

Jonathan Zachem, Secretary

Rick Scott, Governor

**Minutes of
THE FLORIDA REAL ESTATE COMMISSION
March 20 and 21, 2018
General Meeting**

March 20, 2018

Chair Thomas Luzier, called the meeting of the Florida Real Estate Commission to order, at approximately 8:30 a.m., in Orlando, Florida, on this 20th day of March, 2018.

COMMISSIONERS

Chair Thomas Luzier

Dick Fryer

Poul Hornsleth

Patti Ketcham

Guy Sanchez

Vice-Chair Fitzgerald and Commissioner Schwartz were excused and not present. Mr. Tom Barnhart, Senior Assistant Attorney General, appeared as counsel for the Commission. Mr. Barnhart declared a quorum present.

STAFF

Katy McGinnis, Director

Denise Johnson, Deputy Director

Lori Crawford, Executive Director

Al Cheneler, Chief Attorney

Allison McDonald, Deputy Chief Attorney

Janice Lugo, Regulatory Consultant

Meagan McAvoy, Regulatory Specialist III

Mike Davis, Regulatory Supervisor/Consultant

Dorothy Carter, Regulator Specialist III

American Court Reporting, Inc. (407) 896-1813 provided court services.

Summary of Applicants

Deputy Director Johnson presented 87 Summary of Applicants requesting to sit for the real estate examination.

1. Agenda A, Tab AO – Angel Miguel Sepulveda, present with interpreter – Sales associate application approved with conditions; Commissioner Hornsleth/Commissioner Fryer; 4 to 1 vote.
2. Agenda B, Tab V – Yudy Bibiana Mancera, present with interpreter – Sales associate application approved; Commissioner Fryer/Commissioner Ketcham; 4 to 1 vote.
3. Agenda A, Tab L – William J. Butler, represented by Steven Johnson, Esquire, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; 4 to 1 vote.
4. Agenda A, Tab I – Kip Rodney Beacham, Jr., present; represented by Steven Johnson, Esquire, present – Sales associate application approved; Commissioner Fryer/Commissioner Sanchez; unanimous vote.
5. Agenda A, Tab O – Max Contador, not present; represented by Steven Johnson, Esquire, present – Applicant withdrew the application.

6. Agenda A, Tab A – Anthony S. Caserta, present; represented by Daniel Villazon, Esquire, present – Informal – Denial of sales associate application upheld; Commissioner Fryer/Commissioner Ketcham; unanimous vote.
7. Agenda B, Tab M – Jonathon Lee Gerber, present; represented by Daniel Villazon, Esquire, present – Sales associate application approved; Commissioner Fryer/Commissioner Sanchez; unanimous vote.
8. Agenda B, Tab Z – Arthur Richard Porcelli, III, not present; represented by Daniel Villazon, Esquire, present – Sales associate application approved; Commissioner Ketcham/Commissioner Fryer; unanimous vote.
9. Agenda C, Tab C – Evans Pierre, present; represented by Daniel Villazon, Esquire, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
10. Agenda A, Tab E – Velisha Grace Young, present; represented by Nancy Campiglia, Esquire, present – Informal – Commissioner Fryer moved; seconded by Commissioner Hornsleth to vacate notice of intent to deny and approve the application for sales associate; the motion passed without dissent.
11. Agenda C, Tab B – Joseph Anthony Gavagni, present; represented by Nancy Campiglia, Esquire, present – Informal – Denial of sales associate application upheld; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
12. Agenda C, Tab A – Kelly Anne Gaeger, present – Informal – Commissioner Fryer moved; seconded by Commissioner Hornsleth to vacate notice of intent to deny and approve the application for sales associate; the motion passed without dissent.

Agenda A

13. Tab AJ – Travis Rentschler, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Hornsleth; 4 to 1 vote.
14. Tab AE – Rodney Nicolas, present – Sales associate application approved with conditions; Commissioner Hornsleth/Commissioner Fryer; 4 to 1 vote.
15. Tab C – Deja Chambers, present – Commissioner Hornsleth moved; seconded by Commissioner Fryer to vacate notice of intent to deny and approve the application for broker; the motion passed without dissent.
16. Tab D – Reynold Rony Joseph, present – informal – Commissioner Fryer moved; seconded by Commissioner Hornsleth to vacate notice of intent to deny and approve the application for sales associate; the motion passed without dissent.
17. Tab H – Roberto E. Baujin Alvarez, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
18. Tab M – Seth Campbell, present – Applicant withdrew the application.
19. Tab N – Tammy Jo Collins, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Ketcham; unanimous vote.
20. Tab P – Zenia Elsy Dazza, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
21. Tab R – Sabrina Gaffney, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
22. Tab S – Carlos Mario Gutierrez, present – Sales associate application approved; Commissioner Ketcham/Commissioner Fryer; 3 to 2 vote.

23. Tab T – Adrian Jabari Hewan, present – Sales associate application approved with conditions; Commissioner Hornsleth/Commissioner Sanchez; unanimous vote.
24. Tab U – Joshua Lyman Hills, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
25. Tab V – Everett James, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
26. Tab W – Chris Michael Jones, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
27. Tab X – Timothy M. Kehrig, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
28. Tab Y – Brittany J. LaFuze, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
29. Tab Z – Shemekkia Martell Love, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
30. Tab AA – Breanna Mansfield, present – Sales associate application approved with conditions; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
31. Tab AF – Robert Penny, present – Sales associate application approved with conditions; Commissioner Ketcham/Commissioner Fryer; unanimous vote.

Commissioner Hornsleth was not present for the following applicants:

32. Tab AG – Johnathon Podgorski, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Ketcham; unanimous vote.
33. Tab AI – Bidony Rendel, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Ketcham; 3 to 1 vote.
34. Tab AN – Gordon Saleem, present – Sales associate application approved with conditions; Commissioner Ketcham/Commissioner Fryer; 3 to 1 vote.
35. Tab AP – Richard Anthony Sequeira, present – Sales associate application denied; Commissioner Fryer/Commissioner Ketcham; unanimous vote.
36. Tab AQ – Siritut N. Sirichoonchan, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Sanchez; unanimous vote.

Commissioner Hornsleth returned to the meeting.

37. Tab AS – Maria Soroka, present – Sales associate application denied; Commissioner Ketcham/Commissioner Sanchez; unanimous vote.
38. Tab AT – Malcolm Teachey, present – Sales associate application approved; Commissioner Fryer/Commissioner Ketcham; 4 to 1 vote
39. Tab AV – Janene Waters, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; unanimous vote

Agenda B

40. Tab J – Jorge Carlos Garcia, present; was represented by Alex Stavrau, Esquire, present – Sales associate application approved; Commissioner Sanchez/Commissioner Fryer; unanimous vote.

41. Tab D – Bryan Castillo, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; 3 to 2 vote.
42. Tab A – Joseph F. Ambrose, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; 4 to 1 vote.
43. Tab E – Stephanie D. Conner, present – Sales associate application approved; Commissioner Sanchez/Commissioner Fryer; unanimous vote.
44. Tab F – Howard Richard Dayton, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; 3 to 2 vote.
45. Tab G – Alfredo Diaz, present – Sales associate application approved with conditions; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
46. Tab H– Eliades Diaz, present – Sales associate application denied; Commissioner Fryer/Commissioner Ketcham; unanimous vote.
47. Tab I – Kirk E. Eley, present – Sales associate application approved; Commissioner Sanchez/Commissioner Fryer; unanimous vote.
48. Tab L – Solomon Geigle, present – Broker application approved; Commissioner Fryer/Commissioner Sanchez; unanimous vote.
49. Tab P – Kenneth Ronald J. Higgins, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.
50. Tab R – Daphne K. Jeffcoat Squeteri, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
51. Tab Q – Jessica E. Hood, present – Sales associate application approved; Commissioner Fryer/Commissioner Hornsleth; 4 to 1 vote.
52. Tab S – William K. Jenkins, present – Applicant withdrew the application.
53. Tab T – Amir Khan, present – Sales associate application approved; Commissioner Fryer/Commissioner Ketcham; unanimous vote.
54. Tab W – David A. Myers, present – Sales associate application denied; Commissioner Ketcham/Commissioner Sanchez; unanimous vote.
55. Tab X – Etienne Morrow, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner Hornsleth; 4 to 1 vote.
56. Tab Y – Linda C. Orozco Jramillo, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
57. Tab AA – Jonathan Russek, present – Sales associate application approved with conditions; Commissioner Fryer/Commissioner HornslethFryer; 4 to vote.
58. Tab AB – Anthony A. Serra, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.
59. Tab AC – Carlo Settecase, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; 4 to 1 vote.
60. Tab AD – Valerie Monique, present – Sales associate application approved; Commissioner Sanchez/Commissioner Hornsleth; unanimous vote.

61. Tab AF – Lyndsey M. Stewart, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.

62. Tab AE – Nicovi D. Singh, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.

63. Tab AG – Linda M. Torres, present – Sales associate application approved; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.

64. Tab AH – Sandra Torres, present – Sales associate application approved; Commissioner Fryer/Commissioner Sanchez; unanimous vote.

65. Tab AI – Darryl M. Young, present – Sales associate application denied; Commissioner Fryer/Commissioner Sanchez; unanimous vote.

Agenda A

66. Tab B – Guichard Cebert, not present – Applicant continued and waived 90-day requirement.

67. Tab F – Masoom Ali, not present – Applicant continued and waived 90-day requirement.

68. Tab G – Dwight E. Anderson, present – Applicant continued and waived 90-day requirement.

69. Tab J – Felipe Brown, not present – Applicant continued and waived 90-day requirement.

70. Tab K – Christopher O. Bula, not present – Applicant continued and waived 90-day requirement.

71. Tab Q – Hoppy Elvis Duroseau, not present – Sales associate application denied; Commissioner Hornsleth/Commissioner Sanchez; unanimous vote.

72. Tab AB – Minique R. Mobley, not present – Sales associate application denied; Commissioner Hornsleth/Commissioner Fryer; unanimous vote.

73. Tab AC – Shelby Morris, not present – Applicant continued and waived 90-day requirement.

74. Tab AD – Fredrick M. Mungai, not present – Sales associate application denied; Commissioner Fryer/Commissioner Hornsleth; unanimous vote.

75. Tab AH – Karina Quiceno, not present – Applicant continued and waived 90-day requirement.

76. Tab AK – Jay Rivera, not present – Sales associate application denied; Commissioner Ketcham/Commissioner Sanchez; unanimous vote.

77. Tab AL – Robert E. Robinson, II, not present – Sales associate application denied; Commissioner Fryer/Commissioner Sanchez; unanimous vote.

78. Tab AM – Christopher J. Rukab, not present – Applicant continued and waived 90-day requirement.

79. Tab AR – Christine Smalarz, not present – Sales associate application denied; Commissioner Hornsleth/Commissioner Sanchez; unanimous vote.

80. Tab AU – Rhonda L. Waggoner, not present – Applicant continued and waived 90-day requirement.

81. Tab AW – Jason Brook Wilson, not present – Applicant continued and waived 90-day requirement.

Agenda B

82. Tab B – Hieu Van Bui, not present – Sales associate application denied; Commissioner Fryer/Commissioner Sanchez; unanimous vote.

83. Tab C – Susan Meier Burke, not present – Application was approved administratively.

84. Tab K – Maria C. Garicoits, not present – Sales associate application denied; Commissioner Fryer/Commissioner Sanchez; unanimous vote.

85. Tab N – Lorena Gonzalez, not present – Sales associate application denied; Commissioner Ketcham/Commissioner Sanchez; unanimous vote.

86. Tab O – Lequida Harley, not present – Sales associate application denied; Commissioner Fryer/Commissioner Sanchez; unanimous vote.

87. Tab U – Debora A. Lerda, not present – Sales associate application denied; Commissioner Ketcham/Commissioner Fryer; unanimous vote.

Public Comments

The Commission offered, but there were no comments from members of the audience.

Recess

There being no objection, the Chair recessed the meeting at approximately 5:00 p.m. until 8:30 a.m. tomorrow.

March 21, 2018

Chair Luzier reconvened the meeting of the Florida Real Estate Commission to order, at approximately 8:30 a.m., in Orlando, on this 17th day of March, 2018.

COMMISSIONERS

Chair Thomas Luzier
Dick Fryer
Poul Hornsleth
Patti Ketcham
Guy Sanchez

Mr. Tom Barnhart, Senior Assistant Attorney General, appeared as counsel for the Commission. Vice-Chair Fitzgerald and Commissioner Schwartz were approved and not present. Mr. Barnhart declared a quorum present.

STAFF

Katy McGinnis, Director
Denise Johnson, Deputy Director
Lori Crawford, Executive Director
Al Cheneler, Chief Attorney
Janice Lugo, Regulatory Consultant
Megan McAvoy, Regulatory Specialist III
Mike Davis, Regulatory Supervisor/Consultant
Dorothy Carter, Regulatory Specialist III
American Court Reporting, Inc. (407) 896-1813 provided court services.

Reports

The following reports were presented to the Commission:

- Enforcement Trends and Escrow Audits Reports
- Unlicensed Activity Report
- Financial Reports
- Monthly Exam Performance Summary Report
- Application and License Count Reports

- Legal Case Activity Report

Division staff addressed questions and comments from the Commission.

Consent Agenda A

The Commission considered 46 applicants from the Consent Agenda A; Commissioner Hornsleth moved; seconded by Commissioner Fryer to approve 33 applicants and require 13 applicants to be placed on the Summary of Applicant Agenda; the motion passed without dissent.

The following applicants were approved:

Alvarez, Tareon Patrice	Gossage, Christopher	Nolan, Andrew
Atchison, Melanie Jennifer	Gupta, Cheralyn	Ogden, Philip Allen
Belcarries, Daniel Dabeart	Hernandez, Jose Oriel	Ordenez, Marvin Alejandro
Bounyavong, Andrew	Hernandez, Lorena Patricia	Overlock, Zachariah
Braun, Van Christian	Hicks, Rachael	Rodriguez Jorge, Eduardo
Campos, Priscilla	Ibanez, Juan	Rye, Aaron M.
Connolly, Rae Marie	Jean Pierre, Abdi Marc	Sanes, Robert Antonio
Furlini, Sandy C.	Johnson, Monique Nicole	Santos, Miguel Angel
Gabbard, Larry Lincoln	Kynard, Ahmad Rashad	Sherman, Mark Patrick
Giafaglione, Tara Lynn	Mccreless, Eric	Typaldos, Renee
Goerger, William Peter Jr.	Myrick, Heather Nicole	Weith, Tyler

The following applicants will be placed on the next available Summary of Applicant agenda:

Adkison, Rashauna Denay	Difante, Domenic	Mullis, Ronald Dean
Brown, Calvin Benjamin	Eck, Candice Rose	Slade, Andrea Leigh
Brown, Mark Winfield	Hollis, Kendelo Jr.	Thompson, Tianna Tysha
Bullard, Corey	Lewis, Ross Thomas	Whittaker, Evelyn Marie
Cherichel, Nikenson		

Consent Agenda B

The Commission considered 14 applicants from the Consent Agenda B; Commissioner Hornsleth moved; seconded by Commissioner Fryer to approve 8 applicants and require 6 applicants to be placed on the Summary of Applicant Agenda; the motion passed without dissent.

The following applicants were approved:

Desi, Cheryle Rose	Kitain, Dana	Ramos, Juan Carlos
Early, Peggy I.	Leonardo, Mario E.	Suro, Stacey Ann
Figueroa, Jared Joseph	Manno, Paul	

The following applicants will be placed on the next available Summary of Applicant agenda:

Brito, Santiago	Jacob, Jimmy	Mohamed, Francois Finney
Faulk, Roger A.	Masterson, Chuck	Mosinak, Edward

Legal Agenda Schedule

Escrow Disbursement Orders – Agenda

Mr. Cheneler presented 8 Escrow Disbursement Orders, and 7 Orders for the Commission's consideration. The Commission entered into discussion. Commissioner Hornsleth moved to accept the Escrow

Disbursement Orders, and the remaining Order; Commissioner Fryer seconded the motion; the motion passed without dissent.

Recovery Fund Claims

Tab A – Kenneth Wilson and Anna Stewart-Wilson v. David Glover, DBPR Case No. 2017-004496

Ms. White presented the above matter to the Commission. Neither the Licensee nor the Claimant was present. The Licensee was not present. Ms. White recommended the Commission grant the request. The Commission considered the facts and circumstances. Commissioner Hornsleth moved to deny the Final Order Granting the Recovery Fund Claim. Commissioner Fryer seconded the motion. The motion passed without dissent.

Legal Appearance Docket

Tab D – Rosa E. Martinez, SL 3015561; Case No. 2016001356 – Motion for Waiver of Rights and Entry of Final Order

Case continued.

Tab A – Alicia Faith King, BK 3203595; Case No. 2016018069 – Recommended Order

Case Continued.

Tab B – Alicia King Faith, BK 3203595; Case No. 2016018731 – Recommended Order

Case Continued.

Tab C – Shana Denell Thomas, SL 3082683; Case No. 2016052523 – Respondent's Request for Informal Hearing

Case Continued.

Tab E – Melissa A. Lamb, SL 3147108; Case No. 2017047296 – Motion for Waiver of Rights and Entry of Final Order

Respondent was present; Respondent was not represented by counsel. Commissioner Hornsleth was recused due to participation on the probable cause panel.

Ms. White represented the department and presented the case to the Commission. The Commission entered into discussion. Commissioner Fryer moved, seconded by Commissioner Sanchez to find the Respondent guilty as charged in the Administrative Complaint; motion passed without dissent. Commissioner Fryer moved; seconded by Commissioner Sanchez; the motion passed without dissent to impose the following sanctions:

Penalty: Suspension for 6 months; administrative fine of \$1,500.00; investigative costs \$412.50; attend 2 complete FREC general meeting; 6 month probation. **Violation(s):** Section 475.25(1)(f), Florida Statutes (2015-2016), by pleading nolo contendere to Petit Theft, a crime which directly relates to the activities of a licensed sales associate, or involves moral turpitude or fraudulent or dishonest dealing; Section 455.227(1)(t), Florida Statutes (2015-2016), and thereby violating Section 475.25(1)(e), Florida Statutes (2015-2016), by failing to report to the department within 30 days after pleading nolo contendere to Petit Theft.

Agenda B, Tab A – Heather Grimes, SL 2109146; Case No. 2016028021 – Settlement Stipulation

Case continued.

Review and Consideration of the Real Estate Education Courses

Tab B – 28 Hour Reactivation Course – New Course (28 hours, distance) – Application No. 30499 – @ Azure Tide Realty Corp

The applicant was present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course with conditions; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab B, Agenda B – ENHANCED Ignite– New Course (45 hours, sales associate post licensing course, classroom) – Application No. 31850 – Kristine Hansen

The applicant was present in support of the application. The Commission entered into discussion. The applicant requested to continue the matter until next meeting.

Tab A – Florida Ethics and Business Practices – New Course (E & B) (3 hours, distance) – Application No. 32176 – 360Training.Com, Inc.

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Sanchez moved to deny the course; Commissioner Fryer seconded the motion. The motion passed without dissent.

Tab C – Successfully Selling HUD Homes – New Course (3 hours, classroom) – Application No. 31778 – Campbell Investments Realty, Inc.

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course with conditions; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab D – Technology Trends in Real Estate – New Course (3 hours, distance) – Application No. 31621 – Career Webschool

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course with conditions; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab E – 14 Hour Continuing Education – Dolce Vita Law, Ethics and Other Topics – New Course (14 hours, classroom) – Application No. 31761 – Dolce Vita Realty

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab F – 4-Hour Core Law – New Course (4 hours, classroom) – Application No. 32205 – Florida School of Real Estate Online and In class

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course with conditions; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab G – Real Estate Ethics – New Course (3 hours, classroom) – Application No. 32418 – Larson Education Services

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab H – *14 Hour Real Estate Continuing Education Course – New Course (14 hours, classroom) – Application No. 32419 – Larson Education Services*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab I – *Florida Real Estate Ethics and Business Practices – Informal, (E & B) New Course (3 hours, distance) – Application No. 30527 – McKissock LP*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to vacate the Notice of Intent to Deny and approve the course; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab J – *National USPAP Update (2018-2019) – Reconsideration, Your Promise of Professionalism – New Course (7 hours, classroom) – Application No. 31387 – McKissock LP*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Ketcham moved to vacate the Notice of Intent to Deny and approve the course; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab K – *Evaluation Today's Residential Appraisal: Reliable Review – New Course (7 hours, classroom) – Application No. 32165 – McKissock LP*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Sanchez seconded the motion. The motion passed 3-2.

Tab L – *The Appraisal of 2-4 Unit Properties – New Course (4 hours, classroom) – Application No. 32166 – McKissock LP*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course; Commissioner Sanchez seconded the motion. The motion passed 3-2.

Tab M – *Desktop Appraisal Assignments: An Overview – New Course (3 hours, distance) – Application No. 32167 – McKissock LP*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab N – *Real Estate Damages – Appraising after a National Disaster – New Course (3 hours, classroom) – Application No. 32633 – McKissock LP*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab O – *Florida Real Estate Law Update – New Course (14 hours, distance) – Application No. 33236 – McKissock LP*

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab P – *Florida Ethics and Business Practices* – (E & B) New Course (3 hours, distance) – Application No. 31673 – Realestatece.com

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course; Commissioner Ketcham seconded the motion. The motion passed without dissent.

Tab Q – *Online Real Estate Auctions: Courthouse and Private Companies* – New Course (3 hours, livestream) – Application No. 31804 – Realty and Insurance U, LLC

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab R – *Advanced Communication and Selling Strategies* – New Course (E & B) (2 hours, classroom) – Application No. 31630 – Seminars on Demand

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab S – *Open Doors to More Business* – New Course (2.5 hours, classroom) – Application No. 32294 – SunTrust Mortgage, Inc.

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course for 2 hours; Commissioner Ketcham seconded the motion. The motion passed 4-1.

Tab T – *Legal & Ethics Issues – Top 5 Reasons Realtors Are Sued* – New Course (E & B) (3 hours, classroom) – Application No. 31453 – Title Resources Guaranty Co.

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to approve the course for specialty hours only; Commissioner Sanchez seconded the motion. The motion passed without dissent.

Tab U – *Psychology of Sales and Negotiations* – New Course (E & B) (3 hours, classroom) – Application No. 31849 – X Factor Communications LLC

The applicant was not present in support of the application. The Commission entered into discussion. Commissioner Fryer moved to deny the course; Commissioner Sanchez seconded the motion. The motion passed without dissent.

General Session continued

FREC – Petitions

Petition for Rule Variance or Waiver received from Taneshia Taylor. – DS 2018-026

FREC Counsel Barnhart presented a Petition for Rule Waiver together with a supplement received from the Petitioner for the Commission's review and consideration. Petitioner was not present. The Commission entered into discussion. Commissioner Fryer moved; Commissioner Ketcham seconded the motion to deny. The motion passed without dissent.

General Session continued

Rule Discussion

Rules Report

FREC Counsel Barnhart reported on the status of rules currently open for discussion, workshop or rulemaking and addressed any questions from the Commission.

General Session continued

Special Agenda

Applicant Approvable Guidelines - Discussion

Deputy Director Johnson presented the Commissioners with a draft of the Application Approval Guidelines with several amendments for their review and consideration. The Commission entered into discussion. Commissioner Fryer moved to approve the guidelines as amended; seconded by Commissioner Sanchez; the motion passed without dissent.

Communication from Gena McHenry regarding Broker License

Commission discussed a communication to grant an approval waiver for licensure due to circumstances in the Virgin Islands from Hurricane Irma. Commissioner Fryer moved; seconded by commissioner Hornsleth to approve the waiver. The motion passed without dissent.

Discussion Relating to Broker Qualification Standards

Chair Luzier brought up this discussion to address differences in various states on what their guidelines are to become a licensed broker. Discussion will continue at April FREC Meeting.

Executive Director Comments

Executive Director Crawford discussed the upcoming ARELLO conference in New Orleans.

Chair's Remarks

Chair Luzier thanked the Division and staff for all of their hard work.

Public Comments

There were 3 comments from members of the audience. The comment was addressed by the Commission.

Adjournment

There being no further business and no objection, the Chair adjourned the meeting at approximately 3: p.m. The next general meeting of the Florida Real Estate Commission is scheduled for April 17 and 18, 2018, in Orlando, Florida.



Thomas Luzier, Chair
Florida Real Estate Commission



Lori Crawford, Executive Director
Florida Real Estate Commission