

## Notes from Community Colleges' Real Estate Discussion Forum July 13, 2010 - Heartland Community College

### Attendees:

Heartland	Angie Coughlin
	Beth Peterson
John A. Logan	Steve Maxwell
Illinois Valley	Jamie Gahm
Elgin	Jorge Phillips
	Donna Newberg
Triton	Jon Grigalunas
Kishwaukee	Kris Stefani
McHenry	Ruth Kormanak
Waubonsee	Lesa Norris
	Pat Carley
Moraine Valley	Aurora Zwick
Lincoln Land	Paula Luebbert
Morton	Susan Felice
Lake Land	Johnna Morecraft
John Wood	Annie Kennedy
	Teri Buckert
Richland	Terry Robinson
ICCB	Lavon Nelson

Discussion started and we soon decided we needed a visual of the course changes. We put the following on a whiteboard. The new title for new real estate agents in IL is "Broker." There were also two handouts. One handout from IDFPD detailed a draft on the breakdown of the 90 hour class by topic and hours. One from AIREE details the breakdown for the 15 hour interactive course requirement.

Class 1- 90 hour Broker Training Course; 75 hour Classroom, 15 hour Interactive Course  
(Do instructors have to be a managing broker to teach this class? We think instructors must already be a broker to teach this class.)

Student completes test. (Current text might work for this class.)

Class 2- 30 hour Transition Course  
Course serves 2 purposes.

1) Class will be required for current real estate agents to transition to required "Broker" status by a set date. Another option is a proficiency exam that agents can take only once and it will only be an available option until May, 2012. If they do not pass, then they must take & pass the 30-hour transition class to reach "Broker" status. **Current real estate agents either complete proficiency test or take the full 30-hour class.**

2) The class will be a required course to be taken by new brokers during their first license period.

Course contains a post licensing test.

Class 3 45 hour Managing Broker Course; includes final exam  
(We think you have to be a managing broker to teach this class.)  
(This will be required for “Brokers” to transition to “Managing Brokers” – whether a current Broker now or a Broker under the new regulations.)

We determined there are 4 community colleges that we know of offering continuing education classes for real estate professionals. They are Lake Land, Lincoln Land, Southwestern, and Carl Sandburg. Brokers will be required to have 12 hours over a two-year period. Managing Brokers will be required to have 18 hours; six hours in office management and 12 additional hours on other topics.

We sited several options:

\*Hire one or team of instructors to develop the curriculum and then each community college “buys” in and shares.

\*Possibly put forward to ICCET as a state-wide project where ICCET handles the curriculum development and pricing process and then handles updates, etc. This way curriculum stays consistent as it gets upgrades, etc.

\*Partnership with Illinois Association of Realtors (IAR)

Discussion followed regarding the Illinois Association of Realtors and how they conduct business.

Individuals agreed to contact the following.

Ruth – McHenry                      Contacting IAR (Carrie Elliot)

What about a partnership with IAR?  
Is it true you can't use IAR if you are already approved by IDFPR?  
How do you certify or register as an instructor?  
Do they have or are they developing the curriculum now?  
Do they control what we can charge for courses?  
What will they be charging to be a branch office under the new regulations?  
What will their per student rate be?  
How many branches do they currently have?

ICCB – Lavon                              Contacting IDFPR (Mark Oakes –sp?)  
Discuss within ICCB on curriculum sharing, 1.6 process, etc.

Do you need to be a managing broker to teach the 120 & 45 hour classes?  
Are they grandfathering in current instructors?  
Is or will the test remain the same until after May 1, 2011?  
Was there a test revision done recently – January, 2010?  
Is there a final version of the 90 hour Broker Pre-License Course outline from IDFPR?  
Is there an outline for the 30 hour class from IDFPR?  
Is there an outline for the 45 hour class from IDFPR?  
Is the 30 hour class a continuing education class or is it a core class with a proficiency exam?  
Any sample test questions available yet?

ICCET Sponsorship – Angie, Ruth, & Donna

We are hoping for a timeline where we can pull all information and answers to our questions back together by August 15, 2010. Then decide on curriculum and develop if needed by September 30, 2010.