by the 2015 General Assembly. The Real Estate Board has 830 approved Post License Education courses covering the eight required subjects within the 30-hour PLE program. The Board issued licenses to approximately 4600 new salespersons in 2013, 4960 in 2014, and so far in 2015, the Board has licensed 4050 new salespersons.

- VI. Real Estate Board Education Committee Chairman Steve Hoover updated the Advisory Council on the work of the Board's Education Committee in 2015. The Committee considered approximately 940 education applications at its six meetings. The Committee addressed a variety of subjects including: 1) Whether the Board should conduct townhall meetings for brokers; 2) Whether the Board should amend its *Guidance Document on the Necessity of Brokerage Agreements*; 3) Requiring Board-certified pre-license education providers to submit digital photographs of students who pass the salesperson pre-license course to PSI Exams to help prevent fraud; 4) Providing continuing education elective credit to experienced salespersons who complete broker management and agent supervision continuing education courses; and 5) PSI Exams upcoming job analysis for making changes to the broker and salesperson license examinations in 2016.

Mr. Hoover also updated the Advisory Council on the following four changes to the Board's education program in the November 1, 2015, Real Estate Board Regulations: 1) All Board-approved course approval terms are reduced from five years to three years; 2) Proprietary School Certification applicants must have a net worth of at least \$2000; 3) Pre-license Education Instructor Certification requirements have been strengthened; and 4) The Continuing Education carry-over provision which allows for surplus continuing education credits completed by a real estate licensee in the last six months of the licensee's current two-year license term to be applied to the licensee's next two-year license term.

- VII. 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, the Advisory Council affirmed the statute requiring new salespersons to complete the 30-hour PLE curriculum within one year after initial licensure to remain active salespersons.
- VIII. There being no other business or public comment, the meeting adjourned at 11:50 a.m.


Joseph Funkhouser, II, Chair


Jay DeBoer, Secretary