



Andy Beshear
Governor

Kerry B. Harvey, Secretary
Public Protection Cabinet

Kentucky Real Estate Authority
Mayo-Underwood Building
500 Mero Street, 2NE09
Frankfort, Kentucky 40601
Telephone: (502) 564-7760
Fax: (502) 564-3969

VOTING COMMISSIONERS
Lois Ann Disponett, Chair
Billy Joe Beckham, Smiths Grove
Shirley W. Wiseman, Lexington
Steve K. Cline, Bowling Green
James G. Simpson, Dry Ridge
Larry D. Disney, Winchester
Joy E. Amann, Ludlow

Kentucky Real Estate Commission

SPECIAL MEETING MINUTES

February 11, 2020

*** Meeting occurred at Embassy Suites by Hilton, Coldstream 3 Conference Room, 1801 Newtown Pike, Lexington, KY 40511 during the KY Realtors Winter Conference***

Commission Members Present

Commissioner Chair, Lois Ann Disponett
Commissioner Joy Amann
Commissioner Billy Beckham

Commissioner Larry Disney
Commissioner James Simpson

Commission Members Not Present

Commissioner Steve Cline
Commissioner Shirley Wiseman

KREA Staff

Christopher Hunt, Attorney
Jacob Walbourn, Deputy Executive Director
Maryellen Mullikin, Administrative
Coordinator

Hannah Carlin, Education Coordinator
Terri Hulette, Board Administrator

Guests Present

Approximately 120 guests were present but not all signed in (see addendum for sign in record).

Call to Order and Guest Welcome

The Kentucky Real Estate Commission meeting was called to order by Commissioner Disponett at 1:35 P.M., February 11, 2020.

Roll call

Roll call was taken by Commissioner Disponett and a quorum was present.

Approval of Meeting Minutes

Commissioner Beckham made a motion to approve the January 16, 2020 Commission Meeting Minutes. Commissioner Disney seconded the motion. With all in favor the motion carried.

Education and Licensing Report

Approvals

February 2020 Continuing Education Courses were reviewed and recommended for approval by Ms. Carlin. They all meet KRS 324 and 201 KAR Chapter 11 minimum requirements. Commissioner Beckham made a motion to approve the “attached list of courses.” Commissioner Amann seconded the motion. Commissioner Disney and Commission Chair Disponett both abstained from the vote. With all in favor the motion carried.

Hardship Requests

Ms. Carlin asked the Commission to review two (2) education hardship requests asking for their \$500 fine to be waived. Commissioner Simpson made a motion to disapprove both requests. Commissioner Beckham seconded the motion. With all in favor the motion carried to deny the requests.

Statistics

Ms. Carlin presented a list of January 2020 education and licensing statistics (see attached).

Compliance Course & KY Core

Ms. Carlin asked the Commission for updates or comments on the new versions of the Licensee Compliance Course and the Kentucky Core Course, recommending their approval. Commissioner Beckham made a motion to approve both courses. Commissioner Disney seconded. With no opposition, the motion carried.

Ms. Carlin reminded those present that renewal 2020 opens on Monday, February 17, and they need to renew their E&O policy first. Ms. Mullikin encouraged principal brokers to renew before their agents so they do not get cancelled thereby cancelling everyone in the company. Commissioner Disponett mentioned that this year will be different because the renewal is for two (2) years.

New Business

Commissioner Disponett said she is happy to report that we are still working with Ohio on a reciprocity agreement. Only one word is changing to make the contract complete. Tennessee, Illinois and Indiana have all reached out to KREC to work on agreements as well.

Commissioner Disponett discussed forms from the last meeting. Per our legal team, the forms currently on the website must be used until new forms are available. Brokers and sales associates will be notified when it changes. Commissioner Amann noted that there is a grace period through June 1 to use the forms that are currently posted.

Approval of Travel & Per Diem

Commissioner Beckham moved to approve travel and per diem for regular and special meeting dates of the month of February 2020. Commission Simpson seconded the motion. With all in favor, motion carried.

Meeting Adjournment

Commissioner Simpson made a motion to adjourn the meeting. Commissioner Beckham seconded the motion. All in favor, the meeting adjourned at 1:57 P.M.

Next Committee Meeting

The next full Commission Meeting is scheduled at the KREC Hearing Room, First Floor, May-Underwood Building, 500 Mero Street, Frankfort, KY 40601.



Kentucky Real Estate Commission

SPECIAL
Commission Meeting
SIGN-IN SHEET
February 11, 2020
(Please Print Clearly)

Name	Organization
Todd Thornton	Great Way to Learn
Dustin Lawson	McBryon PLLC
Jeff Smith	NKAR
Steve Bagby	OKH Board
DOUG STERLING	2 MY CARRIAGE LLC
Wm. Suh	KYR
Christine Morgan	Realtors Assoc Southern Ky / Promised Land Realty
DOUG MYERS	DOUG MYERS REAL ESTATE SERVICES
LIBBI Taylor	LBAR
Charles Hinkle	KYR
Tony O'Neil	KYR
Steve O'Neil	GORA
Rhonda Richardson	Home Services of Ky / West Realty
Art Reed	HUFF REALTY / KRI
Reel Taylor	KY LOCAL
Nicole Knudsen	KRI
Jenny Dixon	KRI
Amy Corbett	GAR-KYR
Christle Moore	HABOR

1. 2020 Education Providers

- | | |
|---|--|
| a. 2 My Classes, LLC | j. Kentucky Realtor Institute |
| b. American School of Real Estate Express | k. Lexington Bluegrass Association of Realtors |
| c. Dennis Badger and Associates | l. McKissock |
| d. Exit Realty Crutcher | m. OnCourse Real Estate Learning |
| e. Greater Louisville Association of Realtors | n. Real Estate School |
| f. Heart of Kentucky Association of Realtors | o. Somerset-Lake Cumberland Realtors |
| g. HomeServices Real Estate Academy | p. Southern Indiana Realtor Association |
| h. Hondros College | q. The CE Shop |
| i. Kentucky Real Estate College | r. Ward Elliott Institute |
| | s. WebCE, Inc. |
| | t. Wilson Education Group |

2. 2020 Sales Associate Pre-license Courses

2 My Classes, LLC

Course Name- Course Number	Instructors	SA Hours
From the Ground Up (22268)	Joyce Bea Sterling	96

HomeServices Real Estate Academy

Course Name- Course Number	Instructors	SA Hours
Principles and Practices of Real Estate (21942)	Donna Miller	96

3. 2020 Continuing Education Courses

2 My Classes, LLC

Course Name- Course Number	Instructors	CE Hours
Kentucky Core Course (18401)	Joyce Bea Sterling	6 law

Dennis Badger and Associates

Course Name- Course Number	Instructors	CE Hours
KY Supervisor and Associate Mandatory Course (22954)	Dennis Badger, Michael Deweese, Larry Disney	3 law

Greater Louisville Association of Realtors

Course Name- Course Number	Instructors	CE Hours
Certificate of Professional Excellence- Contracts (22989)	Judie Parks, Dennis Stilger	6 law
Kentucky Core Course (17924)	Doug Myers, Dennis Stilger	6 law

HomeServices Real Estate Academy

Course Name- Course Number	Instructors	CE Hours
Bullet Proofing the Real Estate Closing (18042)	Harry Borders, Cindy Cushman, Jennifer Fields	3 law
Death, Divorce, and Taxes (18038)	Harry Borders, Jennifer Fields	3 law
From the Ground Up- New Construction (13538)	Dana Anderson	3 elective
Kentucky Core Course (17922)	Cliff Eddleman, Donna Miller, Doug Myers, Art Reed	6 law
Legal Boot Camp (18036)	Harry Borders, Jennifer Fields	3 law
Presenting Multiple Offers (21778)	Harry Borders, Jennifer Fields	3 law
Representing the Real Estate Investor (18040)	Harry Borders, Jennifer Fields	3 law
Representing Your Clients with World Class Negotiating Skills (18093)	Dana Anderson	3 elective
Sales Contracts Line by Line (18044)	Harry Borders, Jennifer Fields	3 law
Seller's Disclosure and Procuring Cause (18035)	Harry Borders, Jennifer Fields	3 law
The Kentucky Real Estate Commission's Top Ten List (22579)	Harry Borders, Jennifer Fields	3 law

Hondros College

Course Name- Course Number	Instructors	CE Hours
Helping Clients Understand Real Estate Finance (22622)	David "Al" Batteiger	3 law
Kentucky Core Course (22659)	David "Al" Batteiger	6 law

NAR: May the Code Be With You (22624)	David "Al" Batteiger	3 elective
Property Tax and Mortgage Valuation (22626)	David "Al" Batteiger	3 elective
Real Estate Disclosure Issues: Buyer and Seller Obligations (22621)	David "Al" Batteiger	3 elective
Social Media Ethics (22623)	David "Al" Batteiger	3 elective
Taking the Distress Out of Distressed Properties (22618)	David "Al" Batteiger	3 elective
Understanding Environmental Regulations (22620)	David "Al" Batteiger	3 law
What Does it Mean to be Green (22625)	David "Al" Batteiger	3 elective
What's the FHA Appraiser Looking For? (22619)	David "Al" Batteiger	3 law

Kentucky Real Estate College

Course Name- Course Number	Instructors	CE Hours
Buyer Representation (21877)	Lee Harris, Ken Perry	6 law
Everyday Ethics in Real Estate (22527)	Lee Harris, Ken Perry	6 law
Foreclosures, Short Sales, REOs, and Auctions (21878)	Lee Harris, Ken Perry	6 law
Investing in Commercial Real Estate (22528)	Ken Perry	3 elective
Kentucky Core Course (17937)	Lee Harris, Ken Perry	6 law
Maximizing Results in Real Estate (22432)	Timothy Burgess	3 elective
Real Estate and Taxes: What Every Real Estate Agent Should Know (22529)	Lee Harris, Ken Perry	6 law

Kentucky Realtor Institute

Course Name- Course Number	Instructors	CE Hours
Kentucky Core Course (22256)	Doug Myers, Art Reed, Dennis Stilger	6 law
Professional Standards Training (22205)	Jason Vaughn	3 law

Lexington Bluegrass Association of Realtors

Course Name- Course Number	Instructors	CE Hours
Kentucky Core Course (17926)	Virginia Lawson, Jonah Mitchell, Rene Rogers	6 law

McKissock

Course Name- Course Number	Instructors	CE Hours
A Day in the Life of a Buyer Agent (18122)	Robert Fleck	3 elective
A New Look at Contract Law (18124)	Robert Fleck	3 law
Agency Law (18120)	Robert Fleck	3 law
Agency Law- A Broker's Perspective (22237)	Robert Fleck	3 law
Americans with Disabilities Act- ADA (21908)	Robert Fleck	3 elective
Drama and the Code of Ethics (22431)	Robert Fleck	3 elective
Educating Homebuyers (22583)	Robert Fleck	3 elective
Educating Sellers (22530)	Robert Fleck	3 elective
Finding Your Focus: Niche Marketing for Real Estate (18139)	Robert Fleck	3 elective
Getting Down to the Facts about Fair Housing (18128)	Robert Fleck	3 law
Going Green- Elements of an Eco-Friendly Home (17910)	Robert Fleck	3 elective
How to Work with Real Estate Investors Part 1 (18126)	Robert Fleck	3 elective
How to Work with Real Estate Investors Part 2 (18127)	Robert Fleck	3 elective
Kentucky Core Course (17934)	Robert Fleck	6 law
Know the Code- Your Guide to the Code of Ethics (18129)	Robert Fleck	3 elective
Managing Online Transactions (22684)	Robert Fleck	3 elective
Millennials are Changing Real Estate- Are You Ready (18130)	Robert Fleck	3 elective
Real Estate Safety- Protect Yourself and Your Clients (18123)	Robert Fleck	3 elective
Real Estate Taxes (22582)	Robert Fleck	3 elective
Short Sales and Foreclosures (18125)	Robert Fleck	3 elective
Smart Home Technology (22430)	Robert Fleck	2 elective
The Doctor is In- Diagnosing Your Risk Management (22192)	Robert Fleck	3 elective

The End of the Paper Trail- How to Conduct Paperless Transactions (18133)	Robert Fleck	3 elective
The Roadmap to Building a Modern Real Estate Company (22330)	Robert Fleck	3 elective
Top Policy Issues Facing Brokerages Today (18140)	Robert Fleck	3 elective
Uncovering Facts about Mortgage Financing (18136)	Robert Fleck	3 law
Using Retirement Assets to Purchase Real Estate (18135)	Robert Fleck	3 elective
Video is the Bomb (22328)	Robert Fleck	3 elective

OnCourse Real Estate Learning

Course Name- Course Number	Instructors	CE Hours
Anti-Discrimination Laws (22352)	Molly Armstrong-Paschal	3 elective
Ethics- Disclosure and Cooperation (22351)	Molly Armstrong-Paschal	3 elective
Ethics- Pricing, Offers, and Advertising (22349)	Molly Armstrong-Paschal	3 elective
Ethics in Real Estate (22571)	Molly Armstrong-Paschal	3 elective
Evolving Real Estate Finance Laws (22350)	Molly Armstrong-Paschal	3 elective
Green Home Features (21876)	Molly Armstrong-Paschal	3 elective
Introduction to Brokerage Management (22347)	Molly Armstrong-Paschal	3 elective
Listing and Selling HUD Homes (22363)	Molly Armstrong-Paschal	3 elective
Minimizing Risk with Effective Practices (22366)	Molly Armstrong-Paschal	3 elective
People Management in Real Estate (22365)	Molly Armstrong-Paschal	3 elective
Principles of Commercial Real Estate (21874)	Molly Armstrong-Paschal	3 elective
Professional Property Management (22345)	Molly Armstrong-Paschal	3 elective
Qualifying the Buyer Under New Regulations (22346)	Molly Armstrong-Paschal	3 elective
Safety First: Crime Prevention and Self Defense for Real Estate Pros (22329)	Molly Armstrong-Paschal	3 elective
Tax Free Exchanges (21875)	Molly Armstrong-Paschal	3 law

Technology Trends in Real Estate (22239)	Molly Armstrong-Paschal	3 elective
--	-------------------------	------------

Southern Indiana Realtor Association

Course Name- Course Number	Instructors	CE Hours
Renovation Mortgages (21822)	Joe Daly	3 elective

The CE Shop

Course Name- Course Number	Instructors	CE Hours
Advocating for Short Sale Clients (18154)	Michael McAllister	3 elective
Breaking Barriers: Fair Housing (18145)	Michael McAllister	3 law
Code of Ethics in Action- Real-Life Applications (17912)	Michael McAllister	3 elective
Code of Ethics- Good for Your Client and Your Business (18165)	Michael McAllister	3 elective
Current Issues and Trends in Real Estate (22480)	Michael McAllister	3 elective
Did You Serve? Identifying Home Buying Advantages for Veterans (18166)	Michael McAllister	3 elective
Discovering Commercial Real Estate (23012)	Michael McAllister	3 elective
Diversity- Your Kaleidoscope of Clients (18146)	Michael McAllister	3 elective
Ethics at Work (22712)	Michael McAllister	3 elective
Hot Topics in Real Estate (22897)	Michael McAllister	3 elective
Keeping it Honest- Understanding Real Estate and Mortgage Fraud (18162)	Michael McAllister	3 law
Kentucky Core Course (17935)	Michael McAllister	6 law
Personal Safety (17891)	Michael McAllister	3 elective
Preparing a Market Analysis- Best Practices (22306)	Michael McAllister	3 elective
Realtor Code of Ethics (18171)	Michael McAllister	3 elective
Technology Tools, Trends, and Risk Management (22385)	Michael McAllister	3 elective
The Fundamentals of Commercial Real Estate (18157)	Michael McAllister	3 elective
Title and Escrow: Two Families, One Transaction (18149)	Michael McAllister	3 law

Ward Elliott Institute

Course Name- Course Number	Instructors	CE Hours
Agency: The Correct Way (18080)	Ward Elliott	3 law
Effective Risk Management (21820)	Ward Elliott	6 law
Kentucky Core Course (17928)	Ward Elliott	6 law

WebCE, Inc.

Course Name- Course Number	Instructors	CE Hours
Commercial Real Estate Investing (22531)	Susan Davis	3 elective
Fair Housing for the Real Estate Industry (23018)	Susan Davis	3 law
Land Management (22532)	Susan Davis	3 law
Mortgage Fraud (22224)	Susan Davis	3 law
Tiny Homes and Other Alternative Properties (22533)	Susan Davis	3 elective

4. 2020 Post-License Education Courses

American School of Real Estate Express

Course Name- Course Number	Instructors	PLE Hours
Kentucky Advertising (20990)	Linda Leavitt	3 advertising
Kentucky Agency (20994)	Linda Leavitt	6 agency
Kentucky Business Planning (20984)	Linda Leavitt	3 elective
Kentucky Contracts (20993)	Linda Leavitt	6 contracts
Kentucky Disclosures (20992)	Linda Leavitt	3 disclosure
Kentucky Fair Housing (20991)	Linda Leavitt	3 fair housing
Kentucky Finance (20996)	Linda Leavitt	3 finance
Kentucky Land Use (20987)	Linda Leavitt	3 elective
Kentucky Property Management I (20986)	Linda Leavitt	3 elective
Kentucky Property Management II (20985)	Linda Leavitt	3 elective

Kentucky Real Estate Investment (20983)	Linda Leavitt	4 elective
Kentucky Risk Management (20988)	Linda Leavitt	2 risk management
Kentucky Technology and Data Security (20989)	Linda Leavitt	3 technology and data security
KREC Licensee Compliance (20995)	Linda Leavitt	3 licensee compliance

Exit Realty Crutcher

Course Name- Course Number	Instructors	PLE Hours
Educating the Seller on Pricing, Marketing, and Net Equity (20977)	Cindy Crutcher, George Green, Darlene Hirth	1 elective, 2 risk management
Listing Contract & Other Seller Forms (22429)	Cindy Crutcher, George Green, Darlene Hirth	3 contracts
Marketing Your Business (20979)	Cindy Crutcher, George Green, Darlene Hirth	3 advertising
Residential Contracts & Other Buyer Forms (20981)	Cindy Crutcher, George Green, Darlene Hirth	3 contracts
The Comparative Market Analysis (20978)	Cindy Crutcher, George Green, Darlene Hirth	3 agency
Time Management, Business Planning & Budgeting (20982)	Cindy Crutcher, George Green, Darlene Hirth	3 elective

The CE Shop

Course Name- Course Number	Instructors	PLE Hours
Appraisals and Home Inspections (22092)	Michael McAllister	4 elective
Antitrust in Real Estate (22091)	Michael McAllister	2 elective
Developing a Comparative Market Analysis (22081)	Michael McAllister	2 agency
Kentucky Agency Review (22080)	Michael McAllister	4 agency
Kentucky Contract Requirements for Agency Agreements and Sales Contracts (22082)	Michael McAllister	4 contracts
Kentucky Contract Requirements for Leases, Land Contracts, and Options (22083)	Michael McAllister	2 contracts
Kentucky Disclosure Rules (22084)	Michael McAllister	3 disclosure
Kentucky Fair Housing Principles and Practices (22806)	Michael McAllister	3 fair housing
Kentucky Real Estate Finance Review (22085)	Michael McAllister	3 finance
Kentucky Risk Management (22089)	Michael McAllister	2 risk management
KREC Licensee Compliance (22079)	Michael McAllister	3 licensee compliance

Real Estate Auctions (22090)	Michael McAllister	1 elective
Technology and Data Security (22088)	Michael McAllister	3 technology and data security

5. 2020 Continuing Education and Post-License Education Courses

2 My Classes, LLC

Course Name- Course Number	Instructors	CE Hours	PLE Hours
KREC Licensee Compliance (23023)	Joyce Bea Sterling	3 law	3 licensee compliance

Dennis Badger and Associates

Course Name- Course Number	Instructors	CE Hours	PLE Hours
2020-2021 7-Hour National USPAP Update Course (22953)	Dennis Badger, Michael Deweese, Larry Disney	6 law	6 elective
ANSI Measurement Z765-2013 (22992)	Dennis Badger, Larry Disney	3 law	3 elective
Protect Your Appraisal Practice by Practicing Professionally (22993)	Dennis Badger, Larry Disney	3 law	3 elective

Greater Louisville Association of Realtors

Course Name- Course Number	Instructors	CE Hours	PLE Hours
KREC Licensee Compliance (21258)	Jennifer Fields, Kathy McGann-Pfeffer, Dennis Stilger	3 law	3 licensee compliance

Heart of Kentucky Association of Realtors

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Advanced MLS Real Estate Marketing/Advertising Safely with Cloud CMA (22982)	Jennifer Allen	3 elective	2 advertising, 1 technology and data security

Electronic Forms and Signatures (22983)	Jennifer Allen	3 elective	2 risk management, 1 technology and data security
Introduction to MLS Real Estate Marketing (22539)	Jennifer Allen	3 elective	1 advertising, 1 elective, 1 technology and data security

HomeServices Real Estate Academy

Course Name- Course Number	Instructors	CE Hours	PLE Hours
ANSI Residential Measuring Standard	Donna Miller, Doug Myers	3 law	3 elective
KREC Agency Law (21892)	Donna Miller, Doug Myers	3 law	3 agency
KREC's Decade of Hits (22541)	Donna Miller, Doug Myers	3 law	2 risk management, 1 elective
KREC Licensee Compliance (21140)	Doug Myers, Rhonda Richardson, Rene Rogers	3 law	3 licensee compliance
Meth, Mold, Murder, and Madness (21896)	Donna Miller, Doug Myers	3 law	3 elective
Mind Your Business: Business Law Basics for Real Estate Professionals (22991)	Cora Henderson, Kelly Human	3 law	3 elective
Personality Selling and General Characteristics (22597)	Dana Anderson	3 elective	3 elective
Real Estate Mortgage Fraud and Questionable Practice Allegations (22573)	Larry Disney	3 law	3 finance
Safety in the Real Estate World (22599)	Greg Epley	3 elective	3 elective
Understanding RESPA- Avoiding the Government Paid Condo (22543)	Donna Miller, Doug Myers	3 law	3 finance
You Said What- Understanding the Sherman Act (22544)	Donna Miller, Doug Myers	3 law	3 elective

Hondros College

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Advertising (22667)	David "Al" Batteiger	3 elective	3 advertising
Agency (22672)	David "Al" Batteiger	6 law	6 agency
Antitrust Awareness (22664)	David "Al" Batteiger	1 law	1 elective

Applying Property Law through Case Studies (22662)	David "Al" Batteiger	4 law	4 elective
Business Planning for New Licensees	David "Al" Batteiger	3 elective	3 elective
Contracts (22671)	David "Al" Batteiger	6 law	6 contracts
Fair Housing (22668)	David "Al" Batteiger	3 law	3 fair housing
Finance (22669)	David "Al" Batteiger	3 elective	3 finance
Kentucky Disclosure Obligations (22670)	David "Al" Batteiger	3 elective	3 disclosure
KREC Licensee Compliance (22673)	David "Al" Batteiger	3 law	3 licensee compliance
Property Management (22665)	David "Al" Batteiger	4 elective	4 elective
Risk Management (22665)	David "Al" Batteiger	2 elective	2 risk management
Sales Comparison Approach for Residential Appraisers (22663)	David "Al" Batteiger	4 elective	4 elective
Technology and Data Security (22666)	David "Al" Batteiger	3 elective	3 technology and data security

Kentucky Real Estate College

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Addressing Legal Issues- Role Play, Skits, and Group Discussions (22912)	Lee Harris	3 law	3 contracts
Advertising (22994)	Lee Harris, Ken Perry	3 law	3 advertising
Agency in Real Estate (22995)	Lee Harris, Ken Perry	6 law	6 agency
Contract Law (18047)	Lee Harris, Ken Perry	3 law	3 contracts
Contracts (22996)	Lee Harris, Ken Perry	6 law	6 contracts
Disclosures (22997)	Lee Harris, Ken Perry	3 law	3 disclosure
Fair Housing and Public Protection (22998)	Lee Harris, Ken Perry	3 law	3 fair housing
Federal Anti-trust Law and Real Estate Appraisal (22999)	Lee Harris, Ken Perry	3 law	3 elective
Finance (23000)	Lee Harris, Ken Perry	3 law	3 finance

Forms of Ownership (23001)	Lee Harris, Ken Perry	2 elective	2 elective
Investing in Real Estate (23002)	Lee Harris, Ken Perry	3 elective	3 elective
KREC Licensee Compliance (23010)	Lee Harris, Ken Perry	3 law	3 licensee compliance
Leasing and Property Management (23003)	Lee Harris, Ken Perry	3 elective	3 elective
Legal Descriptions and Land Use (23004)	Lee Harris, Ken Perry	3 elective	3 elective
Legalities vs. Practicalities (22523)	Lee Harris, Ken Perry	3 law	3 contracts
Practical Tips: Selling and Closing (23005)	Lee Harris, Ken Perry	3 elective	3 elective
Property Rights (23006)	Lee Harris, Ken Perry	3 elective	3 elective
Real Estate Auctions and Market Analysis (23007)	Lee Harris, Ken Perry	3 elective	3 elective
Risk Management (23008)	Lee Harris, Ken Perry	2 law	2 risk management
Technology and Data Security (23009)	Lee Harris, Ken Perry	3 elective	3 technology and data security
Unique Real Estate Law and Advice (22521)	Lee Harris, Ken Perry	3 law	3 elective
Yes, No, or It Depends (22524)	Lee Harris, Ken Perry	3 law	3 agency
You and the KREC (22522)	Lee Harris	3 law	3 agency
You Decide- 15 Legal Scenarios (22911)	Lee Harris	3 law	1 elective, 2 risk management

Kentucky Realtor Institute

Course Name- Course Number	Instructors	CE Hours	PLE Hours
All Under One Roof (22545)	Sandy Huwel	3 elective, 3 law	3 elective, 3 fair housing
Beneath the Surface (22546)	Sandy Huwel	6 elective	6 elective
Contract Law for Real Estate Professionals (22258)	Sandy Huwel	1 elective, 3 law	4 contracts
Environmental Issues (22259)	Sandy Huwel	3 elective, 3 law	2 disclosure, 1 elective, 2 risk management
Everyday Ethics (22548)	Sandy Huwel	3 elective, 3 law	6 elective

Fair Housing (22260)	Sandy Huwel	3 elective, 3 law	3 advertising, 3 fair housing
Fair Housing in Real Estate (22549)	Sandy Huwel	1 elective, 3 law	1 elective, 3 fair housing
Foreclosures, Short Sales, REOs, and Auctions (22261)	Sandy Huwel	3 elective, 3 law	3 advertising, 3 contracts
Introduction to Commercial Real Estate Sales (22212)	Sandy Huwel	3 elective, 3 law	3 advertising, 3 contracts
Investment Property Practice and Management (22210)	Sandy Huwel	3 elective, 3 law	3 agency, 3 contracts
KREC Licensee Compliance (22680)	Sandy Huwel	3 law	3 licensee compliance
KREC Statute and Regulation Changes (23016)	Dennis Stilger	6 law	4 contracts, 2 risk management
Liars, Cheaters, and Thieves: Avert Client Catastrophe (22628)	Sandy Huwel	1 elective, 3 law	3 disclosure, 1 elective
Mastering Real Estate Negotiations (22194)	Sandy Huwel	1 elective, 3 law	4 elective
Meeting the Needs of Buyers and Sellers (22550)	Sandy Huwel	1 elective, 3 law	4 elective
Millenials: Challenging the Traditional Real Estate Model (22630)	Sandy Huwel	4 elective	4 elective
Professional Standards for Every Agent (22269)	Jason Vaughn	3 elective	3 disclosure
Property Management and Managing Risk (22264)	Sandy Huwel	3 elective, 3 law	4 agency, 2 risk management
Real Estate Finance Today (22263)	Sandy Huwel	3 elective	3 finance
Real Estate Investing Made Clear (22195)	Sandy Huwel	1 elective, 3 law	1 elective, 3 finance
Red Flags: Property Inspection Guide (22551)	Sandy Huwel	3 elective, 3 law	6 elective
Risk Management (22265)	Sandy Huwel	6 law	3 disclosure, 1 elective, 2 risk management
Scams, Scoundrels, and Real Estate Stings (22270)	Sandy Huwel	3 elective, 3 law	3 agency, 3 disclosure
Scared Straight: How to Avoid the Disclosure Lawsuit (22270)	Jason Vaughn	3 law	1 contracts, 2 risk management
Successful Buyer Client Systems (22216)	Sandy Huwel	1 elective, 3 law	3 advertising, 1 elective
Successful Seller Client Systems (22196)	Sandy Huwel	1 elective, 3 law	1 elective, 3 technology and data security
The Tiny House: Is It a Phase or a Craze? (23015)	Sandy Huwel	4 elective	4 elective
The Trump Tax Cut and Jobs Act and Its Effect on Real Estate (22629)	Sandy Huwel	1 elective, 3 law	3 finance, 1 elective

Lexington Bluegrass Association of Realtors

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Breaking News, Not the Rules (21064)	Jonah Mitchell	3 law	1 elective, 2 risk management
Business Building by Prospecting (21044)	Cindy Crutcher	3 elective	3 elective
Buyer Disclosure (21045)	Cindy Crutcher	3 law	3 disclosure
Buyer Forms (21069)	Maria Gnas, John Groft, Rene Rogers, Carole Schoo, Tara Smith, Linda Wiley	3 law	3 contracts
Closing Time Hazards (22475)	Jonah Mitchell	3 law	3 elective
Code of Ethics vs. License Law (21036)	Virginia Lawson	3 law	1 elective, 2 risk management
Dotloop- A Paperless Solution for Agents (21043)	Cindy Crutcher	3 elective	3 technology and data security
Ethics: At the Heart of Doing Real Estate Right (22553)	Jonah Mitchell	3 law	1 elective, 2 risk management
Fair Housing (21065)	Jonah Mitchell	3 law	3 fair housing
Farming, Marketing and Prospecting Like a Pro (21039)	Tara Smith	3 elective	3 elective
Finance 101 (22340)	Bryan May	3 elective	3 finance
Finance 102 (21048)	Bryan ,ay	3 elective	3 finance
Finance 103 (22311)	Bryan May	3 elective	3 finance
FLEX MLS Training (22569)	Stuart Raney, JP Stiliz, Lucy Waterbury	3 elective	3 elective
Government Backed Income through Affordable Housing (22913)	Rumonda Langham	3 law	3 elective
Home Inspections- What You Need to Know (21038)	Steve Pruitt	3 elective	3 elective
Home Staging for the Real Estate Professional (22986)	Mary Anne Simmons	3 elective	3 elective
HUDOPOLY- Successfully Selling HUD Homes (22554)	Cindy Crutcher	3 law	3 finance

KHC Financing (21034)	Laurent Houekpon, Melissa Johnson, Jamie Swindler	3 law	3 finance
KREC Licensee Compliance (21052)	Virginia Lawson, Jonah Mitchell, Rene Rogers	3 law	3 licensee compliance
Let's Make a Deal- Offer to Purchase Contract (22512)	Maria Gnas	3 law	3 contracts
License Law and Regulation Update 2020 (23019)	Virginia Lawson	3 law	1 elective, 2 risk management
Managing Online Transactions- Dotloop (21058)	Katie Evans, Hunter Morgan, Don Nugent, Samantha Schultz	3 elective	3 technology and data security
Master Commissioner Sales (21066)	James Frazier, Jonah Mitchell	3 law	3 finance
Negotiating from the Trenches (22511)	Mary Anne Simmons	3 law	3 elective
Oh No, What Did I Do Wrong this Time (22019)	Virginia Lawson	3 law	3 agency
Opportunities and Advantages of Home Warranty Disclosure (21041)	Kelley DeGeorge	3 elective	3 elective
Property Management (21067)	Jonah Mitchell	3 law	3 elective
Real Estate Advertising 101 (21040)	Tara Smith	3 elective	3 advertising
Real Estate Mortgage Fraud (21814)	Larry Disney	3 law	3 finance
Renovation Mortgages (22101)	Joe Daly	3 elective	3 finance
Seller Forms (21068)	Maria Gnas, John Groft, Rene Rogers, Carole Schoo, Tara Smith, Linda Wiley	3 law	3 contracts
Successfully Selling HUD Homes (22984)	Todd Hyatt, Adam Wilson, Keith Wilson	3 law	3 finance
Ten Things a Closing Attorney Wished Every Agent Knew (22316)	Brian Gardner	3 law	3 elective
The Buyer and Seller Agency Form (21042)	Cindy Crutcher	3 law	3 agency
The Home Inspection: It's Role in the Kentucky Real Estate Process (22985)	Michael Green	3 elective	3 elective
The Latest Do's and Don'ts-- Drones, Scams, Tenant Rights (21047)	Jonah Mitchell	3 law	3 elective
To Disclose or Not to Disclose (21070)	Virginia Lawson	3 law	3 disclosure
Using RPR to Better Serve Buyers and Sellers (22683)	Steve Bagby, Stuart Raney	3 elective	3 technology and data security

Real Estate School

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Formula to Sell Any Home (23020)	Rebecca Brown, Vickie Grimes	1 elective	1 elective
Listing Contracts (21162)	Rebecca Brown, Vickie Grimes	3 law	3 contracts
Sales and Marketing 101 (22443)	Rebecca Brown, Vickie Grimes	3 elective	3 advertising
Sales Contracts (21163)	Rebecca Brown, Vickie Grimes	3 law	3 contracts
Technology and Data Security (23021)	Rebecca Brown, Vickie Grimes	3 elective	3 technology and data security
Today's Real Estate Event Marketing (23022)	Rebecca Brown, Vickie Grimes	3 elective	3 advertising

Somerset-Lake Cumberland Realtors

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Affordable Financing Tips to Thrive in Real Estate (23017)	Cindy Bradley	3 elective	3 finance

The CE Shop

Course Name- Course Number	Instructors	CE Hours	PLE Hours
Affordable Housing: Solutions for Homes and Financing (22610)	Michael McAllister	3 law	3 elective
Assistance Animals and Fair Housing (22653)	Michael McAllister	4 law	1 elective, 3 fair housing
Marketing, Advertising, and Social Media Compliance (22555)	Michael McAllister	3 elective	3 advertising
Residential Property Management Essentials (22556)	Michael McAllister	3 elective	3 elective
Roadmap to Success: Business Planning for Real Estate Professionals (22557)	Michael McAllister	4 elective	4 elective
Sex and Real Estate: Sexual Harassment, Sexual Discrimination, and Fair Housing (22634)	Michael McAllister	3 law	3 fair housing

Taxes and Real Estate: What You Need to Know (22608)	Michael McAllister	3 elective	3 finance
Working with Real Estate Investors: Understanding Investor Strategies (22558)	Michael McAllister	3 elective	3 elective

Wilson Education Group

Course Name- Course Number	Instructors	CE Hours	PLE Hours
ANSI Residential Measuring Standards (21998)	Misty Gammon, C.W. Wilson	3 law	3 elective
Commercial Sales Introduction (21999)	Misty Gammon, C.W. Wilson	3 elective	3 elective
Competitive Market Analysis 101 (22460)	Misty Gammon, C.W. Wilson	3 elective	3 agency
Competitive Market Analysis 102 (21997)	Misty Gammon, C.W. Wilson	3 elective	3 agency
How to Measure Anything- BOMA Commercial Measuring Standards (22459)	Misty Gammon, C.W. Wilson	3 elective	3 elective
Residential Environmental Standards (22458)	Misty Gammon, C.W. Wilson	3 law	1 elective, 2 risk management
The Money Pit (22461)	Misty Gammon, C.W. Wilson	3 law	3 disclosure

6. 2020 Broker Electives/NAR Designation Courses

Kentucky Realtor Institute

Course Name- Course Number	Instructors	Broker Elective Hours	CE Hours	PLE Hours
GRI 300: Competitive Market Analysis (classroom) (21108)	Larry Disney	8	3 elective, 3 law	3 advertising, 2 agency, 3 elective
GRI 300: Competitive Market Analysis (online) (22228)	Larry Disney	8	3 elective, 3 law	3 advertising, 2 agency, 3 elective
GRI 400: Financing (classroom) (22199)	Jeff Ratanapool	8	3 elective, 3 law	5 elective, 3 finance
GRI 400: Financing (online) (22229)	Jeff Ratanapool	8	3 elective, 3 law	5 elective, 3 finance

Lexington Bluegrass Association of Realtors

Course Name- Course Number	Instructors	Broker Elective Hours	CE Hours	PLE Hours
MRP- Military Relocation Professional (22987)	Art Reed	7	3 elective, 3 law	6 elective

New Home Construction and Buyer Representation (22988)	Sandy Huwel	8	3 elective, 3 law	6 elective
PSA- Pricing Strategies- Mastering the CMA (22578)	Sandy Huwel	8	3 elective, 3 law	3 agency, 3 elective

The CE Shop

Course Name- Course Number	Instructors	Broker Elective Hours	CE Hours	PLE Hours
Accredited Buyers Representative Designation Course (18168)	Michael McAllister	12	3 elective, 3 law	0
At Home with Diversity (23011)	Michael McAllister	6	6 elective	0
e-Pro Program Certification (23013)	Michael McAllister	6	6 elective	0
Generating Buyer and Seller Leads (22305)	Michael McAllister	6	6 elective	0
Green Day 1: Resource-Efficient Homes (21884)	Michael McAllister	6	6 elective	0
Green Day 2: Representing the Buyers and Sellers (21885)	Michael McAllister	6	6 elective	0
Military Relocation Professional Certification (18163)	Michael McAllister	6	6 elective	0
New Home Construction and Buyer Representation (18167)	Michael McAllister	6	6 elective	0
Pricing Strategies- Mastering the CMA (18172)	Michael McAllister	6	6 elective	0
Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself (2436)	Michael McAllister	6	6 elective	0
Real Estate Market Reboot: Innovate, Relate, Differentiate (22535)	Michael McAllister	6	6 elective	0
Real Estate Safety Matters- Safe Business = Smart Business (21925)	Michael McAllister	3	3 elective	0
Resort and Second-Home Specialist (RSPS) (23014)	Michael McAllister	6	6 elective	0
Seller Representative Specialist (SRS) Designation Course (18169)	Michael McAllister	6	6 elective	0
Senior Real Estate Specialist (SRES) Designation Course (18153)	Michael McAllister	6	6 elective	0
Short Sales & Foreclosures- What Real Estate Professionals Need to Know (18170)	Michael McAllister	6	3 elective, 3 law	0

7. 2020 Instructors

- | | |
|---|---|
| <ul style="list-style-type: none"> a. Jennifer Allen b. Dana Anderson c. Molly Armstrong-Paschal | <ul style="list-style-type: none"> d. Dennis Badger e. David "Al" Batteiger f. Cindy Bradley |
|---|---|

g. Cindy Crutcher
h. Cindy Cushman
i. Susan Davis
j. Kelley DeGeorge
k. Michael Deweese
l. Larry Disney
m. Cliff Eddleman
n. Ward Elliott
o. Katie Evans
p. Robert Fleck
q. James Frazier
r. Brian Gardner
s. Maria Gnas
t. George Green
u. Michael Green
v. John Groft
w. Darlene Hirth
x. Sandy Huwel
y. Todd Hyatt
z. Rumonda Langham
aa. Virginia Lawson
bb. Linda Leavitt
cc. Bryan May
dd. Michael McAllister
ee. Donna Miller
ff. Jonah Mitchell
gg. Hunter Morgan
hh. Don Nugent
ii. Ken Perry
jj. Steve Pruitt
kk. Stuart Raney
ll. Art Reed
mm. Rhonda Richardson
nn. Rene Rogers
oo. Carole Schoo
pp. Samantha Schultz
qq. Mary Anne Simmons
rr. Tara Smith
ss. Joyce Bea Sterling
tt. JP Stiliz
uu. Lucy Waterbury
vv. Linda Wiley
ww. Adam Wilson

xx. Keith Wilson



Andy Beshear
Governor

Kerry B. Harvey
Secretary
Public Protection Cabinet

**Kentucky Real Estate Authority
Kentucky Real Estate Commission**

Mayo-Underwood Building
500 Mero Street, 2NE09
Frankfort, Kentucky 40601
Phone: (502) 564-7760
Fax: (502) 564-1538
krec.ky.gov

COMMISSIONERS
Lois Ann Disponett, Chair
Joy E. Amann, Ludlow
Billy Joe Beckham, Smiths Grove
Steve K. Cline, Bowling Green
Larry Disney, Winchester
James G. Simpson, Dry Ridge
Shirley W. Wiseman, Lexington

MEMORANDUM

DATE: February 7, 2020
FROM: Hannah Carlin, KREC Education Coordinator
TO: Kentucky Real Estate Commission
RE: Education and Licensing Report

BACKGROUND

The attached document includes the following:

- January 2020 testing statistics
- 2020 new licensee statistics (by month)
- Inactive vs. Active Status statistics

RECOMMENDATION

Please review. No action required.

ATTACHMENTS

Please see the attachment for the full report. No further action is needed.

1. PSI Testing Statistics

January 2020 (First Time)

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Recognition-Broker	1	33.33	2	66.67	3
License Recognition-Salesperson	5	83.33	1	16.67	6
Broker- National	3	37.50	5	62.50	8
Broker- State	3	37.50	5	62.50	8
Salesperson- National	74	69.16	33	30.84	107
Salesperson- State	64	60.38	42	39.62	106
TOTAL	150	63.03	88	36.97	238

January 2020 (Cumulative)

Type of Exam	Passed	% Passed	Failed	% Failed	Total Exams
License Recognition-Broker	2	66.67	1	33.33	3
License Recognition-Salesperson	1	100.00	0	0.00	1
Broker- National	4	26.67	11	73.33	15
Broker- State	6	46.15	7	53.85	13
Salesperson- National	22	36.07	39	63.93	61
Salesperson- State	30	55.56	24	44.44	54
TOTAL	65	44.22	82	55.78	147

2. Licensing Statistics

As of February 7, 2020

Type	Active	Inactive	TOTAL
Sales Associate	11,102	6,527	17,629
Broker	4,028	917	4,945
TOTAL	15,230	7,444	22,674

New Licenses Issued in 2020 (by month)

Month	Sales Associate	Broker	Total
January	102	16	118
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			
TOTAL	102	16	118