

**Location: Berkshire Hathaway Verani, 1 Verani Way, Londonderry**

## **MINUTES**

1. Call to Order

2. Roll Call: *(Need 8 for quorum)*

Callaghan, Tenley (A)	Garvey, Dave (Ph)	Keeler, Wendy (P)	Stallkamp, Christian (Ph)
Cruess, Robert (P)	Hirsch, Larry (P)	Marchewka, Bob (Ph)	Valentine, Ralph (P)
DeMello, Kathy (P)	Jean, Bill (P)	Marshall, Don (A)	
Friedman, Joe (P)	Johnson, Star (P)	Overdeput, Hugo (A)	

3. President's Report – K. DeMello

a. President's Update

1. Commercial Designation Update

Task force met twice to develop a proposed framework for the Commercial Designation program. Indiana is the only other state that has a similar program – it is just getting started. The CIBOR Task Force felt that it would be best to call the program “Certification.” In order to get “Certification,” Commercial Practitioners would have to demonstrate that they have competence to practice Commercial Real Estate brokerage.

The Certification program would be open to all Realtors in NH but would be administered and controlled by NHCIBOR. There is urgency to move forward with developing the Certification program so that it can be rolled out in 2018.

At this point, there would be no attempt to involve the NH Real Estate Commission.

There is hope that we will be able to get approval from NHAR.

- Suggestion is that all practitioners be required to pass an exam that would demonstrate that they have a certain base knowledge of Commercial Real Estate practice.
- In general, applicants for the Certification will be required to take twenty seven hours of courses (including a commercial “core” course). Courses would be given in three hour increments and would, subject to NH Real Estate Commission approval, have Continuing Education Credits. The Task Force is working to develop outlines for the courses. It is possible that the NAR course on Commercial Real Estate (“Discovering Commercial Real Estate”) would also be incorporated as a required course.
- Experienced practitioners who have at least five years’ experience (including those who have CCIM/SIOR designations or other substantial educational background) and have completed a certain number of transactions will be “grandfathered” and not be required to take the courses. There would be some sort of mechanism to provide for “appeals” from those who feel that they have adequate experience be “grandfathered.” The ability to be “grandfathered” would “sunset” after two or three years.
- At the conclusion of the Certification process, those who complete it would get some sort of certificate and be able to market themselves using the certification.

The possibility of CIBOR working with UNH in developing the courses is being explored. It is possible that we can work with faculty at the Paul School who would prepare classes that could be given on-line.

The Task Force will continue working on the structure of the Certification. Specifically, it will work to define the courses (and develop syllabuses), develop a strategy for getting qualified instructors to teach courses, etc.

4. Adjournment at 10:06 am

Respectfully submitted,

Larry Hirsch  
Secretary