What's New at the Idaho Real Estate Commission

The Real Estatement

Vol. 25 No. 2 July 2005

Comments from the Chair

by Bob Jones, Commission Chair

The past year has seen the Commission inundated with new licensees and the real estate industry has been swamped, while both face multiple industry changes.

As a result of the dramatic increase in our licensee numbers and the efficiency of our staff, the Commission is experiencing the highest free fund (cash) balance in the history of the Commission. Now, please realize that none of this money can be spent without legislative spending authority, and the state general fund is happy to collect the interest from our special real estate fund.

This increased cash balance is the result of a combination of factors, with the obvious one being the increased number of licensees. However, the un-sung heroes in this story are the dedicated staff, who run the Commission like a well-oiled machine operating with 23% less staff than five years ago while at the same time processing the largest number of licensees in Commission history. As a result of this effort, we are able to absorb all of the on-line convenience fees while still reducing licensing fees by $20 per license period. At this time we are planning to further reduce the cost of your license in the near future.

If you renew your license on line, you are automatically entered into our monthly license lottery drawing. If you also print your license on line your name is entered a second time in this drawing. What do you have to lose? You just may be the lucky one and if your name is drawn, you will receive a check from the Commission in the amount of your license fee!

Talk about recent education changes, there have been many over the past couple of years such as:

- The flexibility of choice in expanded CE elective courses
- (3) hours CE credit for attending a Commission meeting
- 'Self certification' of completion of your CE requirements for renewal

The Commission and Education Council are working in conjunction with the Idaho Association of Realtors to totally revise our education offerings. We are excited at the possibilities of this effort and are looking forward to more and more future changes. Let us know if you have any suggestions in this area.

The Commission has been recognized by the State of Idaho and internationally by the ARELLO organization for our quality web site. Recently the Commission received the Idaho State Information Technology Achievement Award for Securing Digital Government in protecting our licensees' personal information.

We are currently looking to the future and exploring the possibility of single licensure and changes to the way we practice agency, hopefully making it more user friendly for the licensee and the consumer. And finally, with 2004 legislative changes, all fine monies and civil penalties monies will now be dedicated to licensee education. We hope to get the spending authority from the Idaho Legislature in the upcoming 2006 session.

We would like to hear from you how you would like to see these funds put to the highest and best use. If you have ideas on specific courses you feel would benefit our industry, please take the time to contact us. You can go to our www.irec.idaho.gov and send an email to any staff member, or you can contact your district Commissioner with these ideas.

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Meet the Commission Staff

208-334-3285 or toll free in Idaho 866-447-5411

License Department ..... ***dial "1"***

Neal Bernklau - *neal.bernklau@irec.idaho.gov* ..... *ext. 227*
(Supervisor, new broker applications, E&O questions, designated broker/firm changes, branch office licenses/changes, corporation licenses/changes)
Mindy Thede - *mindy.thede@irec.idaho.gov* ..... *ext. 224*
(new sales applications, fingerprints, license history requests, exam waiver request)
Jesama Rosensweig - *jesama.rosensweig@irec.idaho.gov* ..... *ext. 223*
(active/inactive salesperson renewals, inactive broker renewals, transfer of license, individual license changes)

Education Department ..... ***dial "2"***

Karen Seay - *karen.seay@irec.idaho.gov* ..... *ext. 234*
(Education Director, education developement, license exam developement)
Mystina Hill - *mystina.hill@irec.idaho.gov* ..... *ext. 226*
(Education Assistant, prelicense and continuing education info, instructor/course/provider certification, Education Council Meetings, education histories)
Jesama Rosensweig - *jesama.rosensweig@irec.idaho.gov* ..... *ext. 223*
(video rentals, library, education materials)

Enforcement Department ..... ***dial "3"***

Terry Ruettgers - *terry.ruettgers@irec.idaho.gov* ..... *ext. 237*
(Chief Investigator, complaints)
Craig Boyack - *craig.boyack@irec.idaho.gov* ..... *ext. 231*
(Investigator, complaints)
Dustin Couey - *dustin.couey@irec.idaho.gov* ..... *ext. 236*
(Inspector, office audits)
Stephanie McLarin - *stephanie.mclarin@irec.idaho.gov* ..... *ext. 225*
(Enforcement Secretary)

Administration ..... ***dial "4"***

Donna Jones - *donna.jones@irec.idaho.gov* ..... *ext. 232*
(Executive Director)
Kim Coster - *kim.coster@irec.idaho.gov* ..... *ext. 235*
(Administrative Counsel)
Jennifer Bonilla - *jennifer.bonilla@irec.idaho.gov* ..... *ext. 229*
(Assistant to Executive Director and Administrative Counsel, Public Records Request, Commission meetings)
Joanna Marshall - *joanna.marshall@irec.idaho.gov* ..... *ext. 230*
(Webmaster, Information Technology)

Fiscal, Human Resources ..... ***dial "5"***

Charlie Hendrix - *charlie.hendrix@irec.idaho.gov* ..... *ext. 228*
(budgeting, human resources, accounts payable)

Operator ..... ***dial "0" or stay on the line***

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Articles by outside experts express the author's particular viewpoints. These opinions are not necessarily shared by the Commission, nor should they be mistaken for official policy. The articles are included because we feel they will be of interest to the readers. Submissions are solicted. However, articles should not exceed 500 words and may be edited as space and content demand. Reprint permission is granted provided credit is given to the Commission and the author. Any article separately copyrighted by its author(s) also requires permission from the other(s). Costs associated with this publication are available from the Idaho Real Estate Commission in accordance with section 60-202, I.C. 7-05/12,500/429
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Idaho Real Estate Commission
633 North Fourth Street
P.O. Box 83720
Boise, Idaho 83720-0077
208-334-3285
866-447-5411 toll free in Idaho
208-334-2050 fax
800-377-3529 TRS
www.irec.idaho.gov

Governor
Dirk Kempthorne

The staff of the Commission welcomes:

• **Karen Seay**, ***Education Director***-Karen, who lived in Alaska almost all her life, moved to Boise in 2004. She has a B.A. in English and a B.Ed. in Secondary Education. She is a former teacher, has managed an adult basic education program, and most recently administered the GED Testing program in Interior Alaska. Karen, her husband of 25 years, and their 14-year-old son are thoroughly enjoying exploring all that Idaho, and especially Boise, have to offer.

• **Dustin Couey**, ***Inspector***- Dustin was born and raised in Chico, CA. He was in the U.S Air Force from 1969 to 1973 and again in 1982 to 2000. Dustin attended BSU in 1975 and the University of Idaho College of Law in 1976. Dustin worked for Idaho Real Estate Commission from 1978 to 1982. He is married with two children.

COMMISSIONERS

Robert D. Jones
RE/MAX West
6206 N. Discovery Way, Ste C
Boise, ID 83713-1556
Work: (208) 375-9700
ext.3121
Fax: (208) 327-9859
Email:
bob@bobjonesrealestate.com

Ron Clawson
Voigt Davis REALTORS®
L.C.
1908 Jennie Lee Dr.
Idaho Falls, ID 83404-7068
Work: (208) 524-6000 x:3026
Fax: (208) 529-0882
Email: rclawson@srv.net

Pam Trees
Tomlinson Black Assoc., Inc.
325 Main St.
Lewiston, ID 83501
Work: (208) 746-7400
Fax: (208) 746-0625
Email: ptrees@cableone.net

Steve Kohntopp
Magic Valley Realty, Inc.
1286 Addison Ave E
Twin Falls, ID 83303
Work: (208) 734-1991
Fax: (208) 734-1288
Email: swk@filertel.com

EDUCATION COUNCIL MEMBERS

Gail Heist
P.O. Box 7646
Boise, ID 83707
Work: (208) 377-9247
Fax: (208) 377-9247
Email: rgheist00@hotmail.com

Bill Zales
Tomlinson Black North Idaho
1400 Northwood Center Court
Coeur d Alene ID 83814
Work: (208) 667-1551
Fax: (208) 664-2098
Email: arltr1@my180.net

Maris Cukurs
Office: 400 W. Sunnyside Rd.
Idaho Falls, ID 83402
Phone: (208) 529-6569
Fax: (208) 522-4163
E-mail: homes@onewest.net

Beckie Kukal
Westerra Group, Inc.
1555 S. Lincoln Ave.
Jerome, ID 83338
Work: (208) 324-2236
Fax: (208) 324-8232
Email: kukal@westerra.cc

Pam Trees
(Commission Representative)

THE IDAHO REAL ESTATE COMMISSION 2005 LEGISLATION

by Donna Jones, Executive Director

The Commission's legislative package will come to life on July 1, 2005, when the new laws take effect. Below you will find a short summary of the law changes that affect the real estate industry. I encourage you to review these new laws in entirety when you receive your personal copy of the 2005 edition of the Real Estate Commission License Law & Rules book. All licensees are sent a copy of this book, and it will arrive in your office before July 1, 2005. It is easy to find the actual law changes as we use a 'strike & insert' format for your convenience.

The law changes are also available for your review at our web site, www.irec.idaho.gov

SENATE BILL 1008-BCOO, DESIGNATED BROKERS/ BRANCH MANAGERS
All licensees who apply to be licensed as a brokerage's Designated Broker, or to manage a licensed branch office, must have taken, within the last five years, a Commission approved Business Conduct and Office Operations (BCOO) course. Current Designated Brokers do not have to take the BCOO unless they change to another office.

Out of state brokers are no longer exempt from the requirement to take the BCOO course. Through its auditing processes, the Commission has identified these out-of-state brokers as having significant problems with file management and recordkeeping.

All branch office managers must now be licensed at the broker level, rather than having a salesperson's license plus two years experience. Those sales people who currently manage a branch office will have a one-year period in which to obtain their broker's license.

SB1009-ERRORS&OMISSIONS INSURANCE CAP INCREASE
This new law increases the maximum premium cap that the Commission can contract for a group errors & insurance policy, from $140 per licensee per year, to $200.

The current contract is $135 per licensee. This contract comes up for renewal in October 2005. Unless IREC obtains a contract within the statutory limit, the requirement that licensees carry errors and omissions insurance would be voided.

The Commission has just received notification that the current contract renewal will be raised to $148, so when you receive your E & O premium notification in August, you will be billed that amount.

SB 1010- COMMISSION HOUSEKEEPING BILL.
Our "Annual Housekeeping Bill" which corrects inconsistencies in existing statute, moves administrative rules into the statute; and updates provisions to conform to current technology, business practices, and recent changes in state law.

Instructor Certification- The Commission will only certify instructors for 'prelicense' and the 'Commission Core Course. IREC approval is no longer required for instructors teaching 'Continuing Education Elective Courses.' The instructors will be certified by the course providers.

Open Access-Brokerages and professional associations now have the ability to offer their certified course offerings to members and affiliates, so long as certification requirements are met. CE credit will be granted unless such course has received financial support from the Commission for that course offering.

OTHER MINOR CHANGES:
● All licensees are required to notify the Commission **within 10 business days** of any change in mailing address.
●Background checks (fingerprints) must be processed **BEFORE** Commission accepts application for licensure.
●Current license certificates for branch offices, the branch manager, and each sales associate conducting business from the branch office shall be prominently displayed or available for public inspection at the branch office.

CONTINUING EDUCATION CHANGES & CLARIFICATIONS:
● A licensee shall not submit a renewal application on active status before first having obtained the CE credit hours required by the Commission.

Continued on page 4

● A licensee who violates this shall be subject to disciplinary action by the Commission.
● Commission may request satisfactory proof of CE compliance from any licensee who has certified that he has completed the requirement.
● This request shall state the time proof must be received at the Commission office, which shall not be less than ten (10) business days.
● This proof must be 'satisfactory proof' which shall consist of the following documentation:
Identify the licensee, title of course or chal l e n g e exam, course certification number, course
provider, number of classroom hours, the completition date of the course or exam to include:
● Transcript course
● Letter from provider verifying successful completion or course completion certificate
● Identifying course certification approval number to establish the course is approved for CE credit

The Commission may, in its sole discretion, accept alternative documentation.

Failure to submit satisfactory proof to completion of the CE requirements may subject licensee to have his license **inactivated** by the Commission. He shall not be entitled to reactivate the license unless and until he provides the Commission satisfactory proof of meeting CE requirement.

Licensee has a duty to keep satisfactory proof of successful completion of the CE requirement and shall submit such at the request of the Commission.

Trust Funds & Entrusted Money- Eliminates the requirement that entrusted funds be deposited in Idaho. The broker remains responsible for the entrusted moneys and is subject to the jurisdiction of the Commission.

Termination- A sales associate who terminates his license with his broker shall provide the broker written notice of the termination no later than three (3) business days after the effective date. A broker who terminates a sales associate shall provide written notice of the termination to the associate no later than three (3) business days after the effective date.

A licensee's written notice to the Commission does not relieve him of the duty to provide written notice to the broker that he is terminating the relationship.

Termination For Cause-The broker shall notify the Commission in writing within ten (10) business days of the termination.

Additional Grounds For Disciplinary Action- A licensee who has had a real estate or other professional license suspended or revoked for a disciplinary violation involving fraud, misrepresentation, or dishonest or dishonorable dealings.

Please remember this is only a summary and you are advised to read the complete law.

License Stats from July 1, 2004 - May 31, 2005

Active Brokers	1884
Active Sales	5594
Inactive Brokers	332
Inactive Sales	1472
Active Companies	1105

Frequently Asked Questions

Question: Since I am an Agent, can I sign documents for my client?

Answer: NO! Unless you have a signed Power of Attorney, or some other legal authority, you cannot sign documents on someone else's behalf. Agency establishes duties that you owe your client, but does not grant the authority to sign documents for the client.

Question: Can I just collect the earnst money after an offer is accepted, and not deal with the money on my unaccepted offers?

Answer: Whatever the Purchase and Sales Agreement and Receipt for Earnest Money document says, is what you are representing to the seller, and seller's agent. The most common document says *"... Buyer **hereby** deposits..."* which indicates that you have collected something. The document goes on to define what you have collected, and what value it has. If you are going to do anything different, put it in writing on the contract, and advise the seller and their agent. Also remember that you are required to surrender all consideration to your designated broker immediately.

Question: Am I required by law to return telephone calls to customers and clients?

Answer: No, there is no law stating that you have to return calls, but you should know this is the most common problem consumers call the Commission with. It is also interesting to note that the second most common question we receive is how to cancel a representation agreement. In many cases, the two are related.

DISCIPLINARY ACTIONS

Formal actions issued by the Idaho Real Estate Commission:

Allen, Laurie C., sales associate with 1st Rate Real Estate LLC in Melba, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for her actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action

Andrus, Jill K., sales associate with Re/Max Homestead Realty in Idaho Falls, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for her actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action.

Avery, Steven D., unlicensed person from Coeur d'Alene, Idaho. Stipulated to violation of Idaho Code section 54-2002, as defined by section 54-2004(29)(a)&(d) - engaging in business or acting in the capacity of a real estate broker without an active Idaho real estate license; 54-2003(4) - attempting to use an exception to licensure defined in section 54-2003(1)(a) to evade the purposes of this chapter; and subject to disciplinary action pursuant to section 54-2059, which allows the Commission to impose a civil penalty and/or assess costs and attorney's fees for acting as a broker or salesperson without a license. He was ordered to pay a $2,500 civil penalty and costs and attorney's fees.

Beggs, Janie M., sales associate formerly with Coldwell Realty in Ketchum, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for her actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action.

Bryan, Thomas M., sales associate with Sotheby's International Realty, Inc. in Driggs, Idaho. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action.

Burton, Wayne K., sales associate with Coldwell Banker Schneidmiller Realty in Coeur d' Alene, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for his actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action.

Caine, Riki Lynn, sales associate with 1st Choice Properties Inc., in Boise, Idaho. Voluntary surrender and permanent termination of her Idaho Real Estate license.

Cannon, Daniel A., sales associate formerly with Allpro Realty Group Inc. in Boise, Idaho and currently with Sel-Equity Real Estate in Boise, Idaho. Stipulated to violations of Idaho Code sections 54-2060(2) - continued or flagrant course of misrepresentation or making of false promises; 54-2060(11) - conduct constituting dishonest and dishonorable dealings; 54-2060(12) - gross negligence or reckless conduct in a regulated real estate transaction; 54-2087(2) - failure to exercise reasonable skill and care for his buyer. He was given a formal reprimand for his actions; required to pay a civil fine of $4,000; required to pay the costs and attorney's fees for this administrative action; required to successfully complete a Real Estate Law course; a Business Conduct and Office Operations course; a Risk Management course; an Agency course; and a Practical Use of REALTOR® Forms course; and his real estate license was suspended for the period April 27, 2005 until April 26, 2006 and this suspension is suspended provided he comply with the terms of the Final Order and does not violate license law.

Davis, Elbert G., designated broker with Ag-Land Mortgage & Real Estate in Twin Falls, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for his actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this

Make sure your Continuing Education is Commission approved!

by Karen Seay, Education Director

Until now, all instructors offering approved real estate courses were certified by the Commission in order for continuing education credit to count. Instructors for all pre-license and the Commission Core Course will continue to be certified by the Commission. However, ***effective July 1, 2005***, ensuring instructor qualifications for continuing education elective courses will be the **responsibility of the provider**, not the Commission. This change reflects the legislative policy, which was enacted two years ago, shifting the delivery of Continuing Education Elective courses (as opposed to the Pre-license or Commission Core Course) to the private sector, giving the providers of those courses the responsibility to decide instructor qualifications.

Certification for all providers and courses for real estate education in Idaho continues to be required by the Commission. It is always in the student's best interest to make sure that the continuing education course s/he is taking is indeed certified for credit by the Commission. Visit IREC's website at www.irec.idaho.gov and click on the course schedule link for a listing of approved courses.

IREC's Education Department continually strives to meet the educational needs of real estate agents throughout Idaho. Contact Karen Seay at karen.seay@irec.idaho.gov if you would like to see a course offered that is not currently approved, and she will work with the provider and/or instructor through the process.

Check it out!

Did you know that the Real Estate Commisison Library:

...has a wide variety of reference materials?

...has video & audio tapes, books, magazines, and periodicals?

...will mail check-out items anywhere in Idaho?

...will take suggestions for items that would enhance the use of the library?

...accepts donations of useful real estate information items?

Take advantage of the resources available. Just call or stop by the library at the Commission office.

The library is here for YOU!

Disciplinary actions, cont'd from previous page

administrative action.

DiGiulio, Charles "Chuck" J., sales associate formerly with GM Brewster & Co. Inc, in Sandpoint, Idaho. Voluntary surrender and permanent termination of his Idaho Real Estate License.

Drinkard, Holly Kay, sales associate with Corey Barton Homes, Sales & Marketing in Meridian, Idaho. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action

Everitt, Janet D., sales associate with ERA West Wind in Boise, and prior with Windermere Nampa/Caldwell in Nampa, Idaho. Stipulated to violation of 54-2023(10)(a) and 54-2060(10) - failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay $500 civil fine and costs and attorney's fees for this administrative action.

Fisher, Margaret A., sales associate with David Fisher Real Estate in Hayden, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for her actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action

Golub, Alan, sales associate with Pacific Real Estate & Investment in Hayden, Idaho. Stipulated to violations of Idaho Code sections 54-2046(4) - obtaining an early commission without the prior written, signed authorization from the buyer; 54-2085(4) - indicating he was the seller's agent when the listing failed to create any type of agency; 54-2087(2) & (3) - failure to exercise reasonable skill and care and promote the best interests of his clients in good faith, honesty and fair dealings by not informing his client the buyer's earnest money check had bounced. Given a formal reprimand for his actions; and ordered to pay a $500 civil fine.

Hancock, Gene L., associate broker with Re/Max Country Real Estate Inc. in Pocatello, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for his actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action.

Hughes, Michael J., sales associate with Ski Country Idaho in Ketchum, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for his actions;

"Excellence in Education" Award Goes to Jill Randall

In recognition of her outstanding achievement and continued contributions to Idaho's real estate education program, the Education Council presented the "Excellence in Education" award to Ms. Jillora Randall on Tuesday, May 24, 2005, at the Annual Train the Trainer Workshop. Jill worked for the Idaho Real Estate Commission as the Education Director and in the fall of 2004, she accepted the position of Education Director for the Idaho Association of Realtors®. "It was an honor to accept this award as a tribute to the many REALTORS® and staff who have spent countless hours helping to create Idaho's real estate education program. I'm never tired of saying how lucky I am to work with and learn from such outstanding professionals," said Ms. Randall. Congratulations Jill!

License Lottery Winners

Congratulations to these lucky winners who were awarded a refund of their license fees for renewing their license on-line.

January 2005 - Diann Bengoechea, Salesperson for Erika Lynn Hill of Keller Williams Realty in Boise. *February 2005* - Deron Patrick Curran, Salesperson for Larry Don Smith of Realty World Northwest in Coeur d'Alene. *March 2005* - Jessica Dawn "Jessi" Hudson, Salesperson for Peggy Sawicki of Keller Williams Realty in Boise. *April 2005*- Julie Patricia Bell, Salesperson for Judy Lynn Cash of Sun Land Investments in Bellevue.

Try your luck! If you renew online, your name is entered once in the monthly draing for the license lottery. If you also print your license online, your name will be entered a second time!

Need to Renew your license? Change your address?

www.irec.idaho.gov

ordered to pay a $500 civil fine; and $125 in costs and attorney's fees for this administrative action

Jones, Angelika I., sales associate with Windermere Real Estate/Sun Valley LLC in Hailey, Idaho. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action.

Jones, Melinda R., sales associate, formerly with Century 21 1st Place Realty, in Boise, Idaho. Voluntary surrender and permanent termination of her Idaho real estate license.

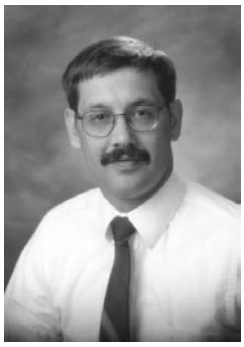
Kell, Bob Lewis, sales associate with Sel-Equity Real Estate in Boise, Idaho. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action.

Lubcke, Barbara J., sales associate with Team Realty in Nampa, Idaho and formerly with Garden Valley Properties in Garden Valley, Idaho. Stipulated to violations of Idaho Code sections 54-2055(1) - failure to comply with this entire chapter when a licensee is selling or disposing of the licensee's own interest in real estate in a regulated transaction; 54-2055(2) - failure to disclose in writing to any buyer that the licensee holds an active Idaho real estate license; 54-2055(3) - failure to conduct the transaction through the broker with whom she is licensed, whether or not the property is listed. Given a formal reprimand for her actions; ordered to pay a $2,000 civil fine; required to pay the costs and attorney's fees for this administrative action; and required to successfully complete a Real Estate Law course.

Lukoic, Travis J., sales associate with Re/Max of Boise in Boise, Idaho. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action.

Moody, James B., designated broker with All Around Realty in Grangeville, Idaho. He stipulated to violation of Idaho Code sections: 54-2060(10) and 54-2060(2) - continued course of negligent misrepresentation; 54-2086(1)(b) - failure to perform duties to a customer with reasonable care; 54-2086(1)(d) - failure to disclose an adverse material fact actually known or which reasonably should have been known. He was given a formal

Information From The Licensing Department



by Neal Bernklau, Licensing Supervisor

New Laws

There are only a few new laws this year that affect the licensing department. There are three (3) specific laws that have a major impact on **you** and the licensing department.

The first major law change is that all branch managers for licensed branch offices must be an associate broker. Those managers that are not associate brokers will have until July 1, 2006, to obtain their broker's license. If they have not obtained their broker's license by July 1, 2006, the branch office will be closed and all associates with that branch office will be placed inactive.

The second major law change is that any designated or limited broker opening their own office, any new broker to include out-of-state, and any company changing brokers will have to certify that they have taken the Business Conduct and Office Operations (BCOO) course within 5-years of applying as a designated or limited broker.

NOTE: If you are a Designated Broker and you let your license expire, you will be required to certify that you have completed the BCOO course within the past 5-years.

The third major law change is that any new branch manager after July 1, 2005 must be an associate broker and must certify that they have taken the BCOO course within 5-years of applying as a branch manager.

Errors & Omission Insurance

HOT..... HOT..... HOT.....

A reminder to those licensees having Group E&O Insurance with Rice Insurance Services Company (RISC), your policy is due for renewal on October 1, 2005. Renewals will be mailed out to all individual to their licensed business address on August 15, 2005. The annual premium will be $148, an increase of $13. You will be able to renew your E&O insurance either by mail or on the Internet at http://www.risceo.com between August 15 - October 1, 2005. After October 2, 2005, licensees that have not purchased E&O will be subject to fines and penalties.

Disciplinary actions, cont'd from previous page

reprimand; he was ordered to pay a $5,000 civil fine; his real estate license is suspended for a period of 12 months from 12/23/04 until 12/22/05 but the suspension is suspended provided he comply with the terms of the Final Order and comply with License law; he is required to successfully complete a Real Estate Law course and Agency course; and he is required to pay the costs and attorney's fees for this administrative action not to exceed $4,000. Commission's Order on Costs and Attorney's Fees required payment of costs and attorney's fees of $3,686.20.

Olsen, Ryan L., designated broker for @Home Realty Network/Preston Inc., in Preston, Idaho. Stipulated to violation of Idaho Code sections 54-2041(3) - commingling money; 54-2060(2) - engaging in a continued course of misrepresentation; 54-2060(3) - failure to account for moneys coming into his possession; 54-2060(12) - gross negligence or reckless conduct in a regulated real estate transaction; 54-2087(1),(2) and (3)(a) - failure to perform the terms of the agreement, to exercise reasonable skill and care, to promote the best interest of the client, and to disclose all adverse material facts. Given a formal reprimand for his actions; ordered to pay a civil fine of $1,500; required to pay the costs and attorney's fee for this administrative action; and required to successfully complete an Agency course and Real Estate Law course within 6 months

Pamperin, Kristin N., sales associate with Re/Max Advantage in Nampa, Idaho. Stipulated to violations of Idaho Code section 54-2051(4)(b) and (c) - incorrectly stating the actual form and amount of earnest money and failure to state the responsible broker. Given a formal reprimand; ordered to pay a civil fine of $1,500; required to pay costs and attorney's fees in this administrative action; and required to complete a live Business Conduct and Office Operations course.

Poole, John S., sakes associate with Group One Inc., in Boise, Idaho. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action.

Putnam, David L., designated broker for David L. Putnam Land Company in Murphy, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for his actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this

LETTER FROM OUR OWN SCOTT SYME

Scott Syme, an Idaho licensee and real estate instructor recently sent an email to the Commission. We are so proud of him and all of the young men and women who are defending our great country and we are sharing his email with you. Please note that while he is on duty his heart is still in Idaho. If you want to contact him to let him know how we appreciate his service, his email address is scott.syme@iraq.centcom.mil

How are things in Weiser? My mom and dad always go to the McDonalds for coffee and to read a free paper in the mornings. I am going to meet, hopefully, with the CEO of the Iraqi American Chamber of Commerce to discuss developing a professional real estate organization to Iraq. It would entail new laws concerning real property rights, laws setting up how real estate transactions would be conducted, how the professional organization would be established, what powers they would have, and who would be authorized to receive a fee for selling/leasing real estate. I know they have real estate agents operating in Iraq now but don't think they operate under any overarching guidance or ethics. Ethics would be a big thing here considering all the corruption that goes on. If an ethical organization of real estate professionals could be created, I think they would be very successful and provide a much needed service. If everything goes well, and I know that is still iffy, real property sales and leasing could be very active over the course of the next 5-10 years. I want to help lay the groundwork to establish the professional organization to service this demand.

I think I only have about 2 months left here but would like to do as much as I can before I leave. Anything you can email or tell me how to access via the web would be most appreciated and the easiest to access.

Thanks,
Scott A. Syme

The picture below was taken in Baghdad at the area called the Crossed Swords. It is where Sadam used to march his troops past. The hand behind Scott is a replica of Sadam's hand and is filled with British and Iranian helmets from when the Iraqis fought the British and from the Iran/Iraq war.

administrative action.

Robertson, Steve R., associate broker with Sotheby's International Realty Inc. in Driggs, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for his actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action.

Sager, Natalie Jane, associate broker with Mountain States Realty Inc., in McCall, Idaho. Stipulated to violation of Idaho Code sections 54-2060(10) and 54-2023(1)(a) – failure to obtain her CE in a timely manner. Given a formal reprimand; ordered to pay a civil fine of $500; and required to pay the costs and attorney's fees associated with this administrative action.

See, Norm R., sales associate with Re/Max Results LLC in Post Falls, Idaho. Stipulated to violation of Idaho Code sections: 54-2050(2)(d) - failure to obtain the buyer's signature on the representation agreement; 54-2085(3) - failure to obtain the buyer's signature on the representation agreement prior to preparation of their offer and failure to have the buyers elect a type of agency; 54-2060(2) - continued course of misrepresentation for creating a false document; 54-2060(11) - dishonest and dishonorable dealings. Given a formal reprimand; ordered to pay a $1,000 civil fine; required to pay the costs and attorney's fees for this administrative action; required to complete a live Business Conduct & Office Operations course; and his license is suspended for 12 months with the suspension suspended provided he comply with license law and the terms of the Final Order.

Sloan, John S., sales associate with Sotheby's International Realty Inc. in Driggs, Idaho. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action

Story, Jay C., sales associate with Michener Investments LLP in Boise, Idaho. He stipulated to violations of Idaho Code sections 54-2051 (4) (c) & (d) - failure to include the responsible broker and representation confirmation statement in the purchase and sale agreement; 54-2060(12) - gross negligence or reckless conduct in a regulated transaction; 54-2085(3) - failure to have a client indicate preference of agency representation; 54-2087(1) - failure to perform the terms of his Exclusive Right of Sale Listing; 54-2087(2) - failure to exercise reasonable skill and care: 54-2087(3) - failure to promote the best interest of his seller/client. Given a

The Idaho Real Estate Commission Wins Award

The Idaho Real Estate Commission is proud to announce that they were awarded the 2005 IT Achievement Award for Securing Digital Government by the State of Idaho's Information Technology Resource Management Council. The award was accepted for IREC by our webmaster, Joanna Marshall, on May 17, 2005 at the 2005 Digital Government Boot Camp for Idaho Policy Makers.

IREC was honored for their new procedures for secure access to real estate licensing data via the website. The new security features require the licensee to use an Access Idaho login and password of their choice and then they must associate their personal licensing information to that user name and password. The "association key" is preset by IREC using the licensee's birth date and social security number. With these new procedures, the licensee can then change that association key so that anyone who might know their standard preset key will no longer be able to access their data without the licensee's knowledge and permission.

Joanna Marshall, Webmaster

Licensees benefit from using IREC's Internet licensing applications by having the convenience of renewing their licenses 24 hours a day, 7 days a week from the comfort of their home or office. They no longer will have to worry about sending their renewal via snail mail, using an expensive "express" mail service, or personally delivering the renewal to the Commission Office so that it is received no later than 5:00 p.m. Mountain Time on the last working day of the renewal month.

Another benefit to the licensee is that the online renewal program gives them immediate feedback should their real estate license not be eligible for renewal due to lack of proper Errors & Omissions insurance coverage or lack of the required continuing education credits. The online renewal application checks the licensee's license type and if they are the "designated broker" for a company, the system triggers the renewal of all of the broker's companies and collects any additional fees for the renewal of those companies.

Also the public can use IREC's Internet application to check the licensing status of a person who is offering them real estate services.

IREC is excited about the opportunity for improvement of the service to both the public and the real estate licensees now and in the future and view this as a solid beginning to a bright new future.

Disciplinary actions, cont'd from previous page

formal reprimand; ordered to pay a civil fine of $1,500; required to pay the costs and attorney's fees of $300; and required to successfully complete a Real Estate Law course and a live Business Conduct and Office Operations course.

Tallman, Teri K., sales associate with Sel-Equity Real Estate in Boise, Idaho. Stipulated to violations of Idaho Code sections 54-2023(1)(a) and 54-2060(10) failure to obtain CE in a timely manner. Given a formal reprimand for her actions; ordered to pay a $500 civil fine; and costs and attorney's fees for this administrative action.

Windmiller, James E., associate broker with Realty Executives of Eastern Idaho in Idaho Falls. Stipulated to violations of Idaho Code sections 54-2060(10) and 54-2023(1)(a) for failure to obtain CE in a timely manner. Given a formal reprimand; ordered to pay a $500 civil fine; and required to pay the costs and attorney's fees for this administrative action.

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Managing salespersons and salespersons issued a civil penalty fine for violation of sections 54-2002, 54-2018(2), and 54-2060(10), Idaho Code – failure to renew license in a timely manner and continuing to practice as a licensee after license had expired:

Clement-Tansey, Katherine L., salesperson with Windermere Real Estate/Richard B Smith Inc., in Boise, Idaho. Civil penalty fine of $500

Hansen, LeAnna Rae, salesperson with Re/Max Country Real Estate Inc., in Pocatello, Idaho. Civil penalty fine of $150

Luff, Zakk Kendall, salesperson with Windermere Real Estate/Richard B. Smith, Inc., in Boise, Idaho. Civil penalty fine of $150

Mylander, Roger H., salesperson with Team Realty, in Nampa, Idaho. Civil penalty fine of $500

Parker, Kathy G., salesperson with Group One Inc., in Boise, Idaho. Civil penalty fine of $150

Rogers, Jacqueline Marie, salesperson with Corey Barton Homes Sales & Marketing, Inc., in Meridian, Idaho. Civil penalty fine of $300

Smith, Randall L., managing salesperson with Re/Max Mountain West, in McCall, Idaho. Civil penalty fine of $600 for **second time violation**

Soper, Terry Lee, salesperson with

Disciplinary Actions Continued on page 12

REAL ESTATE BUSINESS IS CHANGING AND REAL ESTATE EDUCATION IN IDAHO IS GOING TO LEAD THE CHANGES

by Gail Heist, Education Council Chair

The real estate industry is going through a lot of major changes. Agents are changing from independent contractors to employee status. Brokerage firms are adopting new business models. Real estate agents and brokers alike need to be ready to deal with change. I personally find change exciting and find that change provides for a really bright future. If you embrace change rather than fight the change you will find that your future and success in real estate will be very satisfying. It is interesting to see how some people react differently to change. How are you reacting to the changes in real estate?

Today, the pace of the real estate business is faster than ever, the expertise required is much higher, and the technology is more complex, all of which requires a real estate agent to be better educated to survive and serve the consuming public. What students study to get licensed or what courses agents take to renew their license today will require changes in real estate education.

The changes will require that the Real Estate Education Council with the help of Idaho Association of REALTORS® and real estate licensees evaluate current real estate education. The Real Estate Commission will then implement the necessary changes in real estate education at all levels of real estate licensing. To accomplish this task, a joint IREC and IAR Education Task Force has been formed. This task force will start with the basics by evaluating what real estate agents and brokers need to know to better serve and protect the consuming public. Once the basic requirements have been determined, the required education to provide for these basics will be established. Whether this will require more hours of education at the pre-license stage or more hours after licensing at a post-license stage will be determined after the appropriate information has been compiled and evaluated. Information will be gathered from licensees and brokers with a questionnaire as well as facts provided from a task analysis done by a major testing agency.

Once pre-license and/or post-license requirements have been determined, the task force will then evaluate the requirements for Broker Licensing. If you have any input, contact an Education Council member or any task force member. "Real estate education is much more than a license requirement -- It is a necessity for business success and consumer protection (*author unknown*)." Understand that Idaho real estate education will always have changes. Let's all look forward to the future changes and strive for the best-educated licensees in the United States.

The Education Task Force Members are:

Gail Heist, *Education Council Chair,* rgheist00@hotmail.com; Bill Zales, *Edcuation Council Vice Chair,* arltr1@my180.net; Maris Cukurs, *Education Council Member,* homes@onewest.net; Beckie Kukal, *Education Council Member,* kukal@westerra.cc; Pam Trees, *Commissioner,* ptrees@cableone.net; Donna Jones, *IREC Executive Director,* donna.jones@irec.idaho.gov; Karen Seay, *IREC Education Director,* karen.seay@irec.idaho.gov; Kim Coster, *Commission Legal Counsel,* kim.coster@irec.idaho.gov; Terry Ruettgers, *IREC Chief Investigator,* terry.ruettgers@irec.idaho.gov; Alex LaBeau, *IAR® CEO,* alabeau@idahorealtors.com; Jill Randall, *IAR® Education Director,* jrandall@idahorealtors.com; Jill Stone, *IAR® 2005 President,* jill@willisandjillstone.com; Marvis Brice, *Broker Advantage 1 Realty,* marvisbrice@cableone.net; Willis Stone, *IAR® South District Vice President,* willis@willisandjillstone.com; and Mike Gamblin, *IAR® Immediate Past President,* mike@mikegamblin.com.

Coming Soon!

The 2005 Education Survey will be arriving in your mailbox soon.
This is YOUR opportunity to contribute to the future of Idaho's Real Estate Education.

HONOR ROLL

Offices with No Violations from November 1, 2004 through March 31, 2005

Thomas Clinton (Tom) Ballantyne, Ballantyne Properties, LLC, Meridian
Arlene Karen Gillispie, Realty World Horner West Real Estate Inc, Weiser
Christian E. Hansen, Genius Realty, LLC, Boise
Calvin L. Harmon, Harmon & Associates, Fruitland
George Paul Lazaris, Lazaris Realty, Boise

Disciplinary actions, cont'd from page 9

Premier Properties, Inc., in Boise, Idaho. Civil penalty fine of $300

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Designated brokers issued a civil penalty fine for violation of sections 54-2038(3) and 54-2060(10), Idaho Code – failure to adequately supervise by allowing an unlicensed person to represent the broker:

Camberlango, Marty K., designated broker with Premier Properties, Inc., in Boise, Idaho. Civil penalty fine of $300
Conger, Ronda Sue, designated broker with Corey Barton Homes Sales & Marketing, Inc., in Meridian, Idaho. Civil penalty fine of $300
Howard, Sally J., designated broker with Group One Inc., in Boise, Idaho. Civil penalty fine of $150
Marshall, Kem Leroy, designated broker with Team Realty, in Nampa, in McCall, Idaho. Civil penalty fine of $500
Rosenbaum Jr., Werner, designated broker with Re/Max Country Real Estate Inc., in Pocatello, Idaho. Civil penalty fine of $150
Smith, Geoffrey B., designated broker with Windermere Real Estate/Richard B. Smith Inc., in Boise, Idaho. Civil penalty fine of $150
Smith, Geoffrey B., designated broker with Windermere Real Estate/Richard B. Smith Inc., in Boise, in McCall, Idaho. Civil penalty fine of $500
Tracy, Michael Shaun, designated broker with Re/Max Mountain West, in McCall, Idaho. Civil penalty fine of $540 ($300, plus $240 for 12 licensees)

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The following designated brokers have been issued citations for violations found during their audits:

Gabica, John L., designated broker with Silver Dollar Realty, in Emmett, Idaho.
Jurries, Richard W., designated broker with Double R Properties, in Weiser, Idaho
Woolf, Barbara J., designated broker with American Realty Inc., in Boise, Idaho.

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Firms, designated brokers, associate brokers and salespersons issued a civil penalty fine for violation of Commission Administrative Rule 121.03 – failure of a licensee to maintain Errors and Omissions insurance or failure of a licensee to submit or cause to be submitted a certificate of coverage as required by section 54-2013, Idaho Code:

Auw, Jon David, salesperson with Re/Max Tri-Cities LLC, in Fruitland, Idaho. Civil penalty fine of $50
Auw, Patricia Amy "Pattie", salesperson with Re/Max Tri-Cities LLC, in Fruitland, Idaho. Civil penalty fine of $50
Bartlett, Douglas Marshall, salesperson with Idaho Real Estate Company, Inc., in Nampa, Idaho. Civil penalty fine of $200 for **second time violation**
Bathe-Herrick, Laura L., inactive licensee, previously with Woodhouse Group, in Boise, Idaho. Civil penalty fine of $150
Baumback, Donald F., salesperson with Realty Executives of Treasure Valley, in Meridian, Idaho. Civil penalty fine of $100
Beacon Real Estate, in Boise, Idaho (Judith Ludlow designated broker). Civil penalty fine of $50
Bell, Andrea "Andy", salesperson with Bushell & Company, in Sun Valley, Idaho. Civil penalty fine of $100 for **second time violation**
Bills, Andrew John, salesperson with Real Estate, Inc. of Canyon County, in Nampa, Idaho. Civil penalty fine of $50
Bledsoe, Hergart S., salesperson with Ausman Realty, in Lewiston, Idaho. Civil penalty fine of $50
Boyd, Dennis Lee, associate broker with Canyon Realty, LLC, in Caldwell, Idaho. Civil penalty fine of $50
Bromgard, Justin Edward, salesperson with Clearwater Properties, in Boise, Idaho. Civil penalty fine of $50
Bronson, Rebecca P., salesperson with Bess Realty, in Brigham City, Utah. Civil penalty fine of $50
Carnes, Vicki Frances, designated broker with East Avenue Realty LLC, in Ketchum, Idaho. Civil penalty fine of $50
Chase, Terrance Maurice, salesperson with Renice Sandler Real Estate, in Coeur d'Alene, Idaho. Civil penalty fine of $50
Conroy, John Jeffrey, salesperson with Coldwell Banker Schneidmiller Realty, in Coeur d'Alene, Idaho. Civil penalty fine of $50
Cornerstone Real Estate in Mountain Home, Idaho (Sean Michael Hurley,

designated broker). Civil penalty fine of $50

Coulter, James A., designated broker with The Coulter Company LLC, in Hailey, Idaho. Civil penalty fine of $60

CRC/Commercial Real Estate Companies, in Boise, Idaho (David S. Southers, designated broker)**.** Civil penalty fine of $130

Crum Jr., Billie Gabriel, salesperson with Sel-equity Real Estate, in Boise, Idaho. Civil penalty fine of $50

Culver, Alice Ann, designated broker with Yourigloo.Com, Inc. and Packer's Realty, both in Boise, Idaho. Civil penalty fine of $50

Dale, Mark W., salesperson with A V West, in Boise, Idaho. Civil penalty fine of $50

Dalthorp, Norman Brent, salesperson with Rainbow Realty, in Sandpoint, Idaho. Civil penalty fine of $50

Duynslager, Patrick J., salesperson with Sel-equity Real Estate in Boise, Idaho. Civil penalty fine of $100 for **second time violation**

Fuller, Rodney Clark, salesperson with Coldwell Banker Schneidmiller Realty, in Coeur d'Alene, Idaho. Civil penalty fine of $50

Greaves, Gordon B., associate broker with Century 21 Greater Valley Properties, Inc., in Twin Falls, Idaho. Civil penalty fine of $50

Greif, Richard I., salesperson with Re/Max Tri-Cities LLC, in Fruitland, Idaho. Civil penalty fine of $50

Griffin, Morgan Marie, salesperson with Holland Realty, Inc., in Boise, Idaho. Civil penalty fine of $50

Heise, Thomas C., salesperson with Coldwell Banker Schneidmiller Realty, in Coeur d'Alene, Idaho. Civil penalty fine of $50

Henry, John S., salesperson with Premier Properties Inc., in Boise, Idaho. Civil penalty fine of $50

Hentges, William A. "Bill", salesperson with Gold Key Real Estate, in Boise, Idaho. Civil penalty fine of $50

Hernandez, Dan, salesperson with Sel-equity Real Estate, in Boise, Idaho. Civil penalty fine of $50

Hite, Jeanette Lee, salesperson with Re/Max Capital City, in Boise, Idaho. Civil penalty fine of $50

Hossner, Todd Cameron, designated broker with Arrowhead Realty, Inc., in Saint Anthony, Idaho. Civil penalty fine of $100 for **second time violation**

Hunt, Dianne, salesperson with Keystone Realty Group, in Twin Falls, Idaho. Civil penalty fine of $50

Hurley, Sean Michael, designated broker with Cornerstone Real Estate, in Mountain Home, Idaho. Civil penalty fine of $50

Jenkins, Billye O., designated broker with Billye O. Jenkins Realty, in Caldwell, Idaho. Civil penalty fine of $50

Lamm, Rodney Dale "Rod", salesperson with Allpro Realty Group, Inc., in Boise, Idaho. Civil penalty fine of $100

Lanum, Frank E., salesperson with Idaho Real Estate Company, Inc., in Nampa, Idaho. Civil penalty fine of $50

Lish, Nancy, salesperson with Tomlinson Black Silver Valley, in Kellogg, Idaho. Civil penalty fine of $100

Lytle, Chad A., salesperson with Sel-equity Real Estate, in Boise, Idaho. Civil penalty fine of $100

Marks, Lawrence A., salesperson with Real Estate Inc. of Canyon County, in Nampa, Idaho. Civil penalty fine of $50

Martin, Samuel Edward, salesperson with DK Commercial, LLC, in Eagle, Idaho. Civil penalty fine of $50

McDonald, John H., salesperson with Associated Brokers of Sun Valley LLC, in Sun Valley, Idaho. Civil penalty fine of $50

McGurkin, Joseph Gerard, salesperson with Moscow Realty LLC, in Moscow, Idaho. Civil penalty fine of $50

Miller, Alonzo H., salesperson with Windermere Real Estate/Richard B. Smith Inc., in Boise, Idaho. Civil penalty fine of $50

Newton, Hyrum James, salesperson with Muffley Realty & Insurance, in Gooding, Idaho. Civil penalty fine of $50

Ogawa, Barbara Jean, salesperson with Re/Max Tri-Cities LLC, in Fruitland, Idaho. Civil penalty fine of $50

Piva, Robert A., salesperson with Way Out West Realty, Inc., in Challis, Idaho. Civil penalty fine of $50

Prissel, Margaret Sloan, salesperson with Alta Realty, in Driggs, Idaho. Civil penalty fine of $100

Reese, Nancy J., salesperson with Alta Realty in Driggs, Idaho. Civil penalty fine of $50

Rice, Michael D., inactive licensee, previously with Gold Key Real Estate, in Boise, Idaho. Civil penalty fine of $100

Ritzau, Kirsten Todd, associate broker with Associate Brokers of Sun Valley LLC, in Sun Valley, Idaho. Civil penalty fine of $50

Robert, Patrick Paris, salesperson with Keller Williams Realty Coeur d'Alene, in Coeur d'Alene, Idaho. Civil penalty fine of $50

Rodriguez, David Raymond, salesperson with American Dream Realty in Rupert, Idaho. Civil penalty fine of $50

Roest, Herman "Herm", salesperson with Agcom Real Estate, in Nampa, Idaho. Civil penalty fine of $100 for **second time violation**

Scott, Marianne P., designated broker with Five Star Real Estate, in Boise, Idaho. Civil penalty fine of $100

Shoushtarian, Joannah Bolles, salesperson with Investors Realty, Inc., in Boise, Idaho. Civil penalty fine of $50

Smith, Brad K., salesperson with Smith & Company Realty, in Montpelier, Idaho. Civil penalty fine of $50

Smith, Sandy L., salesperson with CRC/Commercial Real Estate Companies, in Boise, Idaho. Civil penalty fine of $100

Snook, Cynthia Ann "Cindy", salesperson with Land Exchange, Real Estate, in Salmon, Idaho. Civil penalty fine of $100 for **second time violation**

Southers, David S., designated broker with CRC/Commercial Real Estate Companies, and Southers Properties, LLC, both in Boise, Idaho**.** Civil penalty fine of $100

Southers Properties LLC, in Boise, Idaho (David S. Southers, designated broker)**.** Civil penalty fine of $110

Stilwell, Scott G., currently expired, previously with CRC/Commercial Real Estate Companies, in Boise, Idaho**.** Civil penalty fine of $100

Strout, E. LeRoy, associate broker with Hadden Realty, in Shoshone, Idaho. Civil penalty fine of $50

Swope, Michael J., designated broker with Swope Investment Properties, in Boise, Idaho. Civil penalty fine of $50

Team Van Gordon Auctioneers, Inc., (Stephen N. "Steve" Van Gordon, reciprocal designated broker) in Aurora, Oregon. Civil penalty fine of $50

Van Gordon, Stephen N., "Steve", reciprocal designated broker with Team Van Gordon Auctioneers, Inc., in Aurora, Oregon. Civil penalty fine of $50

Vincen Jr., Charles D., salesperson with Chalberg Financial Services, in Boise, Idaho. Civil penalty fine of $50

Ward, Rex Jay, designated broker with Realty Link, in Burley, Idaho. Civil penalty fine of $100 for **second time violation**

Welch, Jonathan Palmer, salesperson with Sel-equity Real Estate, in Boise, Idaho. Civil penalty fine of $50

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Supply Order Form

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Real Estate publications that are listed as "free" can be ordered by mail, fax, phone, e-mail, or in person. Publications requiring payment must be ordered by mail or in person. Here's how to order:

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- **By e-mail:** For free publications ONLY, e-mail jesama.rosensweig@irec.idaho.gov
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Miscellaneous Information
- Prices are subject to change
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- Allow 2-4 weeks for delivery
- Most publications & materials are available to download from the Commission's website at www.irec.idaho.gov

Refund Policy
Because of rising costs associated with issuing a refund, it is the policy of the Idaho Real Estate Commission to refund overpayments of under $25 only if requested in writing within 30 days of the Commission's receipt of the overpayment.

Overpayments of $25 or more will be automatically refunded to the licensee. There will be a $15 fee assessed for each check returned to the Commission for insufficient funds.

PART A: Material Requested		**Cost**	**Quantity**	**Subtotal**
2005 License Law & Rules Book		$1.88		
Agency Law In Idaho Brochure (25/pkg) Revised Effective July 2004 — Spanish ☐ English ☐	1-4 pkg	$5.94ea		
	5-9 pkg	$4.46ea		
	10+ pkg	$2.97ea		
Business Conduct & Office Operations *correspondence course* (No tax)		$20.00		
C2005 Continuing Education Core tape *purchase*. (Includes 1 copy of outline, but does NOT include exam)	VHS	$60.00		
	Audio Tape	$60.00		
	Audio CD	$60.00		
	Video DVD	$60.00		
	Outline	$4.72		
Candidate Handbook		*Free*		
Guidelines: Guideline number/title _____		*Free*		
Investigative & Hearing Process Brochure		*Free*		
License Manual		*Free*		
The Real Estatement		*Free*		
PART B: Shipping Information				
			Subtotal	
Name			**6% Tax**	
			Total	
Business Name & Address				
City				
State	Zip			
Phone				
Fax				
E-mail				

If your organization is tax exempt, you must include a copy of your tax-exempt form.

Sales Pre-license

Real estate education is required for a salesperson's license. These two 45-hour courses are designed for the beginner in real estate who has little previous knowledge in the field. Completion of both modules, in order, will satisfy the educational requirements for a salesperson's license. Specific information concerning education requirements for licensure can be found in the Idaho Real Estate License Manual. ***To register for a course please contact the provider.***

Sales Pre-license Module I and Module II (45 hours per course)

Date	Hours	Course Title	Location	Phone	Web Site	Cost
Online	45	Fundamentals of Real Estate Module I *FIN C201*	Online	(208) 885-6641	http://www.uidaho.edu/isi	$325
July 16-26	45	Sales Prelicense Module 1	Boise	(208) 327-0768	www.etidaho.com	$337
June 20-24	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$275
June 20-25	45	Sales Prelicense Module 2	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$320
June 28-Aug 4	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
June 29-Aug 10	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
July 5-12	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
July 5-12	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
July 6-13	45	Sales Prelicense Module 1	Boise	(208) 377-9247	www.gailheist.com	$275
July 6-13	45	Sales Prelicense Module 1	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
July 11-15	45	Sales Prelicense Module 1	Boise	(208) 327-0768	www.etidaho.com	$275
July 13-20	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
July 13-20	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
July 14-23	45	Sales Prelicense Module 1	Idaho Falls *ext. 3381*	(208) 524-3000	www.eitc.edu	$275
July 14-21	45	Sales Prelicense Module 2	Boise	(208) 377-9247	www.gailheist.com	$275
July 18-22	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$275
July 25-Aug 5	45	Sales Prelicense Module 1	Boise	(208) 327-0768	www.etidaho.com	$337
July 28-Aug 6	45	Sales Prelicense Module 2	Idaho Falls	(208) 524-3000 *ext. 3381*	www.eitc.edu	$275
Aug 1-8	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Aug 1-8	45	Sales Prelicense Module 1	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Aug 1-11	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$337
Aug 1-9	45	Sales Prelicense Module 2	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Aug 2-Sept 9	45	Sales Prelicense Module 2	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$275
Aug 3-10	45	Sales Prelicense Module 1	Boise	(208) 377-9247	www.gailheist.com	$275
Aug 8 - Oct 5	45	Sales Prelicense Module 1	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$275
Aug 9-16	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Aug 9-16	45	Sales Prelicense Module 2	Boise	(208) 685-6711	www.idahorealestateschool.com	$325
Aug 11- Sept 20	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Aug 11-18	45	Sales Prelicense Module 2	Boise	(208) 377-9247	www.gailheist.com	$275
Aug 15-Sept 26	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275

Aug 20-30	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$337
Sept 1-17	45	Sales Prelicense Module 1	Twin Falls	(208) 732-6287	www.csi.edu	$375
Sept 6-16	45	Sales Prelicense Module 1	Boise	(208) 327-0768	www.etidaho.com	$337
Sept 6-12	45	Sales Prelicense Module 1	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Sept 6-13	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Sept 7-14	45	Sales Prelicense Module 1	Boise	(208) 377-9247	www.gailheist.com	$275
Sept 8-16	45	Sales Prelicense Module 1	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Sept 12-22	45	Sales Prelicense Module 2	Boise	(208) 327-0768	www.etidaho.com	$337
Sept 13-19	45	Sales Prelicense Module 2	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Sept 14-23	45	Sales Prelicense Module 1	Lewiston	(208) 792-2442	www.lcsc.edu/wft	$250
Sept 14-21	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Sept 15-22	45	Sales Prelicense Module 2	Boise	(208) 377-9247	www.gailheist.com	$275
Sept 27-Nov 3	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Sept 28-Nov 7	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Sept 28-Oct 7	45	Sales Prelicense Module 2	Lewiston	(208) 792-2442	www.lcsc.edu/wft	$250
Oct 3-14	45	Sales Prelicense Module 1	Hailey	(208) 732-6287	www.csi.edu	$385
Oct 3-10	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Oct 3-7	45	Sales Prelicense Module 1	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Oct 3-8	45	Sales Prelicense Module 1	Idaho Falls	(208) 524-3000 *ext. 3381*	www.eitc.edu	$275
Oct 4 - Dec 1	45	Sales Prelicense Module 1	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$275
Oct 5-12	45	Sales Prelicense Module 1	Boise	(208) 377-9247	www.gailheist.com	$275
Oct 6-14	45	Sales Prelicense Module 2	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Oct 6-22	45	Sales Prelicense Module 2	Twin Falls	(208) 732-6287	www.csi.edu	$375
Oct 10 - Dec 12	45	Sales Prelicense Module 2	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$275
Oct 10-14	45	Sales Prelicense Module 2	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Oct 11-22	45	Sales Prelicense Module 1	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$320
Oct 11-18	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Oct 13-20	45	Sales Prelicense Module 2	Boise	(208) 377-9247	www.gailheist.com	$275
Oct 17-22	45	Sales Prelicense Module 2	Idaho Falls	(208) 524-3000 *ext. 3381*	www.eitc.edu	$275
Oct 24-Nov 5	45	Sales Prelicense Module 2	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$320
Oct 31-Nov 4	45	Sales Prelicense Module 1	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Oct 31-Nov 7	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Nov 2-9	45	Sales Prelicense Module 1	Boise	(208) 377-9247	www.gailheist.com	$275
Nov 2-11	45	Sales Prelicense Module 2	Hailey	(208) 732-6287	www.csi.edu	$385

Nov 3-11	45	Sales Prelicense Module 1	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Nov 7-11	45	Sales Prelicense Module 2	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Nov 8-Dec 20	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Nov 8-15	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Nov 9-Dec 21	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Nov 10-17	45	Sales Prelicense Module 2	Boise	(208) 377-9247	www.gailheist.com	$275
Nov 28-Dec 2	45	Sales Prelicense Module 1	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Nov 28-Dec 6	45	Sales Prelicense Module 2	Post Falls	(208) 769-3444	www.nic.edu/wft	$265
Nov 30-Dec 7	45	Sales Prelicense Module 1	Boise	(208) 377-9247	www.gailheist.com	$275
Dec 5-12	45	Sales Prelicense Module 1	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Dec 5-9	45	Sales Prelicense Module 2	Meridian	(208) 685-6711	www.idahorealestateschool.com	$325
Dec 8-15	45	Sales Prelicense Module 1	Boise	(208) 377-9247	www.gailheist.com	$275
Dec 13-20	45	Sales Prelicense Module 2	Meridian	(208) 377-4300	www.pioneer-reschool.com	$275
Dec 15-21	45	Sales Prelicense Module 2	Boise	(208) 377-9247	www.gailheist.com	$275

Schedule and fees are subject to change. Check with PROVIDER for current information and registration.

Broker Pre-license Courses

Four additional courses for a total of at least 90 hours of advanced approved real estate education is required for a broker's license. Specific information concerning educational requirements for licensure can be found in the Idaho Real Estate License Manual. These courses are also approved for elective continuing education credit. ***To register for a course please contact the provider.***

Brokerage Management (30 hours) - Finance (30-45 hours) - Law (30-45 hours)
Valuation and Analysis (30-45 hours)

Date	Hours	Course Title	Location	Phone	Web Site	Cost
Online	45	Real Estate Finance *BUS 262*	Online	(208) 885-6641	http://www.uidaho.edu/isi	$325
Online	45	Real Estate Law *BUS 263*	Online	(208) 885-6641	http://www.uidaho.edu/isi	$325
July 11-14	30	Finance	Boise	(208) 327-0768	www.etidaho.com	$295
July 25-28	30	Finance	Meridian	(208) 377-4300	www.pioneer-reschool.com	$250
Aug 9-12	30	Brokerage Management	CDA	(208) 327-0768	www.etidaho.com	$325
Aug 15-18	30	Valuation and Analysis	Boise	(208) 327-0768	www.etidaho.com	$325
Aug 29-Sept 1	30	Valuation and Analysis	Meridian	(208) 377-4300	www.pioneer-reschool.com	$250
Sept 8-16	30	Law	Twin Falls	(208) 732-6287	www.csi.edu	$290
Sept 26-29	30	Brokerage Management	Boise	(208) 327-0768	www.etidaho.com	$295
Sept 26-29	30	Law	Meridian	(208) 377-4300	www.pioneer-reschool.com	$250
Oct 18-21	30	Law	CDA	(208) 342-3585	www.idahorealtors.com	TBD
Oct 20-28	30	Finance	Twin Falls	(208) 732-6287	www.csi.edu	$290
Oct 24-27	30	Brokerage Management	Meridian	(208) 377-4300	www.pioneer-reschool.com	$250
Nov 10-18	30	Valuation and Analysis	Twin Falls	(208) 732-6287	www.csi.edu	$290

Nov 15-1	30	Finance	Boise	(208) 327-0768	www.etidaho.com	$295
Nov 28-Dec 1	30	Finance	Meridian	(208) 377-4300	www.pioneer-reschool.com	$250
Dec 2-10	30	Brokerage Management	Twin Falls	(208) 732-6287	www.csi.edu	$290

Schedule and fees are subject to change. Check with PROVIDER for current information and registration.

Continuing Education Core Course 2005

These courses are intended to keep the licensee abreast of changes in the real estate profession. For complete CE requirements, visit our website at www.irec.idaho.gov. ***To register for a course, please contact the provider.***

Date	Hours	Course Title	Location	Phone	Web Site	Cost
video/audio	4	Core 2004		(208) 334-3285	www.irec.idaho.gov	$15
Last Thursday of Every Month	4	Core 2004	Boise	(208) 376-0363	www.adacounty-realtors.com	$45
July 6	4	Core 2005	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
July 7	4	Core 2005	CDA	(208) 342-3585	www.idahorealtors.com	$50/60
July 18	4	Core 2005	Meridian	(208) 685-6711	www.idahorealestateschool.com	$45
July 20	4	Core 2005	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
July 20	4	Core 2005	Boise	(208) 327-0768	www.etidaho.com	$45
July 20	4	Core 2005	Twin Falls	(208) 342-3585	www.idahorealtors.com	$50/60
July 22	4	Core 2005	Ketchum	(208) 342-3585	www.idahorealtors.com	$50/60
July 225	4	Core 2005	Meridian	(208) 377-4300	www.pioneer-reschool.com	$45
July 26	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
July 27	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
July 28	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Aug 3	4	Core 2005	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Aug 8	4	Core 2005	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Aug 5	4	Core 2005	Idaho Falls	(208) 342-3585	www.idahorealtors.com	$50/60
Aug 9	4	Core 2005	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Aug 15	4	Core 2005	Meridian	(208) 685-6711	www.idahorealestateschool.com	$45
Aug 17	4	Core 2005	Twin Falls	(208) 342-3585	www.idahorealtors.com	$50/60
Aug 18	4	Core 2005	Meridian	(208) 377-4300	www.pioneer-reschool.com	$45
Aug 24	4	Core 2005	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Aug 24	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Aug 25	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Aug 27	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Sept 6	4	Core 2005	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Sept 20	4	Core 2005	Meridian	(208) 685-6711	www.idahorealestateschool.com	$45
Sept 21	4	Core 2005	Twin Falls	(208) 342-3585	www.idahorealtors.com	$50/60

Sept 21	4	Core 2005	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Sept 23	4	Core 2005	Meridian	(208) 377-4300	www.pioneer-reschool.com	$45
Sept 27	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Sept 28	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Sept 29	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Oct 3	4	Core 2005	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Oct 15	4	Core 2005	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Oct 17	4	Core 2005	Meridian	(208) 685-6711	www.idahorealestateschool.com	$45
Oct 19	4	Core 2005	Twin Falls	(208) 342-3585	www.idahorealtors.com	$50/60
Oct 20	4	Core 2005	Rupert	(208) 342-3585	www.idahorealtors.com	$50/60
Oct 20	4	Core 2005	Meridian	(208) 377-4300	www.pioneer-reschool.com	$45
Oct 26	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Oct 27	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Oct 29	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Nov 1	4	Core 2005	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Nov 14	4	Core 2005	Meridian	(208) 685-6711	www.idahorealestateschool.com	$45
Nov 14	4	Core 2005	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Nov 16	4	Core 2005	Twin Falls	(208) 342-3585	www.idahorealtors.com	$50/60
Nov 17	4	Core 2005	Meridian	(208) 377-4300	www.pioneer-reschool.com	$45
Nov 18	4	Core 2005	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Nov 19	4	Core 2005	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Nov 19	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Nov 23	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Nov 29	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Dec 5	4	Core 2005	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Dec 12	4	Core 2005	Meridian	(208) 685-6711	www.idahorealestateschool.com	$45
Dec 17	4	Core 2005	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Dec 20	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Dec 21	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40
Dec 21	4	Core 2005	Twin Falls	(208) 342-3585	www.idahorealtors.com	$50/60
Dec 22	4	Core 2005	Meridian	(208) 377-4300	www.pioneer-reschool.com	$45
Dec 22	4	Core 2005	Boise	(208) 377-9247	www.gailheist.com	$40

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Continuing Education Elective Courses

The following courses are approved by the Idaho Real Estate Commission for continuing education elective credit. For

complete CE requirements, visit our website at www.irec.idaho.gov. ***To register for a course, please contact the provider.***

Continuing Education Elective Courses

Date	Hours	Course Title	Location	Phone	Web Site	Cost
Online	4	ADA & Fair Housing	Online	(800) 532-7649	www.careerwebschool.com	$45
Online	3	Ada Fair Housing	Online	(360) 683-6640	www.americas-best.net	$24
Correspondence	4	Business Conduct & Office Operations	Correspond.	(208) 334-3285	www.irec.idaho.gov	$20
Online	4	Buyer Representation in Real Estate	Online	(312) 836-4400	www.Recampus.com	$60
Online	8	Commercial Continuing Education Set I	Online	(312) 836-4400	www.Recampus.com	$60
Online	8	Commercial Continuing Education Set II	Online	(312) 836-4400	www.Recampus.com.	$60
Online	4	Commercial Real Estate: Listing Properties	Online	(312) 836-4400	www.Recampus.com	$60
Online	4	Commercial Real estate: Investments	Online	(312) 836-4400	www.Recampus.com	$60
Online	4	Consensual Dual Agency	Online	(800) 532-7649	www.careerwebschool.com	$45
Online	3	Contracts	Online	(360) 683-6640	www.americas-best.net	$24
Last Friday of every month	4	Cracking the Code- Understanding the REALTORS Code of Ethics and Procuring Cause	Boise	(208) 376-0363	www.adacounty-realtors.com	$45
Online	4	Diversity & Doing Business	Online	(312) 836-4400	www.Recampus.com	$60
Online	6	Environmental Basics	Online	(360) 683-6640	www.americas-best.net	$48
Online	6	Environmental Issues in Your Real Estate Practice	Online	(312) 836-4400	www.Recampus.com	$60
Online	4	Ethics and Real Estate	Online	(312) 836-4400	www.Recampus.com	$60
Online	4	Ethics in Real Estate (meets NAR requirement)	Online	(800) 532-7649	www.careerwebschool.com	$45
Online	4	Fair Housing	Online	(312) 836-4400	www.Recampus.com	$60
Online	6	Home Inspection	Online	(360) 683-6640	www.americas-best.net	$48
Online	6	Introduction to Commercial Real Estate Sales	Online	(312) 836-4400	www.Recampus.com	$60
Online	3	Meth Madness	Online	(360) 683-6640	www.americas-best.net	$24
Online	4	Pricing Property	Online	(360) 683-6640	www.americas-best.net	$32
Online	6	Property Management & Managing Risk	Online	(312) 836-4400	www.Recampus.com	$60
Online	4	Real Estate & Taxes: What Every Agent Should Know	Online	(312) 836-4400	www.Recampus.com	$60
Online	3	Real Estate Ethics	Online	(360) 683-6640	www.americas-best.net	$24

Online	4	Real Estate Finance Today	Online	(312) 836-4400	www.Recampus.com	$60
Online	4	Real Estate Math	Online	(800) 532-7649	www.careerwebschool.com	$45
Online	6	Real Estate Math	Online	(360) 683-6640	www.americas-best.net	$48
Online	4	Red Flags Property Inspection Guide	Online	(312) 836-4400	www.Recampus.com	$60
Online	4	Tax Free Exchanges	Online	(800) 532-7649	www.careerwebschool.com	$45
July 8	4	Housing, Disability and Employment Issues for Real Estate Licensees	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
July 8	4	Title Insurance and Closing Issues	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
July 15	4	Real Estate Technology Module II - Correspondence and Calculations	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
July 19	4	Practical Use of the REALTOR Forms	Sandpoint	(208) 342-3585	www.idahorealtors.com	$30
July 20	4	Digital Pictures - Imagine the Possibilities	Boise	(208) 327-0768	www.etidaho.com	$89
July 20	4	The Power of Exchange	Ketchum	(208) 342-3585	www.idahorealtors.com	$50/60
July 20	4	The Power of Analysis	Ketchum	(208) 342-3585	www.idahorealtors.com	$50/60
July 20	4	Practical Use of the REALTOR Forms	CDA	(208) 342-3585	www.idahorealtors.com	$40/90
July 20	4	Real Estate and the Multicultural Client	Boise	(208) 863-2192	www.execprotocol.com	$49
July 21	4	Business Conduct & Office Operations	Ketchum	(208) 342-3585	www.idahorealtors.com	$50/60
July 21	8	Commercial Real Estate-Listing Properties	Meridian	(208) 377-4300	www.pioneer-reschool.com	$65
July 21	4	If You Can Finance It, You Can Sell It - The HP-10B II	Ketchum	(208) 342-3585	www.idahorealtors.com	$50/60
July 22	4	Business Conduct & Office Operations	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
July 26	4	Risk Management	Boise	(208) 377-9247	www.gailheist.com	$40
July 27	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
July 27-28	3	Commission Meeting	Boise	(208) 334-3285	www.irec.idaho.gov	$0
July 27	4	Introduction to Commercial Real Estate Sales	Boise	(208) 377-9247	www.gailheist.com	$40
July 27-28	16	Rookie REALTOR	Clarkston	(208) 342-3585	www.idahorealtors.com	$125
July 30	4	The Power of Email Marketing	Boise	(208) 327-0768	www.etidaho.com	$89
Aug 2	4	Title Insurance Plus	Lewiston	(208) 322-0804	www.firstam.com	$45
Aug 3	4	The Power of Exchange	Idaho Falls	(208) 342-3585	www.idahorealtors.com	$50/60

Aug 3	4	The Power of Analysis	Idaho Falls	(208) 342-3585	www.idahorealtors.com	$50/60
Aug 4	4	Understanding & Using Real Estate Contracts	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Aug 5	4	Cracking the Code- Understanding the REALTORS Code of Ethics and Procuring Cause	Idaho Falls	(208) 342-3585	www.idahorealtors.com	$50/60
Aug 8	4	Title Insurance and Closing Issues	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Aug 10	4	IRC Section 1031 Tax Deferred Exchanges	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Aug 10	4	The Power of Exchange	Mtn Home	(208) 342-3585	www.idahorealtors.com	
Aug 10	4	Understanding & Applying Idaho Agency Law: Single, Limited Dual, Assigned & Non-agency Relationships	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Aug 10	4	Understanding & Applying Idaho Agency Law: Single, Limited Dual, Assigned & Non-agency Relationships	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Aug 10	4	What Every Real Estate Practitioner Needs to Know About Older/Newer Homes	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Aug 11	8	Interactive Communications	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$100
Aug 11	4	The Power of Analysis	Mtn Home	(208) 342-3585	www.idahorealtors.com	
Aug 15	4	1031 Exchanges and Tenant-in-Common Real Estate	Boise	(208) 573-0977	Genesis Training Group	$80
Aug 17	8	Commercial Real Estate-Listing Properties	Meridian	(208) 377-4300	www.pioneer-reschool.com	$65
Aug 18	4	Wealth Preservation Plan	Twin Falls	(208) 573-0977	Genesis Training	$80
Aug 18-19	16	Rookie REALTOR	Pocatello	(208) 342-3585	www.idahorealtors.com	
Aug 236	4	A Rational Overview of Mold Issues in Buildings	CDA	(208) 765-9555	www.aeaassoc.com	$75
Aug 24	4	Business Conduct & Office Operations	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Aug 24	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
Aug 25	4	Risk Management	Boise	(208) 377-9247	www.gailheist.com	$40
Aug 26	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
Aug 26	4	Introduction to Commercial Real Estate Sales	Boise	(208) 377-9247	www.gailheist.com	$40
Sept 7	4	Identifying & Disclosing Encumbrances I - Issues Related to Use of Land	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Sept 7	4	Identifying & Disclosing Encumbrances II - Encumbrances that Affect Title to Real Property	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Sept 12-13	TBA	Advanced Marketing Systems	Sun Valley	(208) 342-3585	www.idahorealtors.com	$300
Sept 19	4	Wealth Preservation Plan	Boise	(208) 573-0977	Genesis Training Group	$80
Sept 21	4	Business Conduct	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35

Sept 22	8	Commercial Real Estate-Listing Properties	Meridian	(208) 377-4300	www.pioneer-reschool.com	$65
Sept 22	4	Walth Preservation Plan	Nampa	(208) 573-0977	Genesis Training Group	$80
Sept 27	4	Risk Management	Boise	(208) 377-9247	www.gailheist.com	$40
Sept 28	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
Sept 28	4	Introduction to Commercial Real Estate Sales	Boise	(208) 377-9247	www.gailheist.com	$40
Sept 29-30	16	CRS Designation	Boise	(208) 342-3585	www.idahorealtors.com	$300
Sept 30	4	Real Estate Technology Module II - Correspondence and Calculations	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Oct 3	4	Understanding & Using Real Estate Contracts	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Oct 5	4	Real Estate Broker/ Salesperson Liabilities (Risk Management and Law Update)	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Oct 10-11	14	GRI-Areas of Real Estate Specialization Module 1 of 2	Boise	(208) 342-3585	www.idahorealtors.com	$200
Oct 12-13	14	GRI-Areas of Real Estate Specialization Module 2 of 2	Boise	(208) 342-3585	www.idahorealtors.com	$200
Oct 13-14	16	Rookie REALTOR	Twin Falls	(208) 342-3585	www.idahorealtors.com	$125
Oct 15	4	Business Conduct & Office Operations	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Oct 19	4	A Rational Overview of Mold Issues in Buildings.	Lewiston	(208) 765-9555	www.aeaassoc.com	$75
Oct 19	8	Commercial Real Estate-Listing Properties	Meridian	(208) 377-4300	www.pioneer-reschool.com	$65
Oct 20	4	Wealth Preservation Plan	Twin Falls	(208) 573-0977	Genesis Training Group	$80
Oct 26	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
Oct 27	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
Oct 27	4	Introduction to Commercial Real Estate Sales	Boise	(208) 377-9247	www.gailheist.com	$40
Oct 27	4	Risk Management	Boise	(208) 377-9247	www.gailheist.com	$40
Nov 1	4	Housing, Disability and Employment Issues for Real Estate Licensees	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Nov 1-2	12	Does it Pencil?	Boise	(800) 648-8475	www.stilltraining.com	$259
Nov 3	4	Title Insurance & Closing Issues	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Nov 7	4	1031 Exchanges and Tenant-in-Common Real Estate	Boise	(208) 573-0977	Genesis Training Group	$80
Nov 10-11	16	Rookie REALTOR	CDA	(208) 342-3585	www.idahorealtors.com	$125
Nov 14	4	Wealth Preservation Plan	Boise	(208) 573-0977	Genesis Training Group	$80

Nov 15	4	Identifying & Disclosing Encumbrances I - Issues Related to Use of Land	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Nov 15	4	Identifying & Disclosing Encumbrances II - Encumbrances that Affect Title to Real Property	Sandpoint	(208) 769-3444	www.nic.edu/wft	$39
Nov 16	8	Commercial Real Estate-Listing Properties	Meridian	(208) 377-4300	www.pioneer-reschool.com	$65
Nov 16	4	Cracking the Code-Understanding the REALTORS Code of Ethics and Procuring Cause	Emmett	(208) 342-3585	www.idahorealtors.com	$50/60
Nov 17	4	Wealth Preservation Plan	Nampa	(208) 573-0977	Genesis Training Group	$80
Nov 18	4	Real Estate Technology Module 1 - Organizing & Managing Messages	Pocatello	(208) 234-4357	www.professionalrealestateschool.com	$50
Nov 19	4	Business Conduct & Office Operations	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Nov 19	4	Risk Management	Boise	(208) 377-9247	www.gailheist.com	$40
Nov 22	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
Nov 22	4	Introduction to Commercial Real Estate Sales	Boise	(208) 377-9247	www.gailheist.com	$40
Nov 29	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
Dec 5	4	Real Estate Broker/ salesperson Liabilities (Risk Management and Law Update)	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Dec 7	4	Title Insurance and Closing Issues	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Dec 7	4	Understanding &: Applying Idaho Agency Law: Single, Limited Dual, Assigned & Non-agency Relationships	Post Falls	(208) 769-3444	www.nic.edu/wft	$39
Dec 8-9	16	Rookie REALTOR	Nampa	(208) 342-3585	www.idahorealtors.com	$125
Dec 17	4	Business Conduct & Office Operations	Nampa	(208) 426-1974	workforcetraining.boisestate.edu	$35
Dec 20	4	Risk Management	Boise	(208) 377-9247	www.gailheist.com	$40
Dec 21	4	Business Conduct & Office Operations	Boise	(208) 377-9247	www.gailheist.com	$40
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In Memory

The Idaho Real Estate Commission extends our sympathies to the families of:

Dermot K. Connolly, Boise
Sheral Ann Ecans, Boise
William J. "Bill" Boyd, Coeur D'Alene
Marva Walters, Jerome

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