

NEW HAMPSHIRE REAL ESTATE COMMISSION

COMMISSION MEETING

JANUARY 20, 2015

A meeting of the New Hampshire Real Estate Commission was held on Tuesday, January 20, 2015 at 8:30 a.m. in the Real Estate Commission Conference Room, 64 South Street, Concord, New Hampshire 03301.

- I. Meeting was called to order at 8:40 a.m. by Chairman Daniel Jones.
Present: Commissioners Daniel Jones, David Dunn, William Barry, Calley Milne, and Paul Lipnick.
- II. On motion by Commissioner Dunn, seconded by Commissioner Milne, the Commission approved the Minutes of the Commission meeting held on December 16, 2014.

On motion by Commissioner Barry, seconded by Commissioner Dunn, the Commission approved the Minutes of the Commission meeting held on December 22, 2014.

III. APPOINTMENTS

8:45 a.m. JAMES W. PETERSEN, JR. appeared before the Commission to request reinstatement of his lapsed broker's license, pursuant to RSA 331-A:18, II. After review and discussion, the Commission, on motion by Commissioner Dunn, seconded by Commissioner Milne decided to allow the reinstatement of Mr. Petersen's lapsed broker's license based on good cause shown as required by RSA 331-A:18, II, contingent upon Mr. Petersen submitting all fees and documentation required for reinstatement of his lapsed license within 30 days from the date of this meeting.

8:55 a.m. LISA DAVIDSON and SHANNON ALDRICH appeared before the Commission to discuss their concerns regarding the Commission's decision made at the November 2014 meeting requiring all distance education courses submitted for Commission accreditation by a delivery method other than classroom delivery to have a clock hour enforcement mechanism within the distance education course by January 1, 2016. Ms. Davidson and Ms. Aldrich stated their concerns with the Commission not allowing correspondence delivery for the core course and elective courses, and explained that inactive licensees who need to complete a core course to renew their inactive license have a hard time being able to take time off from their jobs to take a core course during the day, because they have a hard time finding a course offered during the evening, and some licensees are not proficient on using the internet to fulfill their education requirements. The Commission suggested to Ms. Davidson and Ms. Aldrich to get a committee of instructors to study the issues and submit some suggestions regarding acceptable course delivery methods for Commission consideration.

9:45 a.m. Show Cause Hearing – MATTHEW R. FEE appeared before the Commission for a show cause hearing regarding his criminal history record submitted with his application for an original salesperson's license. After review and discussion, the Commission, on motion by Commissioner Dunn, seconded by Commissioner Barry, decided to deny Mr. Fee's application for his original salesperson's license without prejudice of him reapplying for a license and coming before the Commission if he obtains annulment to any of his convictions. Commissioner Lipnick was opposed to the decision. Mr. Fee to be so notified.

10:43 a.m. ANN FLANAGAN appeared before the Commission to request accreditation as a pre-licensing instructor and core instructor pursuant to administrative rule Rea 302.01. After review of Ms. Flanagan's DVD recording of the pre-licensing and core course material and discussion, the Commission, on motion by Commissioner Barry, seconded by Commissioner Dunn, decided to accredit Ann Flanagan of Ann Flanagan New Hampshire Real Estate School as a real estate pre-licensing and core instructor.

IV. **HEARING 10:55 AM**

FILE NO. 2014-021 NEW HAMPSHIRE REAL ESTATE COMMISSION VS BEVIN FRASER KORTH

The following persons were present at the hearing:

Commission: Commissioners Daniel Jones, David Dunn, Calley Milne and Paul Lipnick.

Evaluator: Commissioner Barry evaluated the above matter and abstained from participation in the discussion.

Complainant: The NH Real Estate Commission through its Investigator Ann Flanagan

Attorney: Pro Se

Respondent: Bevin Fraser Korth

Attorney: Pro Se

Witnesses: Evaluating Commissioner William Barry

V. **HEARING 12:42 PM**

FILE NO. 2014-030 NEW HAMPSHIRE REAL ESTATE COMMISSION VS G. BRANT ATKINS

The following persons were present at the hearing:

Commission: Commissioners Daniel Jones, David Dunn, Calley Milne and Paul Lipnick.

Evaluator: Commissioner Barry evaluated the above matter and abstained from participation in the discussion.

Complainant: The NH Real Estate Commission through its Investigator Ann Flanagan

Attorney: Pro Se

Respondent: G. Brant Atkins

Attorney: Pro Se

Witnesses: Evaluating Commissioner William Barry

VI. **OTHER BUSINESS**

1. The Commission unanimously approved the following date for the February meeting:

February 17, 2015 at 8:30 a.m.

2. CASE EVALUATIONS

(a) FILE NO. 2014-048

Evaluator: Commissioner Jones

Determination: On motion by Commissioner Barry, seconded by Commissioner Dunn, the Commission approved the evaluating commissioner's determination that there no violations, should not be heard.

(b) FILE NO. 2014-055

Evaluator: Commissioner Jones

Determination: On motion by Commissioner Dunn, seconded by Commissioner Barry, the Commission approved the evaluating commissioner's determination that there were no violations, should not be heard.

(c) FILE NO. 2014-058

Evaluator: Commissioner Barry

Determination: On motion by Commissioner Dunn, seconded by Commissioner Milne, the Commission approved the evaluating commissioner's determination that there were no violations, should not be heard.

3. COURSE ACCREDITATIONS AND RE-ACCREDITATIONS

The following continuing education courses were approved for accreditation by the Commission:

OFFER AND NEGOTIATING FOR THE BUYER CLIENT 3 HOURS
Course Provider: Monika McGillicuddy

BUYER REPRESENTATION 3 HOURS
Course Provider: Monika McGillicuddy

HELPING CLIENTS THROUGH THE NEGOTIATION PROCESS 3 HOURS
Course Provider: NorthEast Real Estate Institute

KNOW WHO YOUR CLIENTS ARE 3 HOURS
Course Provider: NorthEast Real Estate Institute

2014/2015 Real Estate Market Pulse OnDemand Course V1.0 3 HOURS
Course Provider: Dearborn Real Estate Education

CORE (Class, Correspondence & Internet) 3 HOURS
Course Provider: Ann Flanagan New Hampshire Real Estate School

The following continuing education courses were approved for re-accreditation by the Commission:

DEMYSTIFYING APPRAISALS 2 HOURS
Course Provider: McKissock, LP

UNDERSTANDING RESPA & THE NEW HUD-1 1 ½ HOURS
Course Provider: McKissock, LP

BASICS OF GREEN BUILDING FOR REAL ESTATE 2 HOURS
Course Provider: McKissock, LP

CORE 3 HOURS
Course Provider: Arthur Gary School of Real Estate

ACCREDITED BUYER REPRESENTATIVE (ABR) 6 HOURS
Course Provider: Arthur Gary School of Real Estate

EXTERIOR STRUCTURES (Correspondence) 3 HOURS
Course Provider: Arthur Gary School of Real Estate

SHORT SALES 3 HOURS
Course Provider: Arthur Gary School of Real Estate

TITLE INSURANCE FOR REAL ESTATE PROFESSIONALS (Correspondence) 3 HOURS
Course Provider: Arthur Gary School of Real Estate

DO YOU NEED TO TAKE AN ASPIRIN WHEN YOU WRITE OFFERS? 3 HOURS
Course Provider: Arthur Gary School of Real Estate

HIT THE GROUND RUNNING WHEN YOU LIST AND SELL CONDOS Course Provider: Arthur Gary School of Real Estate	3 HOURS
CORE Course Provider: James Fleming/David Millett	3 HOURS
HOW TO WORK WITH REAL ESTATE INVESTORS – PART 1 (Internet) Course Provider: American School of Real Estate Express, LLC	1 ½ HOURS
THE POWER OF EXCHANGE: DISCOVER THE VALUE OF 1031 TAX DEFERRED EXCHANGES (Internet) Course Provider: American School of Real Estate Express, LLC	2 HOURS
MORTGAGES, LOANS AND LAWS – HOW THEY HELP YOUR CLIENT (Internet) Course Provider: American School of Real Estate Express, LLC	1 HOUR
BASICS OF GREEN BUILDING FOR REAL ESTATE (Internet) Course Provider: American School of Real Estate Express, LLC	1 ½ HOURS
REAL ESTATE SAFETY: PROTECT YOURSELF DURING A SHOWING (Internet) Course Provider: American School of Real Estate Express, LLC	1 ½ HOURS
COMMERCIAL REAL ESTATE: FROM THE BEGINNING (Internet) Course Provider: American School of Real Estate Express, LLC	3 HOURS
FAIR HOUSING (Internet) Course Provider: American School of Real Estate Express, LLC	1 HOUR
WHAT REAL ESTATE PROFESSIONALS NEED TO KNOW ABOUT FHA (Internet) Course Provider: American School of Real Estate Express, LLC	1 HOUR
TITLE INSURANCE – WHAT IS IT! Course Provider: First American Title Insurance Company	1 AND 2 HOURS
ADA AND FAIR HOUSING (Internet) Course Provider: Career Webschool	3 HOURS
FEDERAL LAW AND COMMERCIAL REAL ESTATE (Internet) Course Provider: Career Webschool	3 HOURS

TAX FREE EXCHANGES (Internet) 3 HOURS
Course Provider: Career Webschool

CORE 3 HOURS
Course Provider: Coldwell Banker Residential Brokerage

RESIDENTIAL MORTGAGE LOAN MARKET & CREDIT TODAY
& VA LOANS 3 HOURS
Course Provider: Coldwell Banker Residential Brokerage

RESIDENTIAL NEW CONSTRUCTION 3 HOURS
Course Provider: Coldwell Banker Residential Brokerage

CONTRACT LAW 2 HOURS
Course Provider: ABC Real Estate Training Institute

AMERICANS WITH DISABILITIES (ADA) 2 HOURS
Course Provider: ABC Real Estate Training Institute

CONDOS, CO-OPS &TIMESHARES 2 HOURS
Course Provider: ABC Real Estate Training Institute

LICENSEE TO REALTOR – NEW MEMBER ORIENTATION 2 HOURS
Course Provider: Lynne M. LaBombard

The following pre-licensing courses were accredited by the Commission:

PRE-LICENSING 40 HOURS
Course Provider: Ann Flanagan New Hampshire Real Estate School

BROKER PRE-LICENSING 60 HOURS
Course Provider: Ann Flanagan New Hampshire Real Estate School

The following pre-licensing course was approved for re-accreditation by the Commission:

PRE-LICENSING 40 HOURS
Course Provider: Tom Neal School of Real Estate

The following courses were approved for accreditation by the Commission, contingent upon on-line review by the Executive Director:

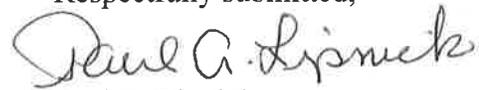
SHORT SALES AND FORECLOSURES (Internet) Course Provider: McKissock, LP	3 HOURS
LIENS, TAXES AND FORECLOSURES (Internet) Course Provider: McKissock, LP	3 HOURS
REAL ESTATE SAFETY: PROTECT YOURSELF DURING A SHOWING (Internet) Course Provider: McKissock, LP	3 HOURS
THE END OF THE PAPER TRAIL: HOW TO CONDUCT PAPERLESS TRANSACTIONS (Internet) Course Provider: McKissock, LP	3 HOURS
HOW TO WORK WITH REAL ESTATE INVESTORS – PART 1 (Internet) Course Provider: McKissock, LP	3 HOURS
HOW TO WORK WITH REAL ESTATE INVESTORS – PART 2 (Internet) Course Provider: McKissock, LP	3 HOURS
HOMEOWNER’S FLOOD INSURANCE – COASTAL REGION SPECIFIC (Internet) Course Provider: McKissock, LP	3 HOURS
NAVIGATING A HOT SELLERS’ MARKET (Internet) Course Provider: McKissock, LP	3 HOURS
The following courses were denied accreditation by the Commission:	
GIVE YOUR CLIENTS THE GREEN LIGHT SIMPLE WAYS TO GREEN A HOME (Internet) Course Provider: McKissock, LP	3 HOURS
HOW IS THE LEGALIZATION OF MARIJUANA AFFECTING THE THE REAL ESTATE MARKET? (Internet) Course Provider: McKissock	3 HOURS

VII. **ADJOURNMENT**

On a motion by Commissioner Barry, seconded by Commissioner Dunn, Chairman Daniel Jones adjourned the meeting at 4:10 p.m.

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Respectfully submitted,

A handwritten signature in cursive script that reads "Paul A. Lipnick". The signature is written in dark ink and is positioned above the printed name.

Paul A. Lipnick
Clerk