

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL
SEPTEMBER 15, 2023 MINUTES**

The education council met at 2p.m. and reviewed the following applications:

In attendance from 2pm to 2:55pm: Kathy Harbaugh; Jim Bitner; Tim Reed and Cheryl Butcher
at 2:55pm Rick Ogden joined the meeting

1. Colibri Real Estate, LLC CE21300021 – Significant Change App

- a. Online: A New Look at Contract Law – 3 hours (Robert Fleck)
- b. Online: Americans with Disabilities Act ADA: – 3 hours (Paul Lorenzen)
- c. Online: Educating Homebuyers – 3 hours (Paul Lorenzen)
- d. Online: Educating Sellers – 2 hours (Paul Lorenzen)
- e. Online: Ethics in the Age of Disruption- 3 hours (Robert Fleck)
- f. Online: Fair Housing – 4 hours (Robert Fleck)
- g. Online: Finding Your Focus: Niche Marketing for Real Estate- 3 hours (Robert Fleck)
- h. Online: Going Green: Elements of an Eco-friendly Home – 3 hours (Robert Fleck)
- i. Online: Handling Multiple Offers – 2 hours (Robert Fleck)
- j. Online: How to Work with Real Estate Investors - Part 1 – 3 hours (Thomas Lundstedt)
- k. Online: How to Work with Real Estate Investors - Part 2 – 3 hours (Thomas Lundstedt)
- l. Online: Implicit Bias Awareness and Cultural Competency – 4 hours (Robert Fleck)
- m. Live Webinar: NAR: May the Code Be With You – 3 hours
- n. Online: Managing a Real Estate Brokerage – 4 hours
- o. Online: NAR: May the Code Be With You – 3 hours (Robert Fleck)
- p. Online Correspondence: A Day in the Life of a Buyer Agent – 3 hours (Robert Fleck)
- q. Online Correspondence: A Home Buyer's Guide to Credit Scores – 2 hours
- r. Online Correspondence: A New Look at Contract Law – 3 hours (Robert Fleck)
- s. Online Correspondence: Ethics in the Age of Disruption – 3 hours (Robert Fleck)
- t. Online Correspondence: How to Work with Real Estate Investors - Part 1 – 3 hours (Thomas Lundstedt)
- u. Online Correspondence: Listing Agreements – 3 hours
- v. Online Correspondence: Managing a Real Estate Brokerage – 4 hours
- w. Online Correspondence: Navigating a Hot Sellers' Market – 3 hours (Robert Fleck)
- x. Online Correspondence: Real Estate Safety: Protect Yourself and Your Clients – 3 hours (Robert Fleck)
- y. Online: Real Estate Investing: Beyond the Basics – 4 hours (Thomas Lundstedt)
- z. Online: Real Estate Safety: Protect Yourself and Your Clients – 3 hours (Robert Fleck)
- aa. Online: Real Estate Trust Accounts – 2 hours (Robert Fleck)

- bb. Online: Taking the Distress Out of Distressed Properties – 3 hours (Robert Fleck)

The Committee Recommended APPROVAL for BROKER ONLY for the following: a, b, c, d, e, f, h, i, j, k, l, m, n, o, y, z, aa, and bb.

Bitner/Reed 4/0/0 motion carries

The Committee further Recommended to DENY item g: Online: Finding Your Focus: Niche Marketing for Real Estate- 3 hours (Robert Fleck)

Reed/Bitner, 4/0/0 motion carries

For Explanation of Online Correspondence: p, q, r, s, t, u, v, w, and x

Reed/Bitner, 4/0/0 motion carries

2. Monica Decker – New Instructor Permit Application – CE

Let the record reflect that Tim Reed recused himself from this matter.

The Committee moved to APPROVE Monica Decker's application.

Butcher/Bitner, 3/0/0 motion carries

3. Empire Learning – Significant Change Form

a. Going Green: Energy Efficient Upgrades and Tax Credits – 4 hours

b. Commercial Updates: Opportunity Zones & Tax Credits – 3 hours

The Committee recommended to APPROVE both Empire Learning courses.

Reed/Butcher, 4/0/0 motion carries

4. Beverly Roberts – New Instructor Permit Application – Pre-Licensing

The Committee recommended to APPROVE Beverly Roberts application.

Reed/Butcher, 4/0/0 motion carries

5. Real Estate Sales Academy, SC421000074 – Significant Change Application & School Site Application

a. Indiana Broker Pre-Licensing Course – 90 hours

b. New School Site Application

The Committee recommended to APPROVE both a & b for Real Estate Sales Academy.

Reed/Butcher, 4/0/0 motion carries

6. Real Estate Career Network, CE10600513 – Significant Change Application

a. Help! My Transaction is Falling Apart – 2 hours

b. Earnest Money – MB Approval – 2 hours

The Committee recommended to APPROVE both classes.

Reed/Bitner, 4/0/0 motion carries

7. Cressy & Everett Real Estate, CE20900914 – Significant Change Application

a. Better Homes: An American Story of Courage – 3 hours

The Committee recommended to APPROVE Better Homes class.

Reed/Bitner, 4/0/0 motion carries

8. Rachel Huitsing – New Instructor Permit Application – CE

The Committee recommended to APPROVE Rachel Huitsing's application.

Butcher/Reed, 4/0/0 motion carries

9. The CE Shop, CE10800853 – Significant Change Application

a. Growing Green: Environmental Awareness and Your Real Estate Practice – 3 hours

The Committee recommended to APPROVE Growing Green class.

Butcher/Bitner, 4/0/0 motion carries

10. Real Estate Certification Program, SC00000002 – New Site Location Application

- a. Site for Pre-Licensing Course – Columbus

Let the record reflect that Kathy Harbaugh recused herself from this matter

The Committee recommended to APPROVE the Columbus site.

Butcher/Bitner, 3/0/0 motion carries

11. Southern Indiana Realtors Association, CE21200049 – Significant Change Application

- a. A Day in the Life of Title – 3 hours

Let the record reflect that Rich Ogden joined the meeting at this time.

The Committee recommended to APPROVE A Day in the Life class.

Harbaugh/Bitner, 5/0/0 motion carries

12. REAL University, CE21200008 – Significant Change Application

- a. Real Estate Wholesale Buyers: Identifying Risks and Protecting Seller Clients – 4 hours

The Committee recommended to APPROVE Real Estate Wholesale Buyers class.

Reed/Bitner, 5/0/0 motion carries

13. Reed School of Real Estate, CE21100017 – Significant Change Application

- a. Indiana License and Escrow Law (Broker & Managing Broker) – 4 hours
- b. Next Level Drying – 6 hours

Let the record reflect that Tim Reed recused himself from this matter.

The Committee recommended to APPROVE both classes.

Bitner/Butcher, 4/0/0 motion carries

14. Executive School of Real Estate – Demotte IN – New School

- a. Real Estate Broker Course Application – New
- b. School Site Application

The Committee recommended to APPROVE both classes.

Butcher/Ogden, 5/0/0 motion carries

15. Indiana Business and Real Estate Academy, CE21800026 – Significant Change Application

- a. Advanced Listing Presentations (live and online) Managing Broker – 2 hours
- b. The Real Estate Commission and What it Does (live and online) Managing Broker – 2 hours
- c. How Can You Violate the Code of Ethics (Live and online) Managing Broker – 3 hours
- d. Actual Requests for Information and the Answers (live and online) – 2 hours

The Committee recommended to APPROVE classes b and c for Broker Only.

Reed/Ogden, 5/0/0 motion carries

The Committee further recommended to DENY the following classes:

- a. **Advanced Listing Presentations (live and online) Managing Broker – 2 hours**
- d. **Actual Requests for Information and the Answers (live and online) 2 hours**

Reed/Ogden, 5/0/0 motion carries

Rick Ogden thanked Jody Edens, Board Director for all her hard work in putting these meetings together.

The committee adjourned at 3:35 p.m.

The next Committee meeting will be on October 23, 2023 at 3:00pm by webex.