

Meeting Minutes
SOUTH DAKOTA REAL ESTATE COMMISSION
Via [Microsoft Teams](#)
Or Call +1 605 679 7263 Meeting ID: # 426 801213#
May 11, 2022, 10:00 a.m. CDT

Chairman Dave Bonde called the meeting to order at 10:01 a.m. A quorum was participating.

Members Present: Dave Bonde
Carol Lawhun
Mark Wahlstrom
Ryan Wordeman

Member Absent: Ken Cotton (was on the call but his speaker was not working)

Others Present: Melissa Miller, Executive Director, SDREC
Amber Mulder, Staff Attorney, SD Department of Labor and
Regulation, Tim Bond, Compliance Officer, Michelle Metzinger,
Compliance Officer

Wordeman made a motion to approve the agenda. Lawhun seconded the motion. Bonde called for a vote. **MOTION PASSED.**

Public Comment – No comments were made from the public.

Wahlstrom made motion to approve the March 10 meeting minutes. Wordeman seconded the motion. Bonde called for a vote. **MOTION PASSED.**

Summary of the financials for March and April was presented by Director Miller. Lawhun made a motion to acknowledge receipt of the March and April financials and to file. Wordeman seconded the motion. Bonde called for a vote. **MOTION PASSED.**

Wordeman made a motion to approve one Consent Agreement 2022-048 (Citation Program). Wahlstrom seconded the motion. **MOTION PASSED.**

Complaints 2022-016/017

Wordeman made motion to dismiss complaints 2022-016/017. Lawhun seconded the motion. Bonde called for a vote. **MOTION PASSED.**

Next meeting is July 14, 2022.

Meeting adjourned at 10:31a.m.

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	1037000699BA	1140000	64,804.50	CR	REAL ESTATE/COSMO/BARBER
6503	103700069901	1140000	499,638.80	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	101,582.39	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			536,416.69	DR *	
COME/BUDG UNIT TOTAL 6503 1037			536,416.69	DR **	
BUDGET UNIT TOTAL 1037			536,416.69	DR ***	

CENTER NAME REAL ESTATE COMMISSION - INFO

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	638,289.00	0.00	0.00	9,831.98	406,348.31	222,108.71	624,648.07
BUDGETED TOT	638,289.00	0.00	0.00	9,831.98	406,348.31	222,108.71	
ALL COMP TOT	638,289.00	0.00	0.00	9,831.98	406,348.31	222,108.71	

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	307,911.00	0.00	0.00	0.00	204,545.21	103,365.79	33.6
5102 EMPLOYEE BENEFITS	93,557.00	0.00	0.00	0.00	63,404.29	30,152.71	32.2
5203 TRAVEL	40,407.00	0.00	0.00	0.00	4,431.63	35,975.37	89.0
5204 CONTRACTUAL SVCS	162,799.00	0.00	9,831.98	3,306.07	93,208.27	59,758.75	36.7
5205 SUPPLIES & MATRIS	31,300.00	0.00	0.00	41.71	13,410.43	17,889.57	57.2
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	27,348.48	25,033.48	0.0
TOTALS	638,289.00	0.00	9,831.98	3,347.78	406,348.31	222,108.71	34.8

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 EXPENDITURES	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	307,911.00	0.00	0.00	0.00	204,545.21	103,365.79	33.6
5102000 EMPLOYEE BENEFITS	93,557.00	0.00	0.00	0.00	63,404.29	30,152.71	32.2
5203000 TRAVEL	40,407.00	0.00	0.00	0.00	4,431.63	35,975.37	89.0
5204000 CONTRACTUAL SVCS	162,799.00	0.00	9,831.98	3,306.07	93,208.27	59,758.75	36.7
5205000 SUPPLIES & MATRIS	31,300.00	0.00	0.00	41.71	13,410.43	17,889.57	57.2
5207000 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	27,348.48	25,033.48	0.0
PS SUBTOTALS	401,468.00	0.00	0.00	0.00	267,949.50	133,518.50	33.3
OE SUBTOTALS	236,821.00	0.00	9,831.98	3,347.78	138,398.81	88,590.21	37.4
COMPANY 6503-I TOT	638,289.00	0.00	9,831.98	3,347.78	406,348.31	222,108.71	34.8

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 05/31/2022

BA0225R1 06/04/2022

AGENCY 10 LABOR & REGULATION
 BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
COMPANY NO 6503					
COMPANY NAME PROFESSIONAL & LICENSING BOARDS					
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	.00	2,700.00
103700069901	6503	4293702	BROKER	.00	51,075.00
103700069901	6503	4293703	HOME INSPECTORS	.00	3,000.00
103700069901	6503	4293704	PROPERTY MANAGER	.00	7,200.00
103700069901	6503	4293705	SALES AGENTS	.00	7,200.00
103700069901	6503	4293707	FIRMS	.00	10,900.00
103700069901	6503	4293708	CONDOMINIUMS	.00	19,681.22
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	4,400.00
103700069901	6503	4293711	EDUCATIONAL COURSES	.00	12,445.00
103700069901	6503	4293712	ADDITIONAL LICENSES	120.00	1,770.00
103700069901	6503	4293713	CHANGE OF ADDRESS	495.00	7,860.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	300.00	3,150.00
103700069901	6503	4293715	LATE RENEWAL FEES	1,360.00	15,280.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	50.00	3,150.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	4,750.00
103700069901	6503	4293719	RENEWAL BROKER	1,000.00	194,020.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	.00	5,400.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	375.00	11,125.00
103700069901	6503	4293722	RENEWAL SALES AGENTS	250.00	13,000.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	125.00
103700069901	6503	4293724	RENEWAL FIRMS	250.00	40,720.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	7,150.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	3,900.00
ACCT: 4293	BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)			4,200.00	430,001.22

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BA0225R1 06/04/2022

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 05/31/2022

AGENCY 10 LABOR & REGULATION
 BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
ACCT: 42		LICENSES, PERMITS & FEES		4,200.00	430,001.22	**
103700069901	6503	4393003	MISC FINES & PENALTIES	.00	5,179.86	*
ACCT: 4393		PENALTIES (NON-GOVERNMENTAL)		.00	5,179.86	**
ACCT: 43		FINES, FORFEITS & PENALTIES		.00	5,179.86	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	.00	1,214.00	*
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	.00	7,784.00	**
ACCT: 4596				.00	8,998.00	*
ACCT: 45		CHARGES FOR SALES & SERVICES		.00	8,998.00	**
103700069901	6503	4920045	NONOPERATING REVENUES	.00	5,832.50	*
ACCT: 4920		NONOPERATING REVENUE		.00	5,832.50	**
ACCT: 49		OTHER REVENUE		.00	5,832.50	**
CNTR: 103700069901				4,200.00	450,011.58	***
103700069902	6503	4920045	NONOPERATING REVENUES	.00	1,582.39	*
ACCT: 4920		NONOPERATING REVENUE		.00	1,582.39	**
ACCT: 49		OTHER REVENUE		.00	1,582.39	**
CNTR: 103700069902				.00	1,582.39	***
COMP: 6503				4,200.00	451,593.97	****
B UNIT: 1037				4,200.00	451,593.97	****

Revenue Report Ending 04/30/22

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,500	780	800	2,700	77
Broker	58,000	7,425	6,925	51,075	88
Home Inspectors	5,000	0	2,000	3,000	60
Property Manager	7,000	900	(200)	7,200	102
Sales Agents	4,000	225	(3,200)	7,200	180
Firms	10,000	1,000	(900)	10,900	109
Condominiums	14,000	2,000	(5,681.22)	19,681.22	140
Timeshare Projects	3,000	800	(1,400)	4,400	146
Educational Courses	15,000	1,500	2,555	12,445	82
Additional Licenses	3,000	30	1,350	1,650	55
Change of Address	8,000	330	635	7,365	92
Certificate of Licensure	3,000	75	150	2,850	95
Late Renewal Fees	20,000	0	6,080	13,920	69
Renewal Res Rental Agents	4,000	0	900	3,100	77
Renewal Auctioneer	3,000	0	(1,750)	4,750	158
Renewal Broker	175,000	0	(18,020)	193,020	110
Home Inspection Renewal	6,500	0	1,100	5,400	83
Renewal Property Manager	12,000	0	1,250	10,750	89
Renewal Sales Agents	14,000	0	1,250	12,750	91
Renewal Timeshare Agents	1,000	0	875	125	12
Renewal Firms	35,000	0	(5,470)	40,470	115
Renewal Timeshare Project	6,500	0	(650)	7,150	110
Renewal Additional Licenses	3,000	0	(900)	3,900	130
Misc. Fines, Penalties and NO Rev	20,000	500	7,405.25	12,594.75	62
Interest Earned					
License Law Books Sold	2,000	904	786	1,214	60
Directories/Lists Sold	10,000	790	2,216	7,784	77
	445,500	17,259	36,277.25 (38,171.22)	447,393.97	100

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	522,370.13	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			622,370.13	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			622,370.13	DR **	
BUDGET UNIT TOTAL 1037			622,370.13	DR ***	

BUDGET UNIT 1037

AVAILABLE FUNDS
AS OF: 06/29/2022
FY YEAR REMAINING: 0.5%
PAY DAYS REMAINING: 0

DATE 07/02/2022

CENTER NAME REAL ESTATE COMMISSION - INFO

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	638,289.00	0.00	0.00	0.00	425,894.41	212,394.59	622,370.13
BUDGETED TOT	638,289.00	0.00	0.00	0.00	425,894.41	212,394.59	
ALL COMP TOT	638,289.00	0.00	0.00	0.00	425,894.41	212,394.59	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	EXPENDITURES MONTHLY	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	307,911.00	0.00	0.00	20,632.03	258,886.99	49,024.01	15.9
5102 EMPLOYEE BENEFITS	93,557.00	0.00	0.00	4,498.84	78,336.46	15,220.54	16.3
5203 TRAVEL	40,407.00	0.00	0.00	136.44	4,281.88	36,125.12	89.4
5204 CONTRACTUAL SVCS	162,799.00	0.00	0.00	19,572.98	48,346.62	114,452.38	70.3
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	2,693.22	7,148.69	24,151.31	77.2
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	1,485.80	28,893.77	26,578.77	0.0
TOTALS	638,289.00	0.00	0.00	4,214.03	425,894.41	212,394.59	33.3

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	EXPENDITURES MONTHLY	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	307,911.00	0.00	0.00	20,632.03	258,886.99	49,024.01	15.9
5102000 EMPLOYEE BENEFITS	93,557.00	0.00	0.00	4,498.84	78,336.46	15,220.54	16.3
5203000 TRAVEL	40,407.00	0.00	0.00	136.44	4,281.88	36,125.12	89.4
5204000 CONTRACTUAL SVCS	162,799.00	0.00	0.00	19,572.98	48,346.62	114,452.38	70.3
5205000 SUPPLIES & MATRLS	31,300.00	0.00	0.00	2,693.22	7,148.69	24,151.31	77.2
5207000 CAPITAL OUTLAY	2,315.00	0.00	0.00	1,485.80	28,893.77	26,578.77	0.0
PS SUBTOTALS	401,468.00	0.00	0.00	25,130.87	337,223.45	64,244.55	16.0
OE SUBTOTALS	236,821.00	0.00	0.00	20,916.84	88,670.96	148,150.04	62.6
COMPANY 6503-I TOT	638,289.00	0.00	0.00	4,214.03	425,894.41	212,394.59	33.3

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 06/30/2022

AGENCY 10 LABOR & REGULATION
BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
COMPANY NO 5503					
COMPANY NAME PROFESSIONAL & LICENSING BOARDS					
1037000699BA	6503	4539000	OTHER CHARGES	39,546.29	39,546.29
ACCT:	4539	OTHER CHARGES (STATE INTRA-GOVERNMENT)		39,546.29	*
ACCT:	45	CHARGES FOR SALES & SERVICES		39,546.29	**
CNTR:	1037000699BA			39,546.29	***
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	780.00	3,480.00
103700069901	6503	4293702	BROKER	18,225.00	69,300.00
103700069901	6503	4293703	HOME INSPECTORS	1,200.00	4,200.00
103700069901	6503	4293704	PROPERTY MANAGER	2,700.00	9,900.00
103700069901	6503	4293705	SALES AGENTS	1,350.00	8,550.00
103700069901	6503	4293707	FIRMS	2,400.00	13,300.00
103700069901	6503	4293708	CONDOMINIUMS	7,900.67	27,581.89
103700069901	6503	4293710	TIMESHARE PROJECTS	1,000.00	5,400.00
103700069901	6503	4293711	EDUCATIONAL COURSES	2,075.00	14,520.00
103700069901	6503	4293712	ADDITIONAL LICENSES	360.00	2,130.00
103700069901	6503	4293713	CHANGE OF ADDRESS	1,230.00	9,090.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	1,230.00	4,380.00
103700069901	6503	4293715	LATE RENEWAL FEES	5,840.00	21,120.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	100.00	3,250.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	4,750.00
103700069901	6503	4293719	RENEWAL BROKER	4,125.00	198,145.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	100.00	5,500.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	250.00	11,375.00
103700069901	6503	4293722	RENEWAL SALES AGENTS	375.00	13,375.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	125.00

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 06/30/2022

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
103700069901	6503	4293724	RENEWAL FIRMS	125.00	40,845.00	
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	7,150.00	
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	30.00	3,930.00	
ACCT: 4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		51,395.67	481,396.89	*
ACCT: 42		LICENSES, PERMITS & FEES		51,395.67	481,396.89	**
103700069901	6503	4393003	MISC FINES & PENALTIES	43.56	5,223.42	
ACCT: 4393		PENALTIES (NON-GOVERNMENTAL)		43.56	5,223.42	*
ACCT: 43		FINES, FORFEITS & PENALTIES		43.56	5,223.42	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	420.00	1,634.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	2,012.00	9,796.00	
ACCT: 4596				2,432.00	11,430.00	*
ACCT: 45		CHARGES FOR SALES & SERVICES		2,432.00	11,430.00	**
103700069901	6503	4896006	INVESTIGATIONS-REIMBURSE	107.50	107.50	
ACCT: 4896				107.50	107.50	*
ACCT: 48		OTHER REVENUE		107.50	107.50	**
103700069901	6503	4910000	OPERATING TRANSFERS IN	1,582.39	1,582.39	
ACCT: 4910		OPERATING TRANSFERS IN		1,582.39	1,582.39	*
103700069901	6503	4920045	NONOPERATING REVENUES	.00	5,832.50	
ACCT: 4920		NONOPERATING REVENUE		.00	5,832.50	*
ACCT: 49		OTHER REVENUE		1,582.39	7,414.89	**
CNTR: 103700069901				55,561.12	505,572.70	***
103700069902	6503	4920045	NONOPERATING REVENUES	.00	1,582.39	
ACCT: 4920		NONOPERATING REVENUE		.00	1,582.39	*
ACCT: 49		OTHER REVENUE		.00	1,582.39	**
CNTR: 103700069902				.00	1,582.39	***
COMP: 6503				95,107.41	546,701.38	****

BA0225R1 07/02/2022

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 06/30/2022

AGENCY 10 LABOR & REGULATION
BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
B UNIT: 1037				95,107.41	546,701.38

B UNIT: 1037

95,107.41

546,701.38

Revenue Report Ending 06/30/22

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,500	780	20	3,480	99
Broker	58,000	18,225	(11,300)	69,300	119
Home Inspectors	5,000	1,200	800	4,200	84
Property Manager	7,000	2,700	(2,900)	9,900	141
Sales Agents	4,000	1,350	(4,550)	8,550	213
Firms	10,000	2,400	(3,300)	13,300	133
Condominiums	14,000	7,900.67	(13,581.89)	27,581.89	197
Timeshare Projects	3,000	1,000	(2,400)	5,400	180
Educational Courses	15,000	2,075	480	14,520	96
Additional Licenses	3,000	360	870	2,130	71
Change of Address	8,000	1,230	(1,090)	9,090	113
Certificate of Licensure	3,000	1,230	(1,380)	4,380	146
Late Renewal Fees	20,000	5,840	(1,120)	21,120	105
Renewal Res Rental Agents	4,000	100	750	3,250	81
Renewal Auctioneer	3,000	0	(1,750)	4,750	158
Renewal Broker	175,000	4,125	(23,145)	198,145	113
Home Inspection Renewal	6,500	100	1,000	5,500	84
Renewal Property Manager	12,000	250	625	11,375	94
Renewal Sales Agents	14,000	375	625	13,375	95
Renewal Timeshare Agents	1,000	0	875	125	12
Renewal Firms	35,000	125	(5,845)	40,845	116
Renewal Timeshare Project	6,500	0	(650)	7,150	110
Renewal Additional Licenses	3,000	30	(930)	3,930	131
Misc. Fines, Penalties and NO Rev	20,000	41,279.74	(33,874.49)	53,874.49	269
Interest Earned, Sales and Service					
License Law Books Sold	2,000	420	366	1,634	81
Directories/Lists Sold	10,000	2,012	204	9,796	97
	445,500	95,107.41	6,615 (107,816.38)	546,701.38	122

Chapter 20:69:04:04 Contents of responsible broker course. The responsible broker course is a course in brokerage and ~~human resource management~~. The course must be a minimum of ~~15~~ 24 hours long and contain a final examination. Subject areas approved by the commission, include the following subject areas:

- (1) Advertising Compliance
- (2) Brokerage Policy Manual
- (3) Business Ethics
- (4) Business/Strategic Planning
- (5) Compensation planning
- (6) Company Policy Review/Risk Management
- (7) Contracts – State Specific
- (8) Demonstration of Knowledge
- (9) Exit Strategies – Selling/Transferring Ownership
- (10) Human Resource Essentials/employee vs independent contractor
- (11) Legal Issues
- (12) Trust Accounting/Finance

20:69:11:01.05. Required continuing education subject areas. Required continuing education subject areas may only be in the following subject areas:

- (1) Real estate ethics;
- (2) Legislative issues that influence real estate practice including both pending and recent legislation;
- (3) The administration of licensing provisions of real estate law and the administrative rules;
- (4) Real estate brokerage, including agency, contracts, trust accounting, fiduciary duties, and risk management;
- (5) Fair housing;
- (6) Environmental issues;
- (7) Antitrust; and
- (8) The Americans with Disabilities Act; and
- (9) Property Management
 - a. Financial management;
 - b. Landlord/Tenant procedures and operations; and
 - c. Fiduciary duties

Events & Conferences

2022 Annual Conference



Nashville, Tennessee
August 29 – September 2, 2022

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by 7/23/2022

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About This Event

This year's Annual Keynote Speaker is David Atkins!



David is a retired New York State Police Captain after 22 years of service. He ran all State Police operations for the entire County of Westchester NY which averages approximately 400-500,000 911 calls a year. David was the New York State Trooper of the Year in 2003 followed by New York State Police Investigator of the Year in 2007. He moved up through the ranks during his 22 year career with the New York State Police. He went from patrol to Investigations to leading undercover units involved in Organized Crime, Auto Theft, Money Laundering and large scale drug organizations. David was also a first responder at Ground Zero on 09/11 where he spent weeks working in New York City. Additionally while working full time with the NY State Police David also built a million dollar direct sales business. Through his success both in law enforcement and business David became a Keynote Motivational Speaker presenting to groups of a few hundred people to over 20,000 people in the NFL Super Dome in New Orleans. David is currently publishing his first book *The Leveled Up Life* due to come out Summer 2022. Most importantly David is a husband and a Father to his three daughters.

YOU DO NOT WANT TO MISS THIS YEAR'S OFFSITE RECEPTION!



This year's Offsite Reception will take place at **Ole Red!** This honky tonk has it all - Live music, delicious food, and a panoramic view of Nashville! We hope you will join us on Tuesday, August 30 for a great event.

A special thank you to Zillow Group for sponsoring this event!

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