

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL
JUNE 12, 2023 MINUTES**

1. GETMERENEWED.com – Significant Change App

- a. Real Estate Appraisal **4 hours**
- b. Comparative Market Analysis **4 hours**
- c. Real Estate Auctions **4 hours**
- d. Foreclosures **4 hours**
- e. Indiana Broker Management & Supervision **4 hours**
- f. Protecting Protected Classes in Real Estate **4 hours**
- g. Residential Mortgage Market **4 hours**
- h. Technology and Real Estate Brokerage **4 hours**
- i. Understanding the Basics of Reverse Mortgage **4 hours**
- j. Understanding Flood Zones in Real Estate **4 hours**

Recommend to **APPROVE** for Live Classes Only.
Reed/Bitner 5/0/0

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

- a. NAR's Green Designation Course (Asynchronous & Synchronous) **12 hours**
- b. Down Payment Assistance Program (Approved 11/17/22) but needs revised with:
Asynchronous and Synchronous – **2 hours Broker**
- c. Your Consumer, AI and the Technology Tools to Serve Them (Asynchronous &
Synchronous) **3 hours**
- d. Mastering Real Estate Brokerages: The Path to Success (Asynchronous &
Synchronous) **3 hours**

Recommend to **APPROVE**.
Butcher/Ogden 4/0/1, with Kathy Harbaugh abstaining.

3. Frontline Training & Consulting (new provider)

- a. Realtor Safety, Surviving Violent Encounters
4 hrs.
 - New instructor – Dale Anderson

Recommend to **APPROVE**.
Reed/Ogden 5/0/0

4. Meridian Title Corporation- Significant Change App

- a. The Players and The Process **2 hours**
- b. Cash Transactions & FIRPTA Combo Class **2 hours**
- c. FIRPTA & Understanding Land Contracts Combo Class **2 hours**
- d. Understanding Land Contracts & Cash Transactions Combo Class **2 hours**

Recommend to **APPROVE**.
Ogden/Bitner 5/0/0

5. Indiana Business and Real Estate Academy CE21800026-Significant Change App

- a. Ways a Purchase Agreement can be Terminated Live/Virtual **2 hours Managing Broker**
- b. Ways a Purchase Agreement can be Terminated Online **2 hours Managing Broker**

Recommend to APPROVE 'A and B'.

Reed/Bitner 5/0/0

- c. Maximizing Profitability-Harnessing the Power of Association Tools **2 hours**

Recommend to DENY 'C'

Bitner/Ogden 5/0/0

- d. Ask Jay – Actual Quests for Information and the Answers **2 hours Managing Broker**

Recommend to DENY 'D'

Reed/Bitner 5/0/0

6. Tuckers School of Real Estate CE10600410-Significant Change App

- a. BAGI – Presenting the Client, Realtor, and Builder Relationships **2 hours**

TABLED to next meeting, didn't have documentation uploaded.

7. Empire Learning (CE21700011)

- a. Real Estate Investing: Recognizing Opportunities
3 hrs.
- b. Real Estate Investing: Crunching the Numbers and Understanding Purchase Agreements
4 hrs.
- c. Fair Housing: Confronting Racial Discrimination
4 hrs.
- d. Advances Opportunities: REOs, Short Sales, Probates, and Passive Investing
4 hrs.
- e. Property Management: Single-Family Rentals 101
3 hrs.
- f. Real Estate Investing: Due Diligence and Closings
3 hrs.
- g. Real Estate Investing: Getting Started
3 hrs.

Recommend to APPROVE.

Consensus

8. Tucker School of Real Estate (CE10600410)-Significant Change App

- a. Bridge the Gap with Intentional Inclusion 2.0 **3 hours**

Recommended to APPROVE 'a'
Bitner/Reed 5/0/0

- b. How to go from Relationships to Referrals without Asking **3 hours**

Recommended to DENY 'b'
Bitner/Reed 5/0/0

- c. Supporting Seniors as they Age **3 hours**

Recommended to APPROVE 'c'
Reed/Bitner 5/0/0

9. REAL University, Inc. (CE21100008)-Significant Change App

- a. What is Trending in Real Estate Industry for 2023 and Beyond **2 hours**
b. How AI can help Home Buyers and Sellers Throughout the Real Estate Process **4 hours**

Recommend to TABLE for course descriptions.
Consensus

13. Indiana Commercial Board of REALTORS (CE10600375)-Significant Change App

- a. Understanding the Commercial Real Estate Development Process **2 hours**
Brokers

Recommend to APPROVE.
Bitner/Butcher 5/0/0

14. Northwest Indiana Realtors Association – (CE10600418)-Significant Change App

- a. Real Estate, the Internet & Privacy in the Information Age **2hours**

Recommend to APPROVE.
Reed/Butcher 5/0/0