

ALASKA REAL ESTATE NEWS

Sean Parnell, Governor
Emil Notti, Commissioner
Lynne Smith, Director

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Message From the Executive Administrator

August 2009



Sharon Walsh

The Truth Behind Trust Account Audits

Currently, I am auditing trust accounts for 54 randomly selected offices around the state and I find brokers to be very cooperative and accommodating. In setting up my office visits, I generally spend a half day reviewing files, documents and meeting with the Broker. I operate from a checklist that includes the following items of interest: office signage; real estate licenses displayed and current; written policies and

procedures; pending sales files; location of lease contracts, management agreements; copies of bank statements from the past 6 months to include canceled checks for trust accounts; copies of the latest bank reconciliation performed on trust accounts; and a current Alaska business license.

Unfortunately, there has been some misinformation within the industry that the Commission has asked a Broker to surrender their license as a result of the audit. However, the Commission has not taken any licenses due to the audit. We have always maintained that these audits are not punitive. Our goal is to assure compliance within the Real Estate statutes and regulations.

If you are a Broker and were not selected for the audit and want to know if you are in compliance, I can schedule a meeting with you to review your office.

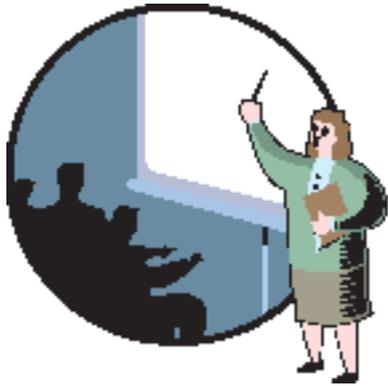
The Commission wants this to be a positive experience without negative consequences and is not seeking the surrender of Brokers licenses.

Do not hesitate to call or email the Commission if you have questions or concerns regarding trust account audits, licensing or any other relevant real estate issue.

The Alaska Real Estate Commission will be closed to commemorate the following holidays:

September 7, 2009 (Labor Day)
October 19, 2009 (Alaska Day)
November 11, 2009 (Veterans' Day)
November 26, 2009 (Thanksgiving Day)

New Regulations



REC Adopts New Regulations-
Effective April 24, 2009

• **12 AAC 64.010(d) is amended to read:**

(d) An applicant for licensure shall pass a written examination, approved by the commission, before applying for a license as a real estate broker, associate real estate broker, or real estate sales person. The written examination consists of a general part and a state part. An applicant must sit for both parts of the written examination during the same examination session.

• **12 AAC 64.050 is repealed:**

12 AAC 64.050. Rescoring. Repealed.

• **This section heading for 12 AAC 64.110 is amended to read:**

12 AAC 64.110. Requirements for establishing and maintaining an office.

• **12 AAC 64.110 is amended by adding a new subsection to read:**

(g) A real estate broker holding an active license shall
 (1) maintain within this state, one or more trust accounts and records of all real estate transactions conducted in this state as required by AS 08.88.351 and 12 AAC 64.220; and
 (2) provide for acceptance of legal service at the business address registered with the commission.

• **12 AAC 64.115 repealed:**

12 AAC 64.115. Minimum requirements for maintaining an office. Repealed.

• **12 AAC 64.940(a) is amended to read:**

(a) In a real estate sales transaction, a broker shall disclose in writing to the broker's principal the dollar amount or percentage of transaction amount of any rebate, compensation, or fee paid to another broker in connection with that transaction.

• **12 AAC 64.940(b) is amended to read:**

(b) The provisions of (a) of this section do not require a broker to disclose the payment of a franchise fee, an internal office operation cost, or compensation to a licensee within the broker's office.

• **12 AAC 64.940(d) is amended to read:**

(c) A disclosure required of a broker to the broker's principal under (a) of this section shall be made when
 (1) the listing contract is signed; and
 (2) settlement statement is signed

Commission Staff



Sharon J. Walsh
Executive
Administrator
269-8197



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Project Assistant
269-8168



Beata Smith
Licensing Examiner
269-8162

Alaska Real Estate Statistics

03-19-09 thru 06-30-09

New Issues

Salesperson 36

Broker Upgrades

Associate Broker 2
 Broker 1

License by Endorsement

Salesperson 3
 Associate Broker 1
 Broker 1

Active Licensees to Date

Salesperson 1449
 Associate Broker 401
 Broker 483

Inactive Licensees to Date

Salesperson 98
 Associate Broker 19
 Broker 5

Active Licensees by City/Borough

Anchorage 1226
 Wasilla/Palmer 260
 Fairbanks 153
 Juneau 54
 Kenai 30

AREC ListServ

Have you signed up for the AREC listserv yet? It's a great way to stay informed with Commission news. Subscribe to the Alaska Real Estate Commission electronic mailing list and receive: meeting minutes, agendas, notice of proposed regulations, and quarterly newsletters.



Upcoming Meetings

Mark your calendar for the next Real Estate Commission meeting:

September 17 - 18, 2009
Wedgewood Resort
Gardenside Room
Fairbanks

December 10 - 11, 2009
Atwood Building, Ste 602
Anchorage

Items to be included on the meeting agenda should be in the office of the Executive Administrator no later than the agenda deadlines below:

*September Mtg by:
August 31, 2009

*December Mtg by:
November 23, 2009

Frequently Asked Questions

Q. If I renew my license and my broker decides not to renew his/her, what will happen to my license?

A. If a broker has allowed his/her license to lapse, the licenses of anyone who works in that broker's office will be suspended for the lack of an employing broker. If you have renewed your license, you have up to 30 days after the lapse of your broker's license to affiliate with a new broker. You must notify the Real Estate Commission office of your new employing broker.

Q. I am considering moving to the lower 48. Will I be permitted to transfer my license somewhere else?

A. Alaska does not have a reciprocal agreement with any other jurisdiction at this time. You will need to contact the licensing authority in the state or province where you plan to work and find out exactly what you must do to obtain a license.

Q. I told my broker that I want to transfer to another office, and he/she refuses to return my license. Can he/she do that?

A. No. Per 12 ACC 64.075 (b) & (c) When a licensee requests a license transfer from one broker to another, the terminating broker shall sign and date the front of the license certificate, provide a copy to the licensee, submit the original to the commission **within five days from the date of the licensee's request** for a license transfer. After applying for a license, the licensee may work in the office of the new employing broker for no more than 30 days while waiting for an amended license.

Q. Is it the current policy of the Alaska Real Estate Commission that a licensee in Alaska may retain another licensee in a different brokerage to represent or give specific assistance to the first licensee on properties owned by the first licensee?

A. Yes.

Q. If the answer to the above question is yes, which licensee and brokerage is responsible for keeping records to comply with Title 8, such as consumer pamphlets, signed purchased agreements, trust account documentation, etc?

A. The second licensee that is giving specific assistance to the first licensee.

Q. Is the client who owns the property required to disclose in writing to the buyer that he/she is licensed to practice real estate in Alaska, if she/he has retained another licensee?

A. Yes. 12 AAC 64.130(9)

Q. Is a conflict of interest disclosure required of the licensee who owns the property if he/she has retained another licensee?

A. Yes. AS 08.88.391

Commission Members

Brad Cole, Chair
Associate Broker
Wasilla
3rd Judicial District



David Somers
Vice Chair
Broker
Fairbanks
Broker At Large



Nancy Davis
Broker
Sitka
1st Judicial District



Gene DuVal
Associate Broker
Fairbanks
4th Judicial District



Christine Swires
Associate Broker
Anchorage
Broker at Large



F. Lee Sherman
Wasilla
Public Member



Barbara Dickson
Anchorage
Public Member



Surety Fund Cases

Case # S-29-004, Thomson v. Ribelin

The Commission adopted the Administrative Law Judge's recommendation to deny the claim S-29-004. Mr. Thomson's claim was based on the alleged breach of a real estate management agreement. There was no evidence that licensee, Ginger Ribelin, knowingly misrepresented the relevant facts to Mr. Thomson. There was no basis for the claim against the surety fund, the claim was denied.

Disciplinary Actions

Bartos, Henry S., Real Estate Broker, license #B11409:

On June 18, 2009, the Real Estate Commission adopted and modified the Proposed Decision and Order issued in case #3000-04-012 following an administrative hearing. Bartos was found in violation for improperly employing a licensee (Lori Schooley) as both a broker at one of his brokerages and a licensed assistant at a competing brokerage; allowing an employee licensed at one brokerage (Noelle Childress) to perform licensed activity at a competing brokerage; dual agency violations for failing to obtain proper written authorization to engage in dual agency; violation of the conflict of interest statute, and violation of supervision regulations for failing to properly supervise his real estate licensees. The Real Estate Commission imposed the following disciplinary sanctions: a 60-day suspension, \$9,500 in fines, education requirements and a formal reprimand. Bartos has appealed the decision to the Alaska Superior Court.

Facer, Keith, Real Estate Salesperson, license #S15060:

On July 21, 2009, the Real Estate Commission adopted Keith Facer's voluntary license surrender following his guilty plea in federal court to one count Conspiracy and two counts Wire Fraud for conduct occurring during the course of multiple real estate transactions.

Continuing Education

All licensees must complete 20 hours of continuing education (CE) every two years in order to renew their real estate license, 8 hours of designated CE (DCE) and 12 hours of elective CE (ECE). Qualifying courses for the upcoming renewal period must have been completed from February 1, 2008 through January 31, 2010. Please check your certificates to ensure they are valid. If you are not sure, you may check for approved courses on the REC web site, call the provider of the course or call the Real Estate Commission office.

The current approved DCE topics are:

- Licensing Relationships (topic 1) 2 hours
- Prohibited Conduct (topic 18) 2 hours
- Property Disclosures & Inspections (topic 19) 2 hours
- Ethical Decision Making (topic 30) 2 hours

The list of topics can be found in regulation 12 AAC 64.500 (1) thru (41).

Upcoming Education Classes

Alaska Craftsman Home Program

Contact Chuck Renfro for additional information at (907)258-2247.

Crs #2484- Building Science Basics- 2.0 ECE

August 3, 2009, September 14, 2009
 August 17, 2009 September 28, 2009
 August 31, 2009

Crs #2495- Energy Efficient Windows and Doors- 2.0 ECE

August 11, 2009 September 8, 2009
 August 14, 2009 September 22, 2009

Alyeska Title Guaranty Agency

Contact Beth Knight for additional information at (907) 339-8860.

Crs #2313- Ethics, Due Diligence & Customer Client Svcs - 2.0 DCE

September 1, 2009 from 9–11 am in Anchorage at the IBA Meeting at Denny’s on Fireweed.

Crs #2459, Color Your World With Endorsements: Understanding Endorsements for Title Insurance - 1.0 ECE

September 24, 2009 from 10 –11 am, in Eagle River at the Prudential Jack Vista Training Room.

Anchorage Board of Realtors

Contact Kay DuBois at 561-2338 or kdubois@anchorage Realtors.com for more information.

Continuing Education

20 Hour Marathon

September 28 - 30, 2009
 November 16 - 18, 2009
 December 7 - 9, 2009

8 Hour Designated

January 20, 2010

GRI Series

GRI 300

September 28-29, 2009
 October 5-6, 2009

CRS Ninja Selling III

August 6, 2009
 8 a.m. –5 p.m.

CRS 206

October 14-16, 2009

(all GRI and CRS courses will be held at BP Energy Center)

Dynamic Properties

Contact Jed Weingarten for additional information at (907)727-5333.

Crs #2239, Home Inspection and Repairs, 2 PLE or 2 ECE

August 19, 2009 from 10:00am -12 noon.

Crs #2437, Prohibited Conduct, 2 DCE

August 19, 2009 from 12:30 - 2:30 pm

Crs #2236, Lender Ltrs and HUD Closing Statements-

2.0 PLE or 2.0 ECE
 August 26, 2009 from 10:00 am to 12 noon

Crs #834, Conflict Resolution, 2.0 ECE

August 26, 2009 from 12:30 -2:30 pm

All courses will be held on the 5th floor conference room Northrim Bank located at 3111 C Street.

McKissock, LP

Contact Brandy Marshall for additional information at (800)328-2008 or www.mckissock.com.

#2442	RE Ethics Stand of Prof.	2 DCE/1 ECE
#2443	Concise Guide RE Tax	4 ECE
#2444	Risk Management	4 ECE
#2445	Appraisal Process Agents	4 ECE
#2446	Buyer Agency	4 ECE
#2447	RE Related Investments	4 ECE
#2448	Contract Law	3 ECE
#2449	Principles Finance	3 ECE
#2450	Tax of RE Cap Gain	3 ECE
#2451	Loan Types & Inst of Fin	3 ECE
#2452	Agency Law	4 ECE
#2475	RE Mathematics	3 ECE
#2481	Liens, Taxes and Foreclosures	4 ECE

Keep Your CE Certificates

Each licensee is responsible for keeping his or her continuing education certificates for three years. If audited, licensees will be required to submit copies of their completed education certificates. The Commission office does not keep licensee education certificates on file. If you have lost a certificate, you will have to obtain a duplicate from the instructor or entity that offered the course.

Approved Continuing Education Courses - Elective (DCE)

Delivery Codes: CL = Classroom CR = Correspondence INT = Internet
SNT = Satellite Network

Alaska Association of Realtors **Sandy Eherenman** (907) 563-7133

seherenman@alaskarealtors.com

Course	Crs #	Type	Hrs	Delivery
Liability & Risk Management (GRI-300 Course)	2005	DCE	2.0	CL
Buyer Representation GRI 200	2121	DCE	2.0	CL
Property Defects & Disclosures for GRI 200	2403	DCE	2.0	CL/CR
Code of Ethics	2404	DCE	2.0	CL/INT
Buyer Representation	2420	DCE	2.0	INT/CR
Property Disclosures	2421	DCE	2.0	INT/CR
Mortgage Fraud/Predatory Lending	2434	DCE	2.0	INT
RESPA-Real Estate Settlement Procedures Act of 1974	2440	DCE	2.0	CL

Alaska Coastal Homes **PeggyAnn McConnochie** (907) 586-3540

peggyann@gci.net

Course	Crs #	Type	Hrs	Delivery
Real Estate License Law	2359	DCE	2.0	CL/CR
Contracts	2360	DCE	2.0	CL/CR
Ethical Decision Making	2361	DCE	2.0	CL/CR
Risk Management	2362	DCE	2.0	CL/CR

Alaska Real Estate Connection **Judy Cloud** (907) 283-2745

judycloud@ak.net

Course	Crs #	Type	Hrs	Delivery
Ethical Decision Making- Weighing Right & Wrong	2388	DCE	2.0	CL
Risk Management	2390	DCE	2.0	CL

Alaska Real Estate Education **Traci Barickman** (907) 373-5219

tjb@mtaonline.net

Course	Crs #	Type	Hrs	Delivery
Prohibited Conduct	2465	DCE	2.0	CL
Property Defects & Disclosures	2468	DCE	2.0	CL

Alaska Real Estate Resource **Rita Wilson** (907) 242-5000

rwilson@alaska.net

Course	Crs #	Type	Hrs	Delivery
Residential Property Transfer Disclosure	2411	DCE	2.0	CL/CR

Alaskarealestateschool.com **Denny Wood** (907) 337-9663

denny@akhomes.com

Course	Crs #	Type	Hrs	Delivery
Forms of Risk Management	2031	DCE	2.0	CL

Approved Continuing Education (DCE) - Continued

Alyeska Title Guaranty **Beth Knight** **(907) 339-8860**
bknight@alyeskatitle.com

Course	Crs #	Type	Hrs	Delivery
Ethics Due Delegation & Customer Client Services	2313	DCE	2.0	CL

Anchorage Board of Realtors **Kay DuBois** **(907) 561-2338**
kdubois@anchorage Realtors.com

Course	Crs #	Type	Hrs	Delivery
The Code of Ethics: Your Promise of Professionalism	1037	DCE	2.0	CL

Career Webschool **Dana Tauli** **(800) 532-7964**
realestate@careerwebschool.com

Course	Crs #	Type	Hrs	Delivery
Ethics in Real Estate	6857	DCE	2.0	INT

Charlie Sandberg, CRS, GRI **Charlie Sandberg** **(907) 244-3060**
invest@gci.net

Course	Crs #	Type	Hrs	Delivery
Prohibited Conduct - Myth Busters	2472	DCE	2.0	CL
License Relationships	2487	DCE	2.0	CL
Property Inspections and Property Disclosures	2488	DCE	2.0	CL

(Dearborn) RECampus.com **Chris Huntley** **(312) 836-4400**
chuntley@dearborn.com

Course	Crs #	Type	Hrs	Delivery
Ethics in Today's Real Estate World	2349	DCE	2.0	CL/INT

Dynamic Properties, Jed Weingarten **Jed Weingarten** **(907) 727-5333**
jed@dynamicproperties.net

Course	Crs #	Type	Hrs	Delivery
Ethical Decision Making for Real Estate Professionals	2248	DCE	2.0	CL
Prohibited Conduct	2437	DCE	2.0	CL
Licensing Relationships	2438	DCE	2.0	CL
Property Disclosure & Inspections	2439	DCE	2.0	CL

McKissock, LP **Ashley Northrop** **(800) 328-2008**
ashley@mckissock.com

Course	Crs #	Type	Hrs	Delivery
Real Estate Ethics and Standards of Professional Conduct	2442	DCE	2.0	INT

Real Estate Associate Learning Systems **Kathleen Kowalzuk** **(907) 360-1176**
kathleenkowal@acsalaska.net

Course	Crs #	Type	Hrs	Delivery
Ethical Decisions & Dilemmas	2375	DCE	2.0	CL/CR

Approved Continuing Education (DCE) - Continued

Royse and Associates **Jerry Royse** (907) 563-3086
jroyse@alaskatraining.com

Course	Crs #	Type	Hrs	Delivery
Real Estate Business Ethics	2368	DCE	2.0	CLCR
Property Disclosures & Inspections	2489	DCE	2.0	CL/CR
Ethical Decision Making	2490	DCE	2.0	CL/CR
Licensing Relationships	2493	DCE	2.0	CL/CR
Prohibited Conduct	2505	DCE	2.0	CL/CR

Ruth Blackwell **Ruth Blackwell** (907) 789-0582
ruth@aukelake.com

Course	Crs #	Type	Hrs	Delivery
Property Disclosure for the Real World	2482	DCE	2.0	CL
Business Ethics	2483	DCE	2.0	CL

Roger Porto **Roger Porto** (907) 789-7120
totem@alaska.com

Course	Crs #	Type	Hrs	Delivery
Professional Relationships In Real Estate	2495	DCE	2.0	CL
Keeping Your License	2496	DCE	2.0	CL

Approved Continuing Education Courses - Elective (ECE)

Alaska Association of Realtors **Sandy Eherenman** (907) 563-7133
seherenman@alaskarealtors.com

Course	Crs #	Type	Hrs	Delivery
Purchase and Sales Agreements GRI 100	2004	ECE	7.0	CL
Liability & Risk Management GRI 300	2005	ECE	5.0	CL
Environmental Issues/Land Use GRI 200	2007	ECE	6.0	CL
Pricing, Sales & Marketing - GRI 100	2119	ECE	7.0	CL
Buyer Representation - REC 200	2121	ECE	4.0	CL
Methamphetamine Class	2170	ECE	1.0	CL
30 Hours PLE Salsespersion	2298	ECE*	12.0	CL
Code of Ethics	2404	ECE	1.0	CL/INT
Negotiating Basics & Techniques	2406	ECE	3.0	CL/CR
Effective Marketing	2407	ECE	3.0	CL/CR
Business Development	2408	ECE	7.0	CL
GRI 100- Real Estate & Taxes- What Every Agent Should Know	2409	ECE	7.0	CL
Buyer Representation	2420	ECE	4.0	INT/CR
Property Disclosures	2421	ECE	4.0	INT/CR
Eight Important Trends that will Shape the Real Estate Business	2427	ECE	3.0	CL
Taking the Numbers to the Street	2428	ECE	3.0	CL
Mortgage Fraud/Predatory Lending	2434	ECE	4.0	INT

Approved Continuing Education (ECE) - Continued

Alaska Coastal Homes **PeggyAnn McConnochie** **(907) 586-3540**
peggyann@gci.net

Course	Crs #	Type	Hrs	Delivery
Post Licensing Salesperson	2303	ECE*	12.0	CL/CR
Post Licensing Broker/ Associate Broker	2304	ECE*	12.0	CL/CR
E-Pro Module 3-History and Structure Of the Internet	2357	ECE	1.0	CL/INT
E-Pro Module 1-Understand the Miracle of The Internet	2365	ECE	1.0	CL/INT
E-Pro Module 2-E-Mail Communication and Marketing	2366	ECE	1.0	CL/INT
E-Pro Module 4-E-Mail Communication and Marketing	2367	ECE	1.0	CL/INT

Alaska Craftsman Home Program **Chuck Renfro** **(907) 258-2247**
achp@alaska.net

Course	Crs #	Type	Hrs	Delivery
Basic Building Science	2484	ECE	2.0	CL
Energy Efficient Doors and Windows	2485	ECE	2.0	CL
Air Tightness Class for Energy Efficiency	2494	ECE	2.0	CL

Alaska Exchange Corporation **Sharon Elliott** **(907) 274-1031**
1031@goaec.com

Course	Crs #	Type	Hrs	Delivery
1031 Tax Deferred Exchanges	2024	ECE	2.0	CL

Alaska Housing Finance Corporation **Cary Bolling** **(907) 330-8436**
cbolling@ahfc.state.ak.us

Course	Crs #	Type	Hrs	Delivery
How to Read an Energy Rating	2497	ECE	2.0	CL

Alaska Housing Finance Corporation **Jim McCall** **(907) 330-8436**
jmccall@ahfc.state.ak.us

Course	Crs #	Type	Hrs	Delivery
AHFC Financing a Home	874	ECE	4.0	CL
AHFC Home Choice	1088	ECE	8.0	CL

Alaska Housing Finance Corporation **Scott Waterman** **(907) 330-8195**
swaterman@ahfc.state.ak.us

Course	Crs #	Type	Hrs	Delivery
Mold Hazards	1087	ECE	2.0	CL
Carbon Monoxide Hazards	2129	ECE	1.0	CL
Economics of Energy Efficiency	2133	ECE	2.0	CL
Energy Efficient New Construction	2330	ECE	2.0	CL
Indoor Air Quality	2331	ECE	2.0	CL
Basic Building Science	2332	ECE	2.0	CL
Ice Dams and Roof Ice	2401	ECE	2.0	CL
Weatherizing Your Home	2402	ECE	2.0	CL

Approved Continuing Education (ECE) - Continued

Alaska Real Estate Education **Traci Barickman** (907) 373-5219
tjb@mtaonline.net

Course	Crs #	Type	Hrs	Delivery
Contracts	2389	ECE	2.0	CL
Negotiating: Basics & Techniques	2469	ECE	3.0	CL/CR
Demands of the New Consumer	2486	ECE	3.0	CL

Alaska Real Estate Resource **Rita Wilson** (907) 335-5011
rwilson@alaska.net

Course	Crs #	Type	Hrs	Delivery
Module 5 -Showing Property	2226	ECE*	1.0	CL/CR
Module 1: New Construction Purchase & Sales Agreements	2227	ECE *	2.0	CL/CR
Module 1: Contracts & Agreements (Addendums, Amendments, Counteroffers, Contingencies)	2228	ECE *	1.0	CL/CR
Module 1: Contracts & Agreements (Purchase & Sales Agreement)	2229	ECE *	2.0	CL/CR
Module 3: Ethics & Surety Fund Personal Service Agreements, Management & Lease Agreements	2232	ECE*	1.0	CL/CR
Module 2: Property Management/ Landlord Tenant Act, Rental/Lease/ Occupancy, Associations/Co-ops, Security Desposit	2231	ECE*	2.0	CL
Module 2: Property Management/ Buyer Representation Agreement	2233	ECE	2.0	CL
Module 5: Comparative Market Analysis and Appraisal	2234	ECE *	2.0	CL
Module 6: Financing to Closing (Sellers Net Proceeds, Settlement Statements and Loan Costs)	2235	ECE*	1.0	CL/CR
Module 6: Financing to Closing (Pre-Approval, Good Faith Estimates, Loan Types, HUD Settlements and Security Deposit Transfers)	2236	ECE*	2.0	CL/CR
Module 6: Financing to Closing (Closing Process and Good Fund Law)	2237	ECE*	1.0	CL/CR
Module 4: Paperwork and Risk Mgmt (Environmental Issues and Zoning)	2238	ECE*	2.0	CL
Module 4: Paperwork and Risk Mgmt (Home Inspections/Negotiations and Recordkeeping)	2239	ECE*	2.0	CL/CR
Module 4: Paperwork and Risk Mgmt (Title Reports, CCR's and Surveys)	2240	ECE*	1.0	CL
Module 1: Contracts and Agreements (Personal Service Agreements, Lisitngs and Buyers)	2241	ECE*	2.0	CL/CR
Module 4: Paperwork and Risk Mgmt (Property Disclosure, Associations, Resale Certificates and Public Offering Statements)	2242	ECE*	1.0	CL

Approved Continuing Education (ECE) - Continued

Alaska Real Estate Resource-Con't **Rita Wilson** (907) 242-5000
rwilson@alaska.net

Course	Crs #	Type	Hrs	Delivery
Module 3: License Law (Consumer Pamphlet and Waiver, Confidentiality, Conflict of Interest)	2243	ECE*	2.0	CL
License Law	2282	ECE	2.0	CL/CR
Module 1: Contingencies and Clauses	2412	ECE *	1.0	CL/CR
Module 1: Negotiation and Counseling	2413	ECE *	1.0	CL/CR
Module 5: Marketing Buyers and Sellers	2414	ECE *	1.0	CL/CR
Module 6: Mortgage Fraud and Predatory Lending Practices	2415	ECE *	1.0	CL/CR

Alyeska Title Guaranty **Beth Knight** (907) 339-8860
bknight@alyeskatitle.com

Course	Crs #	Type	Hrs	Delivery
Lien Laws & Title Insurance	2310	ECE	1.0	CL
Legal Descriptions	2311	ECE	1.0	CL
Foreclosure Basics	2312	ECE	1.0	CL
RE Property Law & Title Insurance	2314	ECE	1.0	CL
Entitites & Proof of Authority Documents	2318	ECE	1.0	CL
Color Your World with Endorsement- Understanding Endorsements	2459	ECE	1.0	CL
Reading a Preliminary Title Commitment & Clearing Title	2464	ECE	1.0	CL

Anchorage Board of Realtors **Kay DuBoise** (907) 561-2338
kdubois@anchorage Realtors.com

Course	Crs #	Type	Hrs	Delivery
The Code of Ethics Your Promise of Professionalism	1037	ECE	1.0	CL
E-Pro	2394	ECE	6.0	INT
Marketing with Microsoft Office	2395	ECE	4.0	CL
The Last Agent Standing	2418	ECE	4.0	CL
Survival of the Fittest	2419	ECE	3.0	CL
Seniors Real Estate Specialist (SRES)	2429	ECE	12.0	CL
Ninja Selling III	2474	ECE	6.0	CL

Asset Preservation, Inc **Cris Anderson** (503) 497-1031
cris@apiexchange.com

Course	Crs #	Type	Hrs	Delivery
The Power of Exchange	2477	ECE	4.0	CL
The Power of Analysis	2500	ECE	4.0	CL

BCW Group **Mary Webb** (612) 338-4887
martha.webb@bcw-group.com

Course	Crs #	Type	Hrs	Delivery
Certified Home Marketing Specialist, Positioning Properties to Complete in the Market Place	2126	ECE	8.0	CL

Approved Continuing Education (ECE) - Continued

BOMA Anchorage **Charlene Howe** (907) 333-7207
charleneupnorth@aol.com

Course	Crs #	Type	Hrs	Delivery
Emerging Trends and Becoming In Class	2398	ECE	4.0	CL

Career Webschool **Dana Tauli** (800) 532-7964
realestate@careerwebschool.com

Course	Crs #	Type	Hrs	Delivery
Pricing Property to Sell	2179	ECE	6.0	INT
Tax Advantages of Home Ownership	2180	ECE	6.0	INT
Tax Free Exchanges	2181	ECE	3.0	INT
Introduction to Real Estate Ethics	2182	ECE	3.0	INT
Check it Out: Home Inspection in Real Estate Practice	6856	ECE	3.0	INT
Ethics in Real Estate	6857	ECE	1.0	INT
Using the Internet in Your Real Estate Practice	6858	ECE	3.0	INT
Methods of Residential Finance	6861	ECE	6.0	INT
ADA & Fair Housing	6862	ECE	3.0	INT
Maximize Your Buyers Borrowing Power	6863	ECE	3.0	INT
Structuring Ownership in Commercial Real Estate	6864	ECE	6.0	INT
Basic Real Estate Finance	6865	ECE	6.0	INT

Charlie Sandberg, CRS, GRI **Charlie Sandberg** (907) 244-3060
invest@gci.net

Course	Crs #	Type	Hrs	Delivery
Fair Housing - The Time is Now	854	ECE	2.0	CL
Property Management and Managing Risk in Real Estate	1085	ECE*	3.0	CL
Evaluation & Pricing	2397	ECE	2.0	CL
Effective Negotiation Part 1	2466	ECE	2.0	CL
Mortgage Fraud & Predatory Lending	2471	ECE	2.0	CL

Coaching Institute **Julie Simmons** (801) 553-2300
Course

Course	Crs #	Type	Hrs	Delivery
Techvantage: Stop Buying Start Using Technology	2101	ECE	3.0	CL

Concetrance Consulting Group **Ngone Lo** (202)223-8877
training@concetrance.com

Course	Crs #	Type	Hrs	Delivery
FHA Basics For Real Estate Professionals	2461	ECE	3.0	INT

CRS Council of Residential Specialist **Regina Harvey** (800) 462-8841
rharvey@crs.com

Course	Crs #	Type	Hrs	Delivery
CRS 105: Making the Right Real Estate Finance Decisions	2183	ECE	12.0	CL
CRS 202: Effective Buyer Sales Strategies	2184	ECE	12.0	CL
CRS 204: Building Wealth Through Residential Real Estate Investments	2185	ECE	8.0	CL

Approved Continuing Education (ECE) - Continued

CRS Council of Residential Specialist - Con't **Regina Harvey** **(800) 462-8841**
rharvey@crs.com

Course	Crs #	Type	Hrs	Delivery
CRS 206: Using Today's Technology to Capture Your Market	2186	ECE	8.0	CL
CRS 107: Mastering the Art of Selling New Homes	2201	ECE	8.0	CL
CRS 103: Maximize Your Potential Personally and Professionally	2204	ECE	8.0	CL
CRS 200: Business Planning & Marketing for Residential Specialists	2205	ECE	12.0	CL
CRS 210: Building an Exceptional Customer Service Referral Business	2206	ECE	12.0	CL
CRS: 201 Listing Strategies for the Residential Specialist	2207	ECE	12.0	CL
CRS 205: Financing and Tax Advantages for Agents and Their Clients	2436	ECE	12.0	CL
CRS 111: Short Sales and Foreclosures: Protecting Your Clients' Interests	2491	ECE	8.0	CL

(Dearborn) RECampus.com **Chris Huntley** **(312) 836-4400**
chuntley@dearborn.com

Course	Crs #	Type	Hrs	Delivery
Environmental Issues in Your Real Estate Practice	965	ECE	6.0	CBT/INT
Property Management and Managing Risk	967	ECE	6.0	CBT/INT
Electronic Transactions in Real Estate	2154	ECE	6.0	CBT/INT
Understanding 1031 Tax Free Exchanges	2155	ECE	6.0	INT
Real Estate Investments Fundamentals	2308	ECE	6.0	INT
Real Estate Agent/Mortgage Professional Ethics in Today's Real Estate World	2323	ECE	6.0	INT
2349	ECE	4.0	CL/INT	
Mortgage Fraud and Predatory Lending: What Every Agent Should Know	2381	ECE	6.0	INT
Understanding Credit and Improving Credit Scores: What You Need to Know	2430	ECE	3.0	INT
Sustainable Housing and Building Green: What Agents Should Know	2463	ECE	6.0	INT

Distressed Property Institute **Cadey Charfen** **(561) 902-1317**
cadey@cdpe.com

Course	Crs #	Type	Hrs	Delivery
Distressed Property Expert	2473	ECE	6.0	CL/INT

Dynamic Properties, Jed Weingarten **Jed Weingarten** **(907) 727-5333**
jed@dynamicproperties.net

Course	Crs #	Type	Hrs	Delivery
Strategies for Protecting Clients Through Conflict Resolution	834	ECE	2.0	CL
Evaluating Investment Opportunities	2015	ECE	1.0	CL
Contingencies	2018	ECE	2.0	CL

Approved Continuing Education (ECE) - Continued

Dynamic Properties, Jed Weingarten - Con't **Jed Weingarten** **(907) 727-5333**
jed@dynamicproperties.net

Course	Crs #	Type	Hrs	Delivery
Current Trends	2102	ECE	2.0	CL
Enhancing Communication Skills Between Buyers & Sellers in Real Estate Transactions	2104	ECE	2.0	CL
Module 1: Contract and Agreements(1)	2249	ECE*	2.0	CL
An Introduction to Short Sales	2435	ECE	2.0	CL

Executive Appraisal Service **Peggy Gulam** **(907) 336-3273**
plgulam@336-EASe.com

Course	Crs #	Type	Hrs	Delivery
Understanding Appraisals	2335	ECE	2.0	CL

Fidelity Title Agency **Barbara Brown** **(907) 277-6601**
barbarab@fidelityak.com

Course	Crs #	Type	Hrs	Delivery
Negotiating the Best Deed of Trust Provisions For Your Customer/Foreclosure and Bankruptcy issues on Owner-Financed Transactions	2019	ECE	1.0	CL
Commercial Leaseholds	2136	ECE	1.0	CL
Plats, Maps, AS-Builts & ALTA/ACSM Surveys	2145	ECE	1.0	CL
Court Decisions Involving Real Estate Issues	2152	ECE	2.0	CL
Practical Tips for a Better Purchase and Sale Agreement	2324	ECE	1.0	CL
Alaska Lein Law	2405	ECE	1.0	CL

First American Title Insurance Co. **Terry Bryan** **(907) 561-1844**

Course	Crs #	Type	Hrs	Delivery
Title Insurance Policies, Coverage & Other Services	631	ECE	2.0	CL

Greater Fairbanks Board of Realtors **Salena Whitmire** **(907) 452-1173**
gfbr@gci.net

Course	Crs #	Type	Hrs	Delivery
Legal and Risk Management for Property Management for Property Managers	2460	ECE	5.0	CL

Home Security of America **Gina Anderson** **(608) 443-4315**
gina.anderson@onlinehsa.com

Course	Crs #	Type	Hrs	Delivery
Risk Management	2158	ECE	2.0	CL
Understanding Home Warranties & Their Value	2209	ECE	1.0	CL

Homestate Mortgage **Lisa Falon** **(907) 762-7546**
lfalon@homestatemtg.com

Course	Crs #	Type	Hrs	Delivery
Buying a New Home	2392	ECE	2.0	CL

Approved Continuing Education (ECE) - Continued

IRWA International Right of Way Assoc. **Francis Vicente** **(310) 538-0233**
vicente@irwaonline.org

Course	Crs #	Type	Hrs	Delivery
C-801 Land Titles	611	ECE	12.0	CL
C-802 Legal Aspects of Easements	612	ECE	8.0	CL
Easement Valuation, IRWA Course 403	1094	ECE	8.0	CL
C-800 Principles of Real Estate Law	2003	ECE	12.0	CL

Jay Evenson **Jay Evenson** **(907) 345-1234**
jevenson@realestateak.com

Course	Crs #	Type	Hrs	Delivery
"CARP" for the Real Estate Licensee	2147	ECE	2.0	CL

Kendall Todd, Inc **Angie Bloomfield** **(704) 271-1285**
angie-bloomfield@hotmail.com

Course	Crs #	Type	Hrs	Delivery
Borrow Smart & Retire Rich	2148	ECE	4.0	CL

Klebs Heating and Air **James Green** **(907) 351-7841**
jrgreen@gci.net

Course	Crs #	Type	Hrs	Delivery
Heat It Up, Cool It Down	2400	ECE	4.0	CL

Mat-Su Title **Susan Price** **(907) 376-1807**
susan@matsutitle.com

Course	Crs #	Type	Hrs	Delivery
Foreclosures - Opportunities, Pitfalls & Tragedies on the Road to Making Money	2321	ECE	1.0	CL
Tour of a Hard Copy Title Plant	2478	ECE	1.0	CL
Everything You Always Wanted to Know About Settlement Statements but Where Afraid to Ask	2479	ECE	1.0	CL

May Wan **May Wan** **(206) 423-6870**
maywan@comcast.net

Course	Crs #	Type	Hrs	Delivery
Expand Your Market	2416	ECE	5.0	CL
Home From Work	2417	ECE	3.0	CL
FHA Essentials	2462	ECE	3.0	CL

McKissock, LP **Ashley Northrop** **(800) 328-2008**
ashley@mckissock.com

Course	Crs #	Type	Hrs	Delivery
Real Estate Ethics and Standards of Professional Conduct	2442	ECE	1.0	INT
A Concise Guide to Real Estate Taxes	2443	ECE	4.0	INT
Risk Management	2444	ECE	4.0	INT
The Appraisal Process for Agents & Brokers	2445	ECE	4.0	INT
Buyer Agency	2446	ECE	4.0	INT

Approved Continuing Education (ECE) - Continued

McKissock, LP - Con't **Ashley Norththrop** **(800) 328-2008**
ashley@mckissock.com

Course	Crs #	Type	Hrs	Delivery
Real Estate Related Investments, IRA's & Qualified Plans	2447	ECE	4.0	INT
Contract Law	2448	ECE	3.0	INT
Principles of Finance and the Mortgage Market	2449	ECE	3.0	INT
Taxation of Real Estate Capital Gain	2450	ECE	3.0	INT
Loan Types and Instruments of Finance	2451	ECE	4.0	INT
Agency Law	2452	ECE	4.0	INT
Real Estate Mathematics	2475	ECE	3.0	INT
Liens, Taxes & Forclosures	2481	ECE	4.0	INT
Brokerage Relationships	2498	ECE	5.0	INT
Personal Marketing for Real Estate Professionals	2499	ECE	3.0	INT
Property Management	2501	ECE	3.0	INT
The Qualifying Process	2502	ECE	3.0	INT
Size Matters: Residential Square Footage	2503	ECE	4.0	INT

Michael Divis **Michael Divis** **(907) 373-7599**
divis@mtaonline.net

Course	Crs #	Type	Hrs	Delivery
A Real Estate Licensee's Guide to Home Inspections	2060	ECE	3.0	CL

MOA, Department of H & H Services **Daniel Roth** **(907) 343-7907**
rothdj@muni.org

Course	Crs #	Type	Hrs	Delivery
On-Site Water Well & Wastewater Disposal Systems	934	ECE	4.0	CL

Pacific Northwest Title **Howard Hancock** **(907) 261-2230**
howard@akttitle.com

Course	Crs #	Type	Hrs	Delivery
Title & Escrow	1076	ECE	2.0	CL
Condominium vs. Planned Community (in AK)	2317	ECE	1.0	CL

Prudential Jack White Real Estate School **Roger Morris** **(907) 273-1812**
rmorris@prualaska.com

Course	Crs #	Type	Hrs	Delivery
I Object, Overcoming Objections	2441	ECE	3.0	CL
Stop It! The Quest for Perfection and Balance	2492	ECE	2.0	CL

Real Estate Associate Learning Systems **Kathleen Kowalczuk** **(907) 360-1176**
kathleenkwal@acsalaska.net

Course	Crs #	Type	Hrs	Delivery
Buyer Representation (Dearborn materials)	1048	ECE	3.0	CL/CR

Approved Continuing Education (ECE) - Continued

Real Estate Associate Learning Systems - Con't
kathleenkowl@acsalaska.net

Kathleen Kowalczyk

(907) 360-1176

Course	Crs #	Type	Hrs	Delivery
Title Insurance Policies and Other Title Services	2078	ECE	1.0	CL/CR
Overview of Real Property Documents	2079	ECE	2.0	CL/CR
Property Disclosures-The Real Estate Professionals Guide to Reducing Risk	2202	ECE	6.0	CL/CR
Property Management and Managing Risk	2203	ECE	6.0	CL/CR
Paper Trails and Documentation	2211	ECE	4.0	CL/CR
Real Estate License Law- Statutes and Regulations	2376	ECE	2.0	CL/CR
Risk Management	2377	ECE	2.0	CL/CR
Sales Contracts for the Real Estate Professional	2378	ECE	2.0	CL/CR
Environmental Issues in Your Real Estate Practice	2386	ECE	6.0	CL/CR
Introduction in Commercial Real Estate Sales	2387	ECE	6.0	CL/CR

Realty 2000

Alex Kienle

(907) 458-8858

Course	Crs #	Type	Hrs	Delivery
Contract Writing Seminar	2426	ECE	2.0	CL

Roger Morris

Roger Morris

(907) 689-1812

roger@homesofalaska.com

Course	Crs #	Type	Hrs	Delivery
Website Analytics	2333	ECE	1.0	CL
Short Sales Success	2410	ECE	2.0	CL

Royse and Associates

Jerry Royse

(907) 563-3086

jroyse@alaskatraining.com

Course	Crs #	Type	Hrs	Delivery
Enhancing Service with Computers	671	ECE	2.0	CL
Success Strategies for Consumer Service	2080	ECE	2.0	CL/CR
Contracts & Agreements-Negotiating & Counseling	2174	ECE*	3.0	CL/CR
License Law	2344	ECE*	3.0	CL/CR
Evaluation and Pricing	2345	ECE*	4.0	CL/CR
Contracts and Agreements	2346	ECE*	6.0	CL/CR
Property Management	2347	ECE*	3.0	CL/CR
Paperwork and Risk Management	2369	ECE*	6.0	CL/CR
Financing and Closing	2371	ECE*	5.0	CL/CR
Practical Supervision	2422	ECE*	8.0	CL/CR
Real Estate License Law	2423	ECE	2.0	CL/CR
Contracts	2424	ECE	2.0	CL/CR
Risk Management	2425	ECE	2.0	CL/CR
Risk Management	2431	ECE*	7.0	CL/CR
Surety Fund & Trust Accounts	2432	ECE*	7.0	CL/CR
Practical Office Management	2433	ECE*	8.0	CL/CR

Approved Continuing Education (ECE) - Continued

Steward Title of Alaska brendas@stewartak.com	Brenda Staats	(907) 777-0501		
Course	Crs #	Type	Hrs	Delivery
Real Estate Investment Analysis & Exchange	823	ECE	1.0	CL
The Beckman Company thebeckco@earthlink.net	Karen Short	(425) 271-2402		
Course	Crs #	Type	Hrs	Delivery
Technical Inspection of Real Estate	868	ECE	12.0	CL
Tligit & Haida Regional Housing Authority mban@thrha.org	Mike Ban	(907) 373-5219		
Course	Crs #	Type	Hrs	Delivery
Methamphetamines in the Community- Manufacture, Distribution, Liability	2467	ECE	6.0	CL

*Note: Licensees can only receive credit for 1 credit type (ECE or PLE) for those courses approved for ECE and PLE, NOT both. New licensees needing PLE can not repeat the same course for 12 ECE credit.

Approved Prelicensing, Broker Training and/or Post Licensing providers:

The Real Estate School	Joan Sheppard	joan@akrealestateschool.com	SPL
Royse & Associates	Jerry Royse	jroyse@alaskatraining.com	SPL, BPL, PLE
Alaska Coastal Homes	PeggyAnn McConnochie	peggyann@gci.net	SPL, BPL, PLE
REAL Systems	Kathleen Kowalczyk	kathleenkowal@acsalaska.net	BPL
Prudential JW/Vista RE	Denny Wood	denny@akhomes.com	SPL, PLE
Alaska Real Estate Education	Traci Barickman	tjb@mtaonline.net	SPL, BPL, PLE
Northern Trust Academy	Ashley Baker	ashleybaker@ntreak.com	SPL, PLE
Charles Sandberg	Charles Sandberg	akrealestate@mtaonline.net	BPL, PLE
AK Association of Realtors	Sandy Eherenman	seherenman@alaskarealtors.com	PLE
Dynamic Properties	Teresa Block	tjblock@dynamicproperties.net	SPL
Anchorage Brd of Realtors	Kay DuBois	kdubois@anchorage Realtors.com	PLE

SPL = salesperson prelicensing

BPL = broker prelicensing

PLE = post licensing education

CHANGE OF ADDRESS

Licensees must notify the Real Estate Commission in writing of any address changes. Please send your changes by:

Mail:

Alaska Real Estate Commission
Attn: Beata Smith
550 W 7th Avenue, Ste 1950
Anchorage, AK 99502

Email:

beata.smith@alaska.gov

Fax:

(907) 269-1066