

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL
JANUARY 23, 2025
MINUTES**

The education council met at 3:00 p.m. and reviewed the following applications:

In attendance from 3:00 p.m. to 3:34 p.m.: Kathy Harbaugh, Rick Ogden, Cheryl Butcher, and Jim Bittner.

Tim Reed was not in attendance.

1. Lighthouse School of Real Estate – CE22200018 – Significant Change Application

- a. Realtors Code of Ethics: Our Promise of Professionalism – 4 hours MB/B

The Committee recommends to APPROVE for Broker only

- b. Email & Wire Fraud Prevention - 2 hours Broker

The Committee recommends to APPROVE

- c. Construction Basics for Real Estate Professionals - 2 hours Broker

The Committee recommends to APPROVE

- d. Effective Business Planning for Real Estate Professionals – 5 hours MB/B

The Committee recommends to DENY

- e. Sales and Marketing Strategies for Real Estate Success - 5 hours MB/B

The Committee recommends to DENY

- f. Understanding Financing and Lending Markets for Real Estate Professionals – 6 hours MB/B

The Committee recommends to APPROVE for Broker only

2. Real Estate Certification Program (RECP) – CE10600303 – Significant Change Application

- a. Cybersecurity-Educate your Clients on Safety Precautions – Asynchronous & Synchronous – 3 hours Broker

- b. Using AI and ChatGPT in Real Estate Legally & Ethically – Asynchronous & Synchronous – 3 hours Broker

- c. Megan Sullivan – CE Instructor Application

- d. Impact of Fair Housing – Asynchronous & Synchronous – 2 hours Broker

- e. Real Estate Negotiation Expert – Asynchronous & Synchronous – 12 hours Broker

The Committee recommends to APPROVE a through e.

3. Colibri Real Estate – CE21300021 – Significant Change Application

- a. Foundations of Buyer Agency Excellence – 3 hours Broker
- b. Advanced Buyer Agency Strategies & Negotiations – 3 hours Broker

The Committee recommends to APPROVE a and b

4. Meridian Title Corporation – CE10600461 – Significant Change Application

- a. In Depth Look at 1031 Exchange – 2 hours Broker

The Committee recommends to APPROVE

5. Kevin Mathers – CE Instructor Permit Application

The Committee recommends to APPROVE

6. New Day Realty Training – CE21800093 – Significant Change Application

- a. Indiana Real Estate Instructors Review – 4 hours Instructor & Broker
- b. REAL Pros - 15 Ways to Lose Your License - Incompetent Practice – 2 hours MB & Broker
- c. REALTOR Fair Housing Review – 2 hours Broker
- d. REALTOR Code of Ethics Cycle 8 – 3 hours Broker

The Committee recommends to APPROVE a through d

7. Robin Stovall – Instructor Application

The Committee recommends to APPROVE

8. Caleb Ernst – Instructor Application

The Committee recommends to APPROVE

9. Southern Indiana Realtor Association (SIRA) – CE20200049 – Significant Change Application

- a. Environmental Hazards and More – 2 hours Broker

The Committee recommends to APPROVE

- b. Cybersecurity – How Technology Can Ruin Your Business – 3 hours Broker

The Committee recommends to APPROVE for 2 hours only

- c. AI & ChatGPT for Real Estate – 3 hours Broker

The Committee recommends to APPROVE

10. McKissock, LP – CE10600460 – Significant Change Application

- a. Foundations of Buyer Agency Excellence – 3 hours Broker

The Committee recommends to APPROVE

