

**INDIANA REAL ESTATE EDUCATION  
ADVISORY COUNCIL  
MARCH 9, 2026  
MINUTES**

The education council met at 3:00 p.m. and reviewed the following applications:

In attendance from 3:00 p.m. to 3:35 p.m.: Tim Reed, Rick Ogden, Cheryl Butcher, Jim Bittner, Kathy Harbaugh

1. Southern Indiana Realtors Association (SIRA), CE21200049
  - a. Protecting Buyers & Sellers: Identity Fraud, Land Restrictions and Title Insurance – 2 hours/Broker Only
  - b. Fair Housing: A Guide for Real Estate Agents – 3 hours/Managing Broker & Broker
  - c. Duty to Serve – The VA Home Loan – 3 hours/Broker Only

**Committee recommends to APPROVE a, b (no Managing Broker), c  
Ogden/Reed, 5/0/0**

2. Education Resources, LLC, CE10500032
  - a. CE0026-001: AI and Market Analysis – 2 hours/Broker Only
  - b. Ce0025-006: Valuation Bias and Fair Housing Laws & Regulation – 7 hours/Broker Only

**Committee recommends to APPROVE a and b  
Reed/Ogden, 5/0/0**

3. Perry Real Estate College, CE22200015
  - a. Advertising & Marketing – 3 hours/Managing Broker & Broker
  - b. Data Protection & Phishing Scams in Real Estate – 3 hours/Managing Broker & Broker
  - c. Contracts Examined – 3 hours/Managing Broker & Broker
  - d. Energy Efficiency & Home Appraisals – 3 hours/Managing Broker & Broker
  - e. Practical Tips Selling & Closing – 3 hours Broker & Managing Broker
  - f. Investing in Real Estate – 3 hours/Managing Broker & Broker
  - g. Risk Management – 2 hours/Managing Broker & Broker
  - h. Technology & Data Security – 2 hours/Managing Broker & Broker
  - i. Forms of Ownership – 2 hours/Managing Broker & Broker
  - j. Indiana Agency, Advertising & Disclosure Laws – 4 hours/Managing Broker & Broker
  - k. Indiana Brokerage Management – 4 hours/Managing Broker & Broker
  - l. Escrow, Taxes & Other Laws – 4 hours/Managing Broker & Broker

**Committee recommends to TABLE a through l for additional information  
Reed/Ogden, 5/0/0**

**4. Kaplan, CE10700559**

- a. Whose Side Are You On? Buyer & Seller Representation Online Video Course – 4 hours/Managing Broker & Broker**

**Committee recommends to APPROVE**

**Reed/Ogden, 5/0/0**

**5. International Right of Way Association (IRWA), CE10600454**

- a. 2026 Railroad Symposium – 6.5 hours/Broker Only**

**Committee recommends to APPROVE for 6 hours only**

**Reed/Ogden, 5/0/0**

**6. Preferred Systems, Inc., CE21400021**

- a. Haunted Histories: Understanding & Managing Properties with Dark Pasts – 3 hours/Broker Only**

**Committee recommends to DENY a**

**Ogden/Reed, 5/0/0**

- b. The Role of AI Technology in Real Estate – 3 hours/Broker Only**

**Committee recommends to TABLE b to remove marketing information**

**Reed/Bittner, 5/0/0**

- c. Unique Homes – 2 hours/Broker Only**

- d. Navigating Solar Home Transactions with Confidence – 3 hours/Broker Only**

**Committee recommends to APPROVE c and d**

**Reed/Bittner, 5/0/0**

**7. Real Estate Staging Association – New CE Sponsor-RE Broker Application**

**Committee recommends to APPROVE the CE Sponsor Application**

**Ogden/Reed, 5/0/0**

- a. Staging to Sell, What Every Agent Should Know – 3 hours/Managing Broker & Broker**

**Committee recommends to TABLE a for an active Instructor license**

**Reed/Bittner, 5/0/0**

**8. License EDU LLC – New CE Sponsor-RE Broker Application**

- a. Property Management – 3 hours/Managing Broker & Broker**

- b. Real Estate Financing – 3 hours/Managing Broker & Broker**

- c. Property Inspections – 3 hours/Managing Broker & Broker**

- d. NAR Ethics – 3 hours/Managing Broker & Broker**

- e. Responsible Digital Marketing – 4 hours/Managing Broker/Broker**

**Committee recommends to TABLE e to take out Marketing information**

**Reed/Bittner, 5/0/0**

- f. NAR Fair Housing – 2 hours/Managing Broker & Broker**

**Committee recommends to APPROVE a, b, c, d, and f for Broker Only**

**9. Fairway Home Mortgage, CE22600001**

- a. Reverse Mortgage Loans: A Practical Guide for Real Estate Professionals – 1 hour/Managing Broker & Broker
- b. The Home Equity Conversion Mortgage for Purchase Loan(H4P) – 1 hour/Managing Broker & Broker

**Committee recommends to DENY a & b as all classes must be 2 hours each  
Reed/Ogden, 5/0/0**

**10. Real Estate Certification Program (RECP), CE10600303**

- a. Pricing with Purpose: Data, Strategy & Results or Pricing in a Changing Market – Asynchronous/Synchronous – 3 hours/Broker Only
- b. Staying Ahead of the Risks: Protecting Your Brokerage & Clients in Today's Real Estate Market – 4 hours/Managing Broker & Broker
- c. Redevelopment & Rezoning: Unlocking Opportunity in Indiana Communities - Asynchronous/Synchronous – 3 hours/Broker Only
- d. Why Indiana? Population Growth, Workforce Attraction & Economic Impact - Asynchronous/Synchronous – 3 hours/Broker Only
- e. Higher Ground: Navigating Water in Indiana - Asynchronous/Synchronous – 2 hours/Broker Only
- f. Professional Standards Foundations (2026) – Asynchronous/Synchronous – 6 hours/Broker Only
- g. Military Relocation Professional – MRP (2026) - Asynchronous/Synchronous – 6 hours/Broker Only
- h. Pricing Strategies: Mastering the CMA-PSA - Asynchronous/Synchronous – 6 hours/Broker Only
- i. Seniors Real Estate Specialist Designation – SRES - Asynchronous/Synchronous – 12 hours/Broker Only
- j. Teach with Purpose: Delivering Clear, Professional Real Estate Education – Asynchronous & Synchronous – 4 hours/Instructor & Broker

**Committee recommends to APPROVE a, b, c, d, e, f, g, h, i and j  
Ogden/Butcher, 4/0/0 (Kathy abstained)**

**11. Indiana Commercial Board of Realtors (ICBR), CE10600375, Significant Change Application**

- a. 1031 Exchange Essentials for Commercial Real Estate Brokers – 2 hours/Managing Broker/Broker

**Committee recommends to APPROVE a for Broker Only  
Reed/Butcher, 5/0/0**

**12. Tucker School of Real Estate, SC00000025**

- a. Physical school location

**Committee recommends to APPROVE  
Reed/Butcher, 5/0/0**