

**INDIANA REAL ESTATE EDUCATION  
ADVISORY COUNCIL  
AMENDED AGENDA  
JANUARY 23, 2025  
3:00 p.m. (local time)**

**\*TO BE HELD THROUGH WEBEX\*  
TO JOIN, CALL: (240) 454-0887  
MEETING CODE: 610915440 OR**

**<https://IndianaEnhanced.Webex.com/join/PLAWebex>**

**1. Lighthouse School of Real Estate – CE22200018 – Significant Change Application**

- a. Realtors Code of Ethics: Our Promise of Professionalism – 4 hours MB/B
- b. Email & Wire Fraud Prevention - 2 hours Broker
- c. Construction Basics for Real Estate Professionals - 2 hours Broker
- d. Effective Business Planning for Real Estate Professionals – 5 hours MB/B
- e. Sales and Marketing Strategies for Real Estate Success - 5 hours MB/B
- f. Understanding Financing and Lending Markets for Real Estate Professionals – 6 hours MB/B

**2. Real Estate Certification Program (RECP) – CE10600303 – Significant Change Application**

- a. Cybersecurity-Educate your Clients on Safety Precautions – Asynchronous & Synchronous – 3 hours Broker
- b. Using AI and ChatGPT in Real Estate Legally & Ethically – Asynchronous & Synchronous – 3 hours Broker
- c. Megan Sullivan – CE Instructor Application
- d. Impact of Fair Housing – Asynchronous & Synchronous – 2 hours Broker

**3. Colibri Real Estate – CE21300021 – Significant Change Application**

- a. Foundations of Buyer Agency Excellence – 3 hours Broker
- b. Advanced Buyer Agency Strategies & Negotiations – 3 hours Broker
- c. Foundations of Buyer Agency Excellence – 3 hours Broker

**4. Meridian Title Corporation – CE10600461 – Significant Change Application**

- a. In Depth Look at 1031 Exchange – 2 hours Broker

**5. Kevin Mathers – CE Instructor Permit Application**

**6. Upstate Alliance of Realtors – Significant Change Application**

a. Adding an additional Instructor to already approved class. Sue Teasdale,  
Instructor # INST200311

**7. New Day Realty Training – CE21800093 – Significant Change Application**

- a. Indiana Real Estate Instructors Review – 4 hours Instructor & Broker
- b. REAL Pros - 15 Ways to Lose Your License - Incompetent Practice – 2 hours MB & Broker
- c. REALTOR Fair Housing Review – 2 hours Broker
- d. REALTOR Code Of Ethics Cycle 8 – 3 hours Broker

**8. Robin Stovall – Instructor Application**

**9. Caleb Ernst – Instructor Application**

**10. Southern Indiana Realtor Association (SIRA) – CE20200049 – Significant Change Application**

- a. Environmental Hazards and More – 3 hours Broker
- b. Cybersecurity – How Technology Can Ruin Your Business – 3 hours Broker
- c. AI & ChatGPT for Real Estate – 3 hours Broker

Next Scheduled Meeting  
**JANUARY 27, 2025**