

**Real Estate Advisory Committee Minutes**  
**June 24, 2010 – 11:30 a.m.**  
**CUB Private Dining Room**

**Advisory Members Present:** Dennis Beene, Taylor Faught, Lisa Harris, Linda Littlejohn, Becky Swanson, Ken Thompson, Missy Villarreal

**Ex-Officio Members Present:** Kim Davis, Dr. Shawn Fouts, Jason Norman, Lou Ann Seabourn

**Members Absent:** Ann Britt, Shan Clapp, Daniel Esquivel, David Hernandez, Deana Houlette, Dr. Paul Matney, Denise Price, Renee Vincent

The Real Estate Advisory Committee met for an 11:30 a.m. luncheon in the Private Dining Room at Amarillo College Union Building. Becky Swanson presided. Ms. Swanson welcomed new committee member, Taylor Faught, and introduced ex-officio member, Shawn Fouts, who was recently appointed Dean of Career and Technical Education at Amarillo College. Ms. Swanson thanked everyone for serving on the Committee and for their attendance at today's meeting.

**MINUTES**

Linda Littlejohn made a motion, seconded by Lisa Harris, to approve the minutes of the July 30, 2009 meeting as printed. Motion carried.

**OLD BUSINESS**

TREC Pass Rates

Beverly Vinson discussed the statistics published by the Texas Real Estate Commission showing first time pass rates for Salesperson and Broker licenses. Amarillo College's pass rate was 68.09% which compared favorably with other non-TREC-accredited schools (colleges and universities).

Curriculum Revisions

Ms. Vinson reported completion of the curriculum revision approved at last year's meeting to change the listing under "Major or Related Requirements in the Salesperson Certificate from Interpersonal Communications to "any Speech course" has been changed.

**NEW BUSINESS**

New Instructor

Karen Ward will be teaching a Real Estate Principles course on Tuesday/Thursday afternoons, if the class makes. She has been licensed to sell real estate in Texas since 1979, is also licensed in Kansas and Colorado, and has been an instructor at Phoenix University for on-campus courses.

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Salesperson Certificate – Beverly Vinson

The Committee reached consensus to change the wording of the introductory sentence of the Salesperson Certificate's "**MAJOR OR RELATED REQUIREMENTS**" to read:

*"Any courses accepted by the Texas Real Estate Commission for Core or Related credit and approved by the major advisor which includes but is not limited to, the following:"*

This would enable students to select from a much larger list of TREC-approved courses to complete their Salesperson certificate, thus allowing more program "completers."

Enrollment Report/Budget Update – Dr. Shawn Fouts, Jason Norman, Beverly Vinson

Jason Norman reported a significant increase in summer and fall enrollment. Shawn Fouts discussed the proposed budget that meets the directive of State leadership to reduce the 2010 and 2011 budget by 5% each year (\$850,000 per year or \$1.7 million for the biennium). The budget includes new revenue, primarily a tuition and fee increase. Reserve and contingency funds will also be tapped. The reduced budget resulted in cuts to personnel, travel and improvements. He confirmed the bond money approved by taxpayers cannot be used to supplement the operating budget.

Ms. Vinson reviewed Tables 3C, 1A, 4G and the Web Enrollment statistics contained in the Committee's notebooks.

Ms. Vinson reported that the Texas Higher Education Coordinating Board's new requirement for real estate degree and certificates is now 5 per year, instead of 3. AC had four graduates in 2009, per Table 4G provided to members. Various methods of encouraging students to sign up to receive their certificate or degree were discussed, i.e. e-mails, telephone calls, in-class announcements.

MCE Update

For several years AC has scheduled on-campus MCE courses every other month. During the past year we have had to cancel most of them due to low enrollment. Many factors contributed to the low enrollments: The Amarillo Association of Realtors has been offering MCE opportunities (some of which were the same month as our on-campus courses) and they gave each member a \$100 stipend to apply toward MCE courses held at AAOR. Having to cancel so many classes has been bad public relations for AC and the Real Estate program. Therefore, Ms. Vinson and Dr. Fouts proposed that we no longer offer on-campus MCE but continue with the on-line products. However, one agent suggested that a more palatable solution would be to offer one course in the fall semester and one in the spring semester and coordinate the dates with AAOR so as to provide more MCE opportunities for agents. After discussion, the Committee recommended that we try that schedule for this year. Ms. Vinson will coordinate with AAOR on dates.

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MCE Update (continued)

Ms. Vinson reported that our current provider, Dearborn, has been slow to get their MCE on-line Legal and Ethics courses approved. AC has been unable to offer these courses on-line for eight months. Ms. Vinson has been approached by a representative from State CE, a real estate education provider associated with Midwestern State University. Through State CE, AC would be considered an “independent business partner” and would receive a percentage of each student’s tuition. Keller Williams Realty is a State CE partner. Another on-line option would be 360 Degree Training. Kim Davis reported that AC already has a contract with this provider. We would need to determine what the requirements would be to add Real Estate to the CE contract. The consensus of the Committee was for Ms. Vinson and Kim Davis to continue looking at how the State CE program could work, as well as 360 Degree Training, and any other alternatives.

Kim Davis, Continuing Education, reported that CE registration begins July 30. Fall schedule will go to print on June 29. Fall classes begin the week of August 23.

Ms. Vinson announced that Sandy McBride’s position as her assistant has been eliminated effective August 31 due to budget cuts.

Becky Swanson thanked the committee members for their time and input. Meeting adjourned.

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Sandy McBride, Senior Staff Assistant

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Shawn Fouts, Ed.D.  
Dean of Career and Technical Education

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Beverly Vinson, Instructional Coordinator  
Real Estate Program

