

AGENDA

SOUTH DAKOTA REAL ESTATE COMMISSION  
KNEIP BUILDING – CONFERENCE ROOM 3  
700 GOVERNORS DR  
PIERRE, SOUTH DAKOTA  
MARCH 17, 2016  
8:00 A.M. CST

1. Call to Order
2. Approval of Agenda
3. Minutes of the January 13, 2016 Meeting
4. Financial Reports – January & February 2016
5. Approval of Consent Agreements
6. Approval/Denial of Applications
7. Complaints
  - A. 2016-006
  - B. 2016-012
8. Transaction Brokerage Discussion
9. Caravan
10. Rules Review Discussion
11. 2016 REEA and ARELLO Annual Conferences
12. Other Business
13. Next Meeting - May 11 & 12, 2016
14. Adjourn

SOUTH DAKOTA REAL ESTATE COMMISSION  
KNEIP BUILDING  
JANUARY 13, 2016  
700 GOVERNORS DR  
PIERRE, SOUTH DAKOTA

The South Dakota Real Estate Commission convened at 8:00 a.m. on January 13, 2016. Present for the meeting were Chairman David Bonde and Commission members Matt Krogman, Mark Wahlstrom and Ryan Wordeman. Commission member Ken Cotton was absent for the meeting. Also present were executive director Melissa Miller and licensing program administrator Norma Schilling.

Motion by Wahlstrom, seconded by Wordeman, to approve the agenda as presented with an additional consent agreement added. Motion carried.

There being no change to the minutes of the November 19, 2015 meeting, the minutes stand approved.

Motion by Krogman, seconded by Wahlstrom, to approve the financial reports for November & December 2015. Motion carried.

Motion by Wahlstrom, seconded by Wordeman, to approve the consent agreement for Stanley Houk as follows:

- A. Mr. Houk will pay an administrative fine in the amount of \$100 to the South Dakota Real Estate Commission within 15 days of receipt of a signed copy of Consent Agreement.

Motion carried.

Motion by Wordeman, seconded by Wahlstrom, to approve the consent agreement for Ronald Keil as follows:

- A. Mr. Keil will pay an administrative fine in the amount of \$100 to the South Dakota Real Estate Commission within 15 days of receipt of a signed copy of Consent Agreement.

Motion carried.

Motion by Krogman, seconded by Wahlstrom, to approve the consent agreement for Dennis Kriech as follows:

- A. Mr. Kriech will pay an administrative fine in the amount of \$100 to the South Dakota Real Estate Commission within 15 days of receipt of a signed copy of Consent Agreement.

Motion carried.

Motion by Wordeman, seconded by Krogman, to approve the consent agreement for John Keene as follows:

- A. Mr. Keene will pay an administrative fine in the amount of \$100 to the South Dakota Real Estate Commission within 15 days of receipt of a signed copy of Consent Agreement.

Motion carried.

Motion by Wahlstrom, seconded by Wordeman, to deny the property manager application of Applicant #1. Motion carried.

Motion by Krogman, seconded by Wahlstrom, to approve the broker associate application of Applicant #2. Motion carried.

Motion by Wahlstrom, seconded by Krogman, to deny the residential rental agent application of Applicant #3. Motion carried.

Motion by Wordeman, seconded by Wahlstrom, to approve the registered home inspector application of Applicant #4. Motion carried.

Motion by Wahlstrom, seconded by Krogman, to table action until the next meeting on the residential rental agent application of Applicant #5. Motion carried.

Discussion was held on an application that had been denied and the individual now wants to reapply for a license but her education has expired. The executive director was instructed to notify the individual that she is required to retake the education and exam before reapplying for a broker associate license.

Motion by Krogman, seconded by Wordeman, to approve the Assurance of Voluntary Compliance for Darlene Burgard, contingent on her signing the Assurance of Voluntary Compliance, to the following:

- A. Ms. Burgard shall pay an administrative fine in the amount of \$2,000 to the Commission by February 29, 2016; and
- B. Mr. Burgard shall pay for, attend, and successfully complete the following Commission approved education courses in an in-classroom setting:
  1. Contracts – 6 hours; and
  2. Agency – 6 hours.

Ms. Burgard shall submit written proof of completing the required education by May 30, 2016. For purposes of this Agreement, "in-classroom setting" means a class offered in the traditional classroom setting with the instructor and a body of students present in the same room. The courses may not be distance education offerings. The required course work will not count toward Ms. Burgard's continuing education requirement for maintaining her license.

Motion carried.

Motion by Krogman, seconded by Wahlstrom, to proceed to a formal hearing in Complaint 2016-002. Motion carried.

Motion by Wordeman, seconded by Krogman, to file a complaint against the responsible broker in Complaint 2016-002. Motion carried.

Discussion was held on license renewals with disciplinary action in another state. The staff was instructed to hold renewal of a licensee from another state until the Commission meets to determine if the license should be renewed.

Motion by Wahlstrom, seconded by Wordeman, to approve the attendance of Commission or staff to attend the Midyear ARELLO meeting in Atlanta, GA on April 13-16, 2016. Motion carried.

Motion by Wordeman, seconded by Wahlstrom, to approve the attendance of staff at the ARELLO Investigator Workshop in Atlanta, GA on April 12-14, 2016. Motion carried.

Commission member Ryan Wordeman briefed the Commission on the meeting he attended with AMP.

The next regular meeting of the Commission will be held March 15-16, 2016.

There being no further business, motion by Wordeman, seconded by Krogman, to adjourn at 10:08 a.m. Motion carried

Minutes submitted by Norma Schilling

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David Bonde, Chairman

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Melissa Miller, Executive Director

AGENCY: 10 LABOR & REGULATION  
BUDGET UNIT: 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	584,957.91	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			684,957.91	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			684,957.91	DR **	
BUDGET UNIT TOTAL 1037			684,957.91	DR ***	

AS OF: 01/31/2016  
 FY YEAR REMAINING: 41.5%  
 PAY DAYS REMAINING: 10

BUDGET UNIT 1037

DATE 01/30/2016

CENTER NAME REAL ESTATE COMMISSION

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	MONTHLY EXPENDITURES	YEAR-TO-DATE APPROPRIATIONS	CASH BALANCE
6503-I	569,239.00	0.00	0.00	74,510.50	269,866.51	224,861.99	684,957.91
BUDGETED TOT	569,239.00	0.00	0.00	74,510.50	269,866.51	224,861.99	
ALL COMP TOT	569,239.00	0.00	0.00	74,510.50	269,866.51	224,861.99	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	258,075.00	0.00	0.00	21,691.13	147,431.41	110,643.59	42.9
5102 EMPLOYEE BENEFITS	80,359.00	0.00	0.00	5,763.58	41,109.96	39,249.04	48.8
5203 TRAVEL	34,730.00	0.00	0.00	78.00	4,962.00	29,768.00	85.7
5204 CONTRACTUAL SVCS	164,375.00	0.00	74,510.50	3,511.35	58,484.44	31,380.06	19.1
5205 SUPPLIES & MATRLS	29,700.00	0.00	0.00	1,506.59	17,425.10	12,274.90	41.3
5207 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	453.60	1,546.40	77.3
TOTALS	569,239.00	0.00	74,510.50	32,550.65	269,866.51	224,861.99	39.5

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	258,075.00	0.00	0.00	21,691.13	147,431.41	110,643.59	42.9
5102000 EMPLOYEE BENEFITS	80,359.00	0.00	0.00	5,763.58	41,109.96	39,249.04	48.8
5203000 TRAVEL	34,730.00	0.00	0.00	78.00	4,962.00	29,768.00	85.7
5204000 CONTRACTUAL SVCS	164,375.00	0.00	74,510.50	3,511.35	58,484.44	31,380.06	19.1
5205000 SUPPLIES & MATRLS	29,700.00	0.00	0.00	1,506.59	17,425.10	12,274.90	41.3
5207000 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	453.60	1,546.40	77.3
PS SUBTOTALS	338,434.00	0.00	0.00	27,454.71	188,541.37	149,892.63	44.3
OE SUBTOTALS	230,805.00	0.00	74,510.50	5,095.94	81,325.14	74,969.36	32.5
COMPANY 6503-I TOT	569,239.00	0.00	74,510.50	32,550.65	269,866.51	224,861.99	39.5

AGENCY 10 LABOR & REGULATION  
BUDGET UNIT 1037 REAL ESTATE COMMISSION

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
	COMPANY NO	6503			
	COMPANY NAME	PROFESSIONAL & LICENSING BOARDS			
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	360.00	2,580.00
103700069901	6503	4293702	BROKER	4,500.00	32,400.00
103700069901	6503	4293703	HOME INSPECTORS	600.00	1,600.00
103700069901	6503	4293704	PROPERTY MANAGER	450.00	3,375.00
103700069901	6503	4293705	SALES AGENTS	450.00	2,700.00
103700069901	6503	4293706	TIMESHARE AGENTS	225.00	450.00
103700069901	6503	4293707	FIRMS	900.00	6,300.00
103700069901	6503	4293708	CONDOMINIUMS	100.00	9,933.34
103700069901	6503	4293710	TIMESHARE PROJECTS	1,000.00	3,000.00
103700069901	6503	4293711	EDUCATIONAL COURSES	825.00	7,750.00
103700069901	6503	4293712	ADDITIONAL LICENSES	210.00	1,320.00
103700069901	6503	4293713	CHANGE OF ADDRESS	600.00	4,965.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	120.00	1,620.00
103700069901	6503	4293715	LATE RENEWAL FEES	1,500.00	3,910.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	2,000.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	375.00	5,250.00
103700069901	6503	4293719	RENEWAL BROKER	3,500.00	137,500.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	200.00	4,100.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	250.00	8,312.50
103700069901	6503	4293722	RENEWAL SALES AGENTS	250.00	12,250.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	500.00
103700069901	6503	4293724	RENEWAL FIRMS	625.00	28,500.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	7,525.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	120.00	5,190.00

REVENUE SUMMARY BY BUDGET UNIT  
FOR PERIOD ENDING: 01/31/2016

AGENCY 10 LABOR & REGULATION  
BUDGET UNIT 1037 REAL ESTATE COMMISSION

CEN/IER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
ACCT: 4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		17,160.00	293,030.84	*
ACCT: 42		LICENSES, PERMITS & FEES		17,160.00	293,030.84	**
103700069901	6503	4393003	MISC FINES & PENALTIES	1,600.00	2,200.00	
ACCT: 4393		PENALTIES (NON-GOVERNMENTAL)		1,600.00	2,200.00	*
ACCT: 43		FINES, FORFEITS & PENALTIES		1,600.00	2,200.00	**
103700069901	6503	4491000	INTEREST & DIVIDENDS-PRGM	.00	6,515.94	
ACCT: 4491		INTEREST & DIVIDENDS (NON-GOVERNMENTAL)		.00	6,515.94	*
ACCT: 44		REVENUE FROM THE USE OF MONEY & PROPERTY		.00	6,515.94	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	.00	808.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	.00	1,340.00	
103700069901	6503	4596004	MAILING LABELS	250.00	3,000.00	
ACCT: 4596				250.00	5,148.00	*
ACCT: 45		CHARGES FOR SALES & SERVICES		250.00	5,148.00	**
103700069901	6503	4896000	MISC INCOME	.00	20.00	
103700069901	6503	4896004	COS-EDUCATION COURSE COST	.00	31,910.00	
103700069901	6503	4896006	INVESTIGATIONS-REIMBURSE	.00	121.86	
ACCT: 4896				.00	32,051.86	*
ACCT: 48		OTHER REVENUE		.00	32,051.86	**
103700069901	6503	4950000	REFUND OF PRIOR YEARS EXP	203.92	203.92	
ACCT: 4950		REFUND OF PRIOR YEARS EXPENDITURES		203.92	203.92	*
ACCT: 49		OTHER REVENUE		203.92	203.92	**
CNTR: 103700069901				19,213.92	339,150.56	***
COMP: 6503				19,213.92	339,150.56	****
B UNIT: 1037				19,213.92	339,150.56	*****



**Revenue Report Ending 1/31/16**

(Additional Report)

<b>Description</b>	<b>Budgeted</b>	<b>Current</b>	<b>Rev. to be Rec</b>	<b>YTD</b>	<b>PCT Rec.</b>
Residential Rental Agents	2,000	360	(580)	2,580	129
Auctioneer	450	0	450	0	
Broker	50,000	4,500	17,600	32,400	65
Home Inspectors	4,000	600	2,400	1,600	40
Property Manager	5,000	450	1,625	3,375	68
Sales Agents	3,000	450	300	2,700	90
Timeshare Agents	1,000	225	550	450	45
Firms	7,000	900	700	6,300	90
Condominiums	7,000	100	(2,933.34)	9,933.34	142
Timeshare Projects	5,000	1,000	2,000	3,000	60
Educational Courses	14,000	825	6,250	7,750	55
Additional Licenses	2,000	210	680	1,320	66
Change of Address	7,000	600	2,035	4,965	71
Certificate of Licensure	2,500	120	880	1,620	65
Late Renewal Fees	9,000	1,500	5,090	3,910	43
Renewal Res Rental Agents	3,500	0	1,500	2,000	57
Renewal Auctioneer	5,000	375	(250)	5,250	105
Renewal Broker	171,050	3,500	33,550	137,500	80
Home Inspection Renewal	5,000	200	900	4,100	82
Renewal Property Manager	10,000	250	1,687.50	8,312.50	83
Renewal Sales Agents	14,000	250	1,750	12,250	88
Renewal Timeshare Agents	1,500	0	1,000	500	33
Renewal Firms	37,000	625	8,500	28,500	77
Renewal Timeshare Project	5,500	0	(2,035)	7,525	137
Renewal Additional Licenses	4,000	120	(1,190)	5,190	130
Misc. Fines and Penalties	12,000	1,803.92	9,576.08	2,423.92	20
Interest Earned	6,500	0	(15.94)	6,515.94	100
License Law Books Sold	1,500	0	692	808	54
Directories/Guide Sold	4,000	0	2,660	1,340	34
Mailing Labels Sold	5,000	250	2,000	3,000	60
Seminar / Education Costs	63,000	0	31,090	31,910	51
Investigation Reimbursement	4,000	0	3,878.14	121.86	3
	471,500	19,213.92	139,343.72	339,150.56	72%
			(-6,994.28)		

AGENCY: 10 LABOR & REGULATION  
BUDGET UNIT: 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	414,841.33	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			514,841.33	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			514,841.33	DR **	
BUDGET UNIT TOTAL 1037			514,841.33	DR ***	

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	569,239.00	0.00	0.00	73,237.25	303,774.41	192,227.34	514,841.33
BUDGETED TOT	569,239.00	0.00	0.00	73,237.25	303,774.41	192,227.34	
ALL COMP TOT	569,239.00	0.00	0.00	73,237.25	303,774.41	192,227.34	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE EXPENDITURES	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	258,075.00	0.00	0.00	20,537.68	167,969.09	90,105.91	34.9
5102 EMPLOYEE BENEFITS	80,359.00	0.00	0.00	5,588.99	46,698.95	33,660.05	41.9
5203 TRAVEL	34,730.00	0.00	0.00	1,000.16	5,962.16	28,767.84	82.8
5204 CONTRACTUAL SVCS	164,375.00	0.00	73,237.25	5,850.75	64,335.19	26,802.56	16.3
5205 SUPPLIES & MATRLS	29,700.00	0.00	0.00	930.32	18,355.42	11,344.58	38.2
5207 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	453.60	1,546.40	77.3
TOTALS	569,239.00	0.00	73,237.25	33,907.90	303,774.41	192,227.34	33.8

BREAKOUT BY COMPANY:

COMPANY	EMPLOYEE SALARIES	EMPLOYEE BENEFITS	TRAVEL	CONTRACTUAL SVCS	SUPPLIES & MATRLS	CAPITAL OUTLAY	PS SUBTOTALS	OE SUBTOTALS	COMPANY 6503-I TOT
6503-I	258,075.00	80,359.00	34,730.00	164,375.00	29,700.00	2,000.00	338,434.00	230,805.00	569,239.00
TOTALS	258,075.00	80,359.00	34,730.00	164,375.00	29,700.00	2,000.00	338,434.00	230,805.00	569,239.00

COMPANY	EMPLOYEE SALARIES	EMPLOYEE BENEFITS	TRAVEL	CONTRACTUAL SVCS	SUPPLIES & MATRLS	CAPITAL OUTLAY	PS SUBTOTALS	OE SUBTOTALS	COMPANY 6503-I TOT
6503-I	258,075.00	80,359.00	34,730.00	164,375.00	29,700.00	2,000.00	338,434.00	230,805.00	569,239.00
TOTALS	258,075.00	80,359.00	34,730.00	164,375.00	29,700.00	2,000.00	338,434.00	230,805.00	569,239.00

STATE OF SOUTH DAKOTA  
REVENUE SUMMARY BY BUDGET UNIT  
FOR PERIOD ENDING: 02/29/2016

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
			COMPANY NO	6503			
			COMPANY NAME	PROFESSIONAL & LICENSING BOARDS			
103700069901	6503	4293700		RESIDENT RENTAL AGENTS	300.00	2,880.00	
103700069901	6503	4293701		AUCTIONEER	225.00	225.00	
103700069901	6503	4293702		BROKER	3,375.00	35,775.00	
103700069901	6503	4293703		HOME INSPECTORS	1,600.00	3,200.00	
103700069901	6503	4293704		PROPERTY MANAGER	450.00	3,825.00	
103700069901	6503	4293705		SALES AGENTS	450.00	3,150.00	
103700069901	6503	4293706		TIMESHARE AGENTS	.00	450.00	
103700069901	6503	4293707		FIRMS	400.00	6,700.00	
103700069901	6503	4293708		CONDOMINIUMS	.00	9,933.34	
103700069901	6503	4293710		TIMESHARE PROJECTS	1,000.00	4,000.00	
103700069901	6503	4293711		EDUCATIONAL COURSES	670.00	8,420.00	
103700069901	6503	4293712		ADDITIONAL LICENSES	150.00	1,470.00	
103700069901	6503	4293713		CHANGE OF ADDRESS	1,005.00	5,970.00	
103700069901	6503	4293714		CERTIFICATES OF LICENSURE	150.00	1,770.00	
103700069901	6503	4293715		LATE RENEWAL FEES	3,160.00	7,070.00	
103700069901	6503	4293717		RENEWAL RES RENTAL AGENTS	250.00	2,250.00	
103700069901	6503	4293718		RENEWAL AUCTIONEER	625.00	5,875.00	
103700069901	6503	4293719		RENEWAL BROKER	45,625.00	183,125.00	
103700069901	6503	4293720		HOME INSPECTION RENEWAL	400.00	4,500.00	
103700069901	6503	4293721		RENEWAL PROPERTY MANAGER	1,250.00	9,562.50	
103700069901	6503	4293722		RENEWAL SALES AGENTS	4,125.00	16,375.00	
103700069901	6503	4293723		RENEWAL TIMESHARE AGENTS	500.00	1,000.00	
103700069901	6503	4293724		RENEWAL FIRMS	9,250.00	37,750.00	
103700069901	6503	4293725		RENEWAL TIMESHARE PROJECT	.00	7,525.00	

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 02/29/2016

AGENCY 10 LABOR & REGULATION  
 BUDGET UNIT 1037 REAL ESTATE COMMISSION

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	1,020.00	6,210.00	
ACCT:	4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	75,980.00	369,010.84	*
ACCT:	42		LICENSES, PERMITS & FEES	75,980.00	369,010.84	**
103700069901	6503	4393003	MISC FINES & PENALTIES	4,100.00	6,300.00	
ACCT:	4393		PENALTIES (NON-GOVERNMENTAL)	4,100.00	6,300.00	*
ACCT:	43		FINES, FORFEITS & PENALTIES	4,100.00	6,300.00	**
103700069901	6503	4491000	INTEREST & DIVIDENDS-PRGM	.00	6,515.94	
ACCT:	4491		INTEREST & DIVIDENDS (NON-GOVERNMENTAL)	.00	6,515.94	*
ACCT:	44		REVENUE FROM THE USE OF MONEY & PROPERTY	.00	6,515.94	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	120.00	928.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	.00	1,340.00	
103700069901	6503	4596004	MAILING LABLES	750.00	3,750.00	
ACCT:	4596			870.00	6,018.00	*
ACCT:	45		CHARGES FOR SALES & SERVICES	870.00	6,018.00	**
103700069901	6503	4896000	MISC INCOME	.00	20.00	
103700069901	6503	4896004	COS-EDUCATION COURSE COST	.00	31,910.00	
103700069901	6503	4896006	INVESTIGATIONS-REIMBURSE	.00	121.86	
ACCT:	4896			.00	32,051.86	*
ACCT:	48		OTHER REVENUE	.00	32,051.86	**
103700069901	6503	4950000	REFUND OF PRIOR YEARS EXP	.00	203.92	
ACCT:	4950		REFUND OF PRIOR YEARS EXPENDITURES	.00	203.92	*
ACCT:	49		OTHER REVENUE	.00	203.92	**
CNTR:	103700069901			80,950.00	420,100.56	***
COMP:	6503			80,950.00	420,100.56	****
B UNIT:	1037			80,950.00	420,100.56	*****

**Revenue Report Ending 2/29/16**  
(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	2,000	300	(880)	2,880	144
Auctioneer	450	225	225	225	50
Broker	50,000	3,375	14,225	35,775	72
Home Inspectors	4,000	1,600	800	3,200	80
Property Manager	5,000	450	1,175	3,825	77
Sales Agents	3,000	450	(150)	3,150	105
Timeshare Agents	1,000	0	550	450	45
Firms	7,000	400	300	6,700	96
Condominiums	7,000	0	(2,933.34)	9,933.34	140
Timeshare Projects	5,000	1,000	1,000	4,000	80
Educational Courses	14,000	670	5,580	8,420	60
Additional Licenses	2,000	150	530	1,470	74
Change of Address	7,000	1,005	1,030	5,970	85
Certificate of Licensure	2,500	150	730	1,770	71
Late Renewal Fees	9,000	3,160	1,930	7,070	79
Renewal Res Rental Agents	3,500	250	1,250	2,250	64
Renewal Auctioneer	5,000	625	(875)	5,875	118
Renewal Broker	171,050	45,625	(12,075)	183,125	107
Home Inspection Renewal	5,000	400	500	4,500	90
Renewal Property Manager	10,000	1,250	437.50	9,562.50	96
Renewal Sales Agents	14,000	4,125	(2,375)	16,375	117
Renewal Timeshare Agents	1,500	500	500	1,000	67
Renewal Firms	37,000	9,250	(750)	37,750	102
Renewal Timeshare Project	5,500	0	(2,025)	7,525	155
Renewal Additional Licenses	4,000	1,020	(2,210)	6,210	155
Misc. Fines and Penalties	12,000	4,100	5,476.08	6,523.92	54
Interest Earned	6,500	0	(15.94)	6,515.94	100
License Law Books Sold	1,500	120	572	928	62
Directories/Guide Sold	4,000	0	2,660	1,340	34
Mailing Labels Sold	5,000	750	1,250	3,750	75
Seminar / Education Costs	63,000	0	31,090	31,910	51
Investigation Reimbursement	4,000	0	3,878.14	121.86	3
	471,500	80,950	75,688.72 (24,289.28)	420,100.56	89%

### Caravan Attendance 2002 to Present

2001 Spring	745	Total for 2001 – 1453 attendees
2001 Spring	708	
2002 Spring	626	Total for 2002 - 1207 attendees
2002 Fall	581	
2003 Spring	465	Total for 2003 – 1041 attendees
2003 Fall	576	
2004 Spring	534	Total for 2004 – 1223 attendees
2004 Fall	689	
2005 Spring	879 - Appointed Agency	Total for 2005 – 1690 attendees
2005 Fall	811	
2006 Spring	721	Total for 2006 – 1531 attendees
2006 Fall	810	
2007 Spring	789	Total for 2007 – 1540 attendees
2007 Fall	751	
2008 Spring	708	Total for 2008 – 1443 attendees
2008 Fall	735	
2009 Spring	629	Total for 2009 – 1224 attendees
2009 Fall	595	
2010 Spring	638	Total for 2010 – 1322 attendees
2010 Fall	684	
2011 Spring	601	Total for 2011 – 1195 attendees
2011 Fall	594	
2012 Spring	535	Total for 2012 – 986 attendees
2012 Fall	451	
2013 Spring	563	Total for 2013 – 1142 attendees
2013 Fall	579	
2014 Spring	518	Total for 2014 – 1002 attendees
2014 Fall	484	(Fall – switched to 5-day caravan)
2015 Spring	444	Total for 2015 – 939 attendees
2015 Fall	495	

## CONNECT FOR RESULTS, OPPORTUNITIES AND IDEAS!

- Expand your curriculum and learn new classroom presentation techniques
- Increase your business by learning new marketing techniques
- Exchange and share competitive strategies with peers in other markets
- Discover new books and literature and meet the authors
- Review recent law cases and tax updates

## WHO SHOULD ATTEND?

REEA's Annual National Conference attracts professionals from all aspects of education, including:

- National Speakers
- Trainers, Educators, Instructors
- Association Education Directors
- Corporate University Trainers
- Training Consultants
- Real Estate Regulators
- Attorneys
- Authors
- Book Publishers

Join your colleagues from across the country to share best practices, learn current and future trends and discover how to apply this knowledge in order to become a better professional - be one of "the best of the best" and increase revenues.

## THE REAL ESTATE EDUCATORS ASSOCIATION (REEA)

A society of real estate education stakeholders (instructors, trainers, professors, attorneys, regulators, education directors, schools and authors).

## MISSION

To provide resources and opportunities for professional development to individuals and organizations involved in real estate education. Our challenge is to continually give our members the latest tools and techniques for effective adult education. Our goal is to make sure REEA members meet and exceed the high standards demanded in real estate's rapidly changing legal and professional environment.

## CONTACT OUR NATIONAL REEA OFFICE FOR ADDITIONAL INFORMATION ON:

- Conference Schedule
- Registration
- Speaking Opportunities
- Sponsorship Opportunities
- Membership

All RFP and Sponsorship forms can be viewed on the Documents and Forms tab on our website's Events page.

Take Your Business to  
**NEW  
HEIGHTS**

**2016**

**REEA  
CONFERENCE**

Denver, CO  
June 10-12

WE LOOK FORWARD TO  
"CONNECTING" WITH YOU  
AT THE CONFERENCE

Members are not required to attend

FOR ADDITIONAL INFORMATION, CONTACT

**REEA**

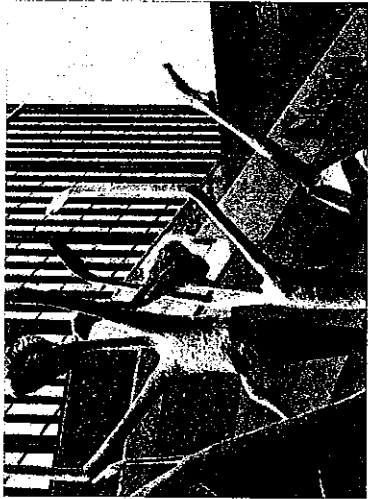
NATIONAL OFFICE

7739 E. Broadway, #337 | Tucson, AZ 85710  
520-609-2380 | Fax 520-296-6006

REEA.org/Events



**ACCOMMODATIONS / LOCATION**



Sheraton Denver Downtown Hotel  
 150 Court Place • Denver, CO • 303-893-3333  
[www.SheratonDenverDowntown.com](http://www.SheratonDenverDowntown.com)  
 Ask for group rate: REEA 2016

Special REEA Rates for Sleeping Rooms:  
 \$139.00+ for Run of the House room plus  
 applicable taxes & fees. Be sure to reserve  
 your room before our block is full, no later  
 than May 12, 2016. Book online special code:  
**REEA 2016**

**1** **UPDATE** **SUCCESS** **REFERRALS** **FRIENDS** **NETWORKING** **EXCHANGE** **SHARE**

Download your REEA  
 Conference app here:  
**wqxenrs9**

# 2016 REEA CONFERENCE

Tentative Program Schedule

**FRIDAY, JUNE 10**

8:00am - 9:00am IDW Registration Desk Open  
 9:00am - 4:00pm Instructor Development Workshop  
 12:00pm - 5:30pm Conference Registration Desk Open  
 4:15pm - 4:45pm Using Your Conference App  
 5:00pm - 5:45pm First Timer's Gathering  
 6:00pm - 8:00pm Welcome Networking Happy Hour  
**Sponsored by Dearborn Real Estate Education**

**SATURDAY, JUNE 11**

7:00am - 8:00am REEA Walkers  
 7:30am - 4:00pm Conference Registration Desk Open  
 8:00am - 5:00pm Exhibitors Open  
 8:30am - 10:30am Welcome Session  
**Welcome, REEA Business Meeting and  
 2015-2016 Installation of Officers**  
 10:45am - 11:45am Concurrent Sessions  
 12:00pm - 1:30pm General Lunch Session  
 1:45pm - 2:45pm Concurrent Sessions  
 3:00pm - 4:30pm General Session  
 5:00pm Evening Event

**Additional Sponsorships by OnCourse Learning  
 and The CE Shop**

**SUNDAY, JUNE 12**

7:00am - 8:00am REEA Walkers  
 8:00am - 5:00pm Conference Registration Desk Open  
 8:00am - 5:00pm Exhibitors Open  
 8:30am - 9:30am General Session  
 9:45am - 10:45am Concurrent Sessions  
 11:00am - 12:00pm Concurrent Sessions  
 12:00pm - 1:30pm Lunch On Your Own  
 1:30pm - 3:30pm General Session  
 3:45pm - 4:45pm Concurrent Sessions  
 6:00pm - 9:00pm Closing Dinner  
**Sponsored by Hondros Education Group**

For all session details, visit:  
**WWW.REEA.ORG/EVENTS**

**REGISTRATION INFORMATION**

**INDIVIDUAL CONFERENCE REGISTRATIONS**

Early Bird Registration - on or before April 30, 2016  
 \$325 per person

Registration Between May 1 - May 20, 2016  
 \$350 per person

Registration After May 20, 2016\*  
 \$425 per person

Speaker/Presenter Registration\*\*  
 \$162.50 per person

One Day Registration  Saturday  Sunday  
 \$200 per person

Guest tickets available

**1 DAY IDW**

**Instructor Development Workshops**  
 Visit [www.REEA.org](http://www.REEA.org) for details

REEA Member - on or before June 1, 2016  
 \$75 per person

Non-REEA Member - on or before June 1, 2016  
 \$100 per person

The \$25 registration fee is waived for anyone  
 registering before June 1, 2016. Please note that  
 any registrations after June 1, 2016 are not  
 guaranteed IDW materials.

Questions?

Contact our REEA office: call 520-609-2380  
 or email [Kris@REEA.org](mailto:Kris@REEA.org)



Register online: [www.REEA.org/events](http://www.REEA.org/events)

All registrations submitted after May 20, 2016  
 are not guaranteed conference materials

\*\*You must be an approved presenter to receive  
 this discounted rate