



Matthew G. Bevin
Governor

K. Gail Russell, Secretary
Public Protection Cabinet

H.E. Corder II, Executive Director
Kentucky Real Estate Authority

Kentucky Real Estate Authority
656 Chamberlin Avenue, Suite B
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
Joseph Hayden, Louisville
Steve K. Cline, Bowling Green

NON-VOTING COMMISSIONERS
Tom Waldrop, Mayfield

KENTUCKY REAL ESTATE COMMISSION

MEETING MINUTES

March 21, 2019

Commission Members Present

Commissioner Chair, Lois Ann Disponett
Commissioner Steve Cline
Commissioner Joseph Hayden
Commissioner Shirley Wiseman
Commissioner Tom Waldrop

Commission Members Non- Present

Commissioner Billy Beckham

KREA Staff

H.E. Corder II, Executive Director
Heather Becker, General Counsel
Alex Gaddis, Deputy General Counsel
Maryellen Mullikin, Administrative Coordinator
Hannah Carlin, KREC Licensing Coordinator
Michael Spann, Investigator
Shannon Buzard, Board Administrator

Guests Present

Rip Philips, KY Realtors
Steve Stevens, KY Realtors
Nichole Knudtson, KY Realtors
Richard Wilson, KY Realtors
Angie Cline, KY RRC
Indira Almaguer, CDC
Joyce Sterling, CDC

Rhonda Richardson, HomeService KY, Inc
Dennis Stilger, GLAR
Lauren Campbell, KW
Charles Hinkley, KYR
Rene Rogers, C.ReneRogers PLLC
Virginia Lawson, McBrayer
George Williamson, Williamson Comm. Corp

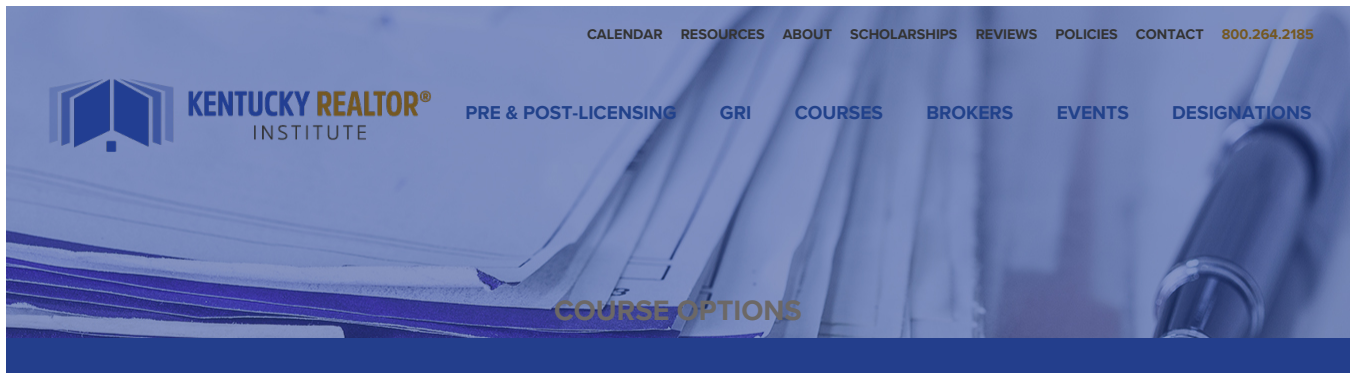
Effective Negotiating for Real Estate Professionals	1 day
Enhance Your Brand and Protect Your Clients with Data Privacy and Security	4 hours
Essential HP 10bll Financial Calculator Skills for Commercial Real Estate	2 hours
Exit Strategies for Real Estate Brokerage Owners	5 hours
Expanding Housing Opportunities	3 hours
Feasibility Analysis for Investment Real Estate (ASM 603)	Varies based on course method
Financial Analysis for Commercial Real Estate (C1 101)	Varies based on course method
Financial Analysis Tools for Commercial Real Estate	Varies based on course method
Financial Modeling for Real Estate Development	2 hours
Financing and Loan Analysis for Investment Real Estate (ASM 603)	3-5 hours
Financing Solutions to Close the Deal (CRS 205)	2 days
Firm Rules—Company Policies to Mitigate Risk	6 hours
Foundations for Success in Commercial Real Estate	2 days
Fundamentals of Real Estate Auctions	Varies based on course method
Fundamentals of Tenant Representation	1 day
Generating Buyer and Seller Leads: Capture, Qualify, Convert	1 day
Generation Buy	6 hours
Green Designation Bundle (Day 1 and Day 2)	12 hours
Green Designation Day 1: The Resource-Efficient Home- Retrofits, Remodels, Renovations, and New Home Construction	6 hours
Green Designation Day 2: Representing Buyers and Sellers of Resource-Efficient Homes	6 hours
Harnessing the Power: Skills Based Performance Management	1 day
High Tech Marketing for Commercial Real Estate	8 hours

Home Sweet (Second) Home: Vacation, Investment, Luxury Properties	6 hours
HR Solutions for Teams: Find, Hire, Compensate, Train, Evaluate, Fire	6 hours
HR Solutions for Today's Real Estate Company	Varies based on course method
Improve Retail Investment Return Using GIS	2 days
Industrial Distribution	2 days
Introduction to Commercial Investment Real Estate (CI Intro)	Varies based on course method
Introduction to Real Estate Investment and Finance	Varies based on course method
Investment Analysis for Commercial Investment Real Estate (CI 104)	Varies based on course method
Keeping It Simple with Low-Cost Online Marketing	6-8 hours
Land 101: Fundamentals of Land Brokerage	12 hours
Land Investment Analysis	3 days
Leadership Excellence	1 day
Leading a Winning Property Management Team (HRS 402)	6-8 hours
Listing Strategies for the Residential Specialist (CRS 201)	2 days
Loan Amortization in Commercial Real Estate	1 day
Making Transactions Happen with Real Estate Gifting	2 days
Managing a Multi-Generational Business	6 hours
Managing Maintenance Operations and Property Risk (MNT 402)	4-6 hours
Managing Your Online Presence	2 hours
Market Analysis for Commercial Real Estate (CI 102)	Varies based on course method
Marketing and Leasing for Retail Properties (MKL 404)	4-6 hours
Marketing and Leasing Strategies for Multifamily Properties (MKL 405)	4-6 hours

Marketing and Leasing Strategies for Office Buildings (MKL 406)	4-6 hours
Military Relocation Professional Core Course	1 day
Navigating the Social Media Maze	2 hours
Negotiation Skills	Varies based on course method
Networking and Referrals: Building Business and Profit	1 day
New-Home Construction and Buyer Representation- Professionals, Product, Process	6 hours
Performance and Valuation of Investments Real Estate (ASM 604)	3-5 hours
Performance Leadership- Coach, Manage and Mentor	5 hours
Position Your Team for Profit	6 hours
Preparing to Negotiate	Varies based on course method
Pricing Strategies: Mastering the CMA Course	6 hours
Putting Technology to Work for Your Clients	6-8 hours
Real Estate Applications of Time Value of Money Concepts	Varies based on course method
Real Estate Financial Analysis Using Excel	5 days
Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself	1 day
Real Estate Land Development	2 days
Real Estate Mapping Technologies and Techniques	Varies based on course method
Real Estate Marketing Reboot: Innovate > Relate > Differentiate	6 hours
Real Estate Negotiation Expert (RENE) Certification Course	12 hours
Real Estate Risk Analysis	2 days
Real Estate Safety Matters: Safe Business = Smart Business	3 hours
Real Estate Site Selection	Varies based on course method

Recreational Land Real Estate	Varies based on course method
Recruiting for Success: Creating a Vibrant Real Estate Organization	6 hours
Residential Real Estate Financial Analysis	Varies based on course method
RPR: Real-Time Data, Market Knowledge, Informed Consumers	3 hours
Seller Representative Specialist (SRS) Designation Course	12 hours
Seniors Real Estate Specialist (SRES) Designation Course	12 hours
Short Sale and Foreclosure Resource (SFR)	6 hours
Show Me the Money- Compensation Planning	6 hours
Splitting Profits in Commercial Real Estate	1.5 hours
Subdivision Land Development	16 hours
Success Strategies for Business Development in Real Estate	Varies based on course method
Successful Relocation Representation	6 hours
Tax Deferred 1031 Exchanges	2 days
Team Leadership for Maximum Performance	1 day
Technologies to Advance Your Business (CRS 206)	2 days
Tenant & Landlord Representation	Varies based on course method
Timberland Real Estate	2 days
Transitional Land Real Estate Transactions	2 days
Understanding the Lease Agreement	Varies based on course method
User Cost of Occupancy Analysis	Varies based on course method
User Decision Analysis for Commercial Real Estate (CI 103)	Varies based on course method
Variations, Manipulations, and Extensions of the IRR	3 days

Video Marketing to Enhance Your Business	2 hours
Win-Win Negotiation Techniques	1 day



COURSE APPROVED:

Some of the 48 hour Pre-license courses accepted when approved by KREC and given by an approved provider:

- Brokerage Management (must have been completed on or after 9/2000)
- Real Estate Principles
- Real Estate Law
- Real Estate Marketing
- Property Management
- Real Estate Finance
- Real Estate Investment
- Construction and Blue Prints
- Land Planning and Zoning
- Contracts 1 (Law School only)
- Property 1 & 2 (Law School only)
- Appraisal Course - The course must be approved by the KREC for an applicant to receive credit. Approval from the Appraiser's Board is not sufficient. (Applicants can have no more than ½ their required real estate hours in appraisal.) Providers approved for Appraisal courses include: A-Pass Weikel, Wilson Education Group and Appraisal Institute. (We only accept the AI courses with 30 or more hours.)
- Auctioneering (Approved A-Pass Weikel Elective credit only.)
- Home Inspection (Approved A-Pass Weikel Elective credit only.)

Want to schedule a call or in person meeting?

kri@kyrealtors.com

859.263.7377

800.264.2185 (Toll-free)

859.263.7565 (Fax)



COURSE LIST & REGISTRATION >

DESIGNATION COURSES ACCEPTED TOWARD BROKER EDUCATION REQUIREMENTS:

GRI

<u>GRI 100 Ethics and the Law</u> (Kentucky REALTOR® Institute)	8 hours
---	----------------

GRI 200 Risk Reduction (Kentucky REALTOR® Institute)	8 hours
GRI 300 Competitive Market Analysis (Kentucky REALTOR® Institute)	8 hours
GRI 500 Contracts (Kentucky Realtor Institute)	8 hours
GRI 600 Business Systems & Technology (Kentucky REALTOR® Institute)	8 hours
GRI Advanced Series:Marketing w/Craig Grant (Kentucky REALTOR® Institute)	8 hours
At Home with Diversity	8 hours
Advanced Marketing	8 hours
Sales Contracts	8 hours
RE Investments Made Easy	8 hours
Military Relocation Professional Certification	7 hours
GRI 1 – Professionalism in Real Estate	16 hours
GRI 2 – Smart Marketing	16 hours
GRI 3 – Financing the Successful Trans	16 hours
GRI 4 – From Offer to Contract to Close	16 hours

GRI 5 – Systems for Success	16 hours
-----------------------------	----------

GRI 300 Marketing w/Mike Gooch (Kentucky REALTOR® Institute)	8 hours
--	---------

GRI 300 Marketing w/Craig Grant (Kentucky REALTOR® Institute)	8 hours
---	---------


ABR (ACCEPTED SINCE MARCH OF 2004)

ABR Designation Course	16 hours
ABRM Designation Course	8 hours
Successful Buyer Representation in New Home Sales	6 hours
Innovative Marketing Techniques for Buyer's Representatives	6 hours
Successful Relocation Representation	6 hours

CRS

CRS 200 - Business Planning and Marketing	16 hours
CRS 201 – Listing Strategies for the Residential Specialist	16 hours
CRS 202 – Effective Buyer Sales Strategies	16 hours
CRS 204 – Buying and Selling Income Properties	16 hours
CRS 205 – Financing Solutions to Close the Deal	16 hours
CRS 210 – Building an Exceptional Customer Service Referral Business	16 hours

CCIM

CI Intro- Intro. To Commercial Inv. RE / (CI 401)	CALENDAR RESOURCES ABOUT SCHOLARSHIPS REVIEWS POLICIES CONTACT 800.264.2185
 CI 101 - Financial Analysis for Commercial Investment RE / Fundamentals PRE & POST-LICENSING	Varies based on year completed GRI COURSES BROKERS EVENTS DESIGNATIONS
CI 102 – Market Analysis for Commercial Investment RE / (CI 201)	Varies based on year completed
CI 103 – User Decision Analysis for Commercial Inv. RE / Lease Analysis for Commercial Inv/ (CI 407) Adv. Tech. in Marketing and Inv.	Varies based on year completed
CI 104 – Inv. Analysis for Commercial Inv. Analysis / (CI 301) Decision Analysis for Commercial Inv. RE	Varies based on year completed
CI 402 – Essentials of Marketing Commercial Inv. Prop.	Varies based on year completed
CI 403 – Success Strategies for Inv. RE	13 hours

DESIGNATION COURSES ALSO ACCEPTED FROM:

IREM, CRB, CPM, RS and some MAI (Have to be reviewed individually by KREC)

NEW COURSES APPROVED (MARCH 2017 OR AFTER)

Event

2017 Broker Summit (Kentucky REALTOR® Institute)	8 hours
2018 Broker Summit (Kentucky REALTOR® Institute)	8 hours

Designation Courses

New Homes Construction and Buyers Representative	8 hours
Real Estate Negotiation Expert RENE	16 hours
E-Pro Designation Course	8 hours
Short Sales & Foreclosure Resources	8 hours
Pricing Strategy Advisor Certification Course	8 hours
Seller Representative Specialist Certification Course (SRS)	16 hours
Seniors Real Estate Specialist Certification Course (SRES)	16 hours

** Any other courses will need to be determined by the KREC. Please contact KREC if you have any questions specifically about the courses approved.



[CALENDAR](#) [RESOURCES](#) [ABOUT](#) [SCHOLARSHIPS](#) [REVIEWS](#) [POLICIES](#) [CONTACT](#) [800.264.2185](#)
COPYRIGHT © KENTUCKY REALTOR® INSTITUTE. ALL RIGHTS RESERVED.



KENTUCKY REALTOR®
INSTITUTE

[PRE & POST-LICENSING](#)

[GRI](#)

[COURSES](#)

[BROKERS](#)

[EVENTS](#)

[DESIGNATIONS](#)