



Memo

Date: April 17, 2015

To: Tim Ashe  
Chair of the Vermont Senate Committee on Finance

From: Helen Hossley  
Education Director, Vermont Realtors®

Thank you for your time yesterday to listen to an alternative to the proposed \$100 course submission fee from the Real Estate Commission/OPR.

Here is a brief recap of my talking points.

- Vermont Realtors® is in favor of an application fee for submitting courses to the Real Estate Commission for approval. We do believe that \$100 per submittal is high. We propose a \$25 application fee and could agree to something as high as \$40.
- Prior to January 1, 2015 all course materials were submitted in hard copy and labor intensive for the provider as well as OPR staff to collate and send out to the Education Committee. As of January 1, 2015 all materials are submitted electronically to OPR staff and then forwarded to the all volunteer Real Estate Commission Education Committee for review; decreasing the amount of labor involved tremendously.
- Most of the courses submitted are for 2 hours of CE with the occasional (about once a year) submission of a 2 day designation course.
- VR submits approximately 3 courses per month and we are the largest provider of continuing education for real estate agents in the state. If this fee stands as submitted, it will put an unfair tax on one course provider versus others who submit only 4 courses per year.
- Current REC approval practices allow for a course to be submitted once and other providers can send a letter to the REC requesting to be a provider of the same course as well. If this fee is instituted, how would this be fair to the original submitting provider when they have done the work by vetting the instructors and materials?