

MINUTES OF THE SENATE COMMITTEE ON FEDERAL AND STATE AFFAIRS

The meeting was called to order by Senator Edward F. Reilly, Jr. at  
Chairperson

11:00 a.m./~~pm~~ on March 26, 1985 in room 254-E of the Capitol.

All members were present ~~except~~

## Committee staff present:

Fred Carman, Assistant Revisor of Statutes  
Russell Mills, Legislative Research  
Emalene Correll, Legislative Research  
June Windscheffel, Committee Secretary

## Conferees appearing before the committee:

Denny Burgess, Wamego, Kansas  
Karen McClain, Kansas Association of Realtors  
Dr. Donald Levi, Wichita State University, Wichita, Kansas

SB107 - educational requirements of the real estate brokers' and salespersons' act.

Karen McClain appeared for the Kansas Association of Realtors, proponents of SB107. Her statement is Attachment #1. Also attached is their proposed amendment, Attachment #2.

Dr. Donald Levi was the next proponent. Dr. Levi said that although he is on the staff at Wichita State University he is appearing as an independent person. Dr. Levi's statement is Attachment #3.

Gene Yockers and Jean Duncan, of the Kansas Real Estate Commission were also present to assist in answering any questions.

Denny Burgess appeared as an opponent of SB107. Mr. Burgess said he is appearing today in opposition from an economic standpoint. He said that the doubling of the license fee was brought about recently because of continuing education. He said that the inconvenience for people in the rural areas in attending seminars for continuing education is significant because of the inconvenience for them. He said that because of the farm economy this is not the time to be increasing the cost on people in his county.

Following discussion and questions by the Committee, the Chairman stated this will conclude the hearings on SB107.

Senator Walker moved that the proposed amendments be adopted. 2d by Senator Martin. Motion carried. Senator Walker moved that SB107 be passed out favorably as amended. 2d by Senator Martin. Motion carried.

SB319 - disclosure of vital records to genealogical societies and others.

The Chairman asked how the Subcommittee on SB319 is progressing. Senator Walker, Chairman of the Subcommittee, stated there is much to be considered in this bill, and he feels sure they will suggest referring it to an interim committee for study. The Subcommittee is going to meet this afternoon.

The meeting was adjourned.

TESTIMONY BEFORE  
THE SENATE COMMITTEE ON FEDERAL AND STATE AFFAIRS

MARCH 26, 1985

BY

KAREN MCCLAIN

KANSAS ASSOCIATION OF REALTORS®

MR. CHAIRMAN AND MEMBERS OF THE SENATE COMMITTEE ON STATE AND FEDERAL AFFAIRS.

MY NAME IS KAREN MCCLAIN, DIRECTOR OF GOVERNMENTAL AFFAIRS OF THE KANSAS ASSOCIATION OF REALTORS®.

I APPEAR TODAY TO ASK THIS COMMITTEE TO PASS SB 107 OUT FAVORABLY. I KNOW IT HAS BEEN MANY WEEKS SINCE YOU HAVE SEEN OR THOUGHT ABOUT THIS LEGISLATION. THE REASON WHY IT HAS BEEN HELD OUT SO LONG IS THAT THE REAL ESTATE COMMISSION REQUESTED THAT WE AMEND THE ORIGINAL FORM OF THE BILL, TO TAKE PLACE OVER A PERIOD OF YEARS, RATHER THAN ALL AT ONCE. SUCH A PHASE-IN APPROACH WOULD GIVE THE COMMISSION THE TIME TO OBTAIN THE STAFF AND COMPUTER CAPABILITY TO KEEP TRACK OF THE ADDITIONAL HOURS. ACCORDINGLY WE WENT BACK AND HAVE SPREAD OUT THE IMPLEMENTATION OF THE BILL OVER A PERIOD OF FOUR YEARS, RATHER THAN HITTING THE COMMISSION ALL AT ONCE, HOWEVER, THE BASIC CHANGES IN EDUCATIONAL REQUIREMENTS ARE SAME AS IN THE ORIGINAL BILL. I HAVE COPIES OF THE BALLOON FOR THE MEMBERS.

SINCE IT HAS BEEN A WHILE, I WILL RUN THROUGH THE VARIOUS PROVISIONS. THIS LEGISLATION PROPOSES TWO CHANGES, BASICALLY.

THE FIRST CHANGE DEALS WITH THE POST-LICENSING EDUCATION REQUIREMENTS FOR REAL ESTATE SALESPERSONS. THE SECOND CHANGE DEALS WITH EDUCATIONAL REQUIREMENTS FOR BROKERS.

FIRST, POST-LICENSING EDUCATION FOR ALL LICENSEES. THE CURRENT STATUTE REQUIRES A PERSON TO HAVE 8 HOURS OF CONTINUING EDUCATION PRIOR TO THE RENEWAL OF THEIR REAL ESTATE LICENSE. THE CURRENT LICENSURE PERIOD IS FOR TWO YEARS, SO A SALESPERSON NEEDS TO HAVE 4 HOURS OF CONTINUING EDUCATION HOURS PER YEAR.

THE PROPOSED LEGISLATION REQUIRES 30 HOURS OF CONTINUING EDUCATION DURING THE FIRST 12 MONTHS OF LICENSURE, 20 HOURS DURING THE SECOND 12 MONTHS OF LICENSURE, AND 6 HOURS PER 12 MONTHS THEREAFTER. THE REQUIREMENT OF SIX HOURS PER 12 MONTHS WILL GO INTO EFFECT FOR ALL LICENSEES JULY 1, 1987. THE REQUIREMENT OF 30 AND 20 HOURS DURING THE FIRST AND SECOND YEARS OF LICENSURE RESPECTIVELY, WILL GO INTO EFFECT JULY 1, 1988.

SECOND, EDUCATIONAL REQUIREMENTS FOR BROKERS. THE CURRENT STATUTE PERMITS A PERSON TO BECOME A REAL ESTATE BROKER IF THEY:

1) HAVE BEEN LICENSED AND ACTIVELY ENGAGED IN BUSINESS AS A SALES PERSON FOR A PERIOD OF AT LEAST 2 YEARS DURING THE 5 YEARS IMMEDIATELY PRECEDING THE DATE OF THE APPLICATION, AND

2) PASS THE BROKER'S EXAMINATION.

THE PROPOSED CHANGE REQUIRES 24 HOURS OF CONTINUING EDUCATION BEFORE A PERSON CAN BE LICENSED AS A BROKER. THOSE 24 HOURS ARE TO BE APPROVED BY THE KANSAS REAL ESTATE COMMISSION AND ARE TO BE RECEIVED WITHIN 12 MONTHS PRIOR TO LICENSURE. THIS PROVISION WILL GO INTO EFFECT JULY 1, 1985.

YOU MAY BE WONDERING WHY WE, AS A PROFESSIONAL ASSOCIATION WOULD BE WANTING TO INCREASE THE EDUCATIONAL REQUIREMENTS PLACED UPON OUR MEMBERS BY STATE STATUTE.

THE KANSAS ASSOCIATION OF REALTORS® IS INTERESTED IN INSURING THAT THE PERSONS WHO SELL REAL ESTATE IN THE STATE OF KANSAS ARE WELL EDUCATED AND KNOWLEDGEABLE INDIVIDUALS. THIS KNOWLEDGE IS NECESSARY IN ORDER TO PROTECT THE PUBLIC WHEN THEY ARE DEALING WITH PEOPLE'S LIFE SAVINGS. WE VIEW OURSELVES AS PROFESSIONALS IN THE SAME MANNER AS DOCTORS, NURSES, TEACHERS, ACCOUNTANTS, ETC. ACCORDINGLY, WE SEEK TO DO WHATEVER IS NECESSARY TO INSURE THAT THE PEOPLE IN OUR BUSINESS CONDUCT THEMSELVES AS PROFESSIONALS. THE PROPER EDUCATIONAL BACKGROUND IS A MUST IN PROFESSIONAL TRAINING.

THE ASSOCIATION RECEIVES REGULAR COMPLAINTS FROM THE PUBLIC ABOUT TWO PARTICULAR PROBLEMS, THOSE WITH NEWLY LICENSED SALESPERSONS AND THOSE WITH NEWLY LICENSED BROKERS.

IN THE CASE OF NEWLY LICENSED SALESPERSONS WHAT OFTEN OCCURES IS THAT A SALESPERSON MAY HAVE COMPLETED THE 30 HOURS OF PRE-LICENSE CLASSES, HOWEVER, THE STUDYING DONE PRIOR TO SITTING FOR THE EXAM WAS CENTERED ON FIGURING OUT HOW TO PASS THE EXAM, RATHER THAN ACTUALLY LEARNING THE PRINCIPLES OF REAL ESTATE. AND SO TO ASSIST THE NEW SALESPERSON AND, MORE IMPORTANTLY, TO PROTECT THE PUBLIC, WE DEVELOPED THE PROPOSAL IN FRONT OF YOU TO PROVIDE INTENSIVE EDUCATION AT THE FRONT OF THEIR CAREER I.E. DURING THE FIRST TWO YEARS OF LICENSURE.

IN THE CASE OF NEWLY LICENSED BROKERS, WE FOUND THAT THOUGH A PERSON MAY HAVE BEEN SELLING REAL ESTATE FOR TWO OR MORE YEARS AS REQUIRED BY LAW, THESE SALESPERSONS HAVE NOT HAD ANY ACTUAL TRAINING IN THE DAY TO DAY OBLIGATIONS OF THE BROKER, SUCH AS: THE MANAGEMENT OF TRUST ACCOUNTS; THE PROPER COMPLETION OF A CLOSING FORM AND THE OVERALL SUPERVISION OF A BROKER'S OFFICE. AND SO WE FELT THAT A PERSON SEEKING TO BECOME A BROKER SHOULD BE REQUIRED TO RECEIVE 24 CONTINUING EDUCATION HOURS RELATED TO THE OBLIGATIONS OF A BROKER.

THAT IS AN EXPLANATION OF WHAT IT IS WE ARE WANTING FROM THIS BILL AND WHY WE ARE ASKING FOR ITS PASSAGE. I WILL ANSWER QUESTIONS. HOWEVER, I SUGGEST THAT YOU WAIT UNTIL DR. DON LEVI, HOLDER OF THE CHAIR OF REAL ESTATE AND ECONOMIC DEVELOPMENT AT WICHITA STATE UNIVERSITY, HAS GIVEN HIS TESTIMONY, AS I THINK HE WILL ANSWER MANY QUESTIONS YOU MIGHT HAVE. THANK YOU.



Attachment # 2

SENATE BILL No. 107

By Committee on Federal and State Affairs

1-29

0017 AN ACT amending the real estate brokers' and salespersons'  
0018 license act; educational requirements; amending K.S.A. 58-  
0019 3039, 58-3040 and 58-3046a and repealing the existing sec-  
0020 tions.

0021 *Be it enacted by the Legislature of the State of Kansas:*

0022 Section 1. K.S.A. 58-3039 is hereby amended to read as fol-  
0023 lows: 58-3039. (a) Any person desiring to act as a broker or  
0024 salesperson must file a written application for a license with the  
0025 commission. The application shall be in such form and detail as  
0026 the commission shall prescribe and shall be accompanied by the  
0027 appropriate license fee.

0028 (b) A license to engage in business as a broker or salesperson  
0029 shall be granted only to a person who is ~~eighteen (18)~~ 18 or more  
0030 years of age and who has a high school diploma or its equivalent.

0031 (c) In addition to the requirements of subsection (b), each  
0032 applicant for an original license as a broker shall have been  
0033 licensed and actively engaged in business as a salesperson, in  
0034 this or another state, for a period of at least two (2) years during  
0035 the five (5) years immediately preceding the date of the applica-  
0036 tion for a license. The commission, in its discretion, may accept  
0037 proof of experience deemed by the commission to be equivalent  
0038 to two years' experience as a salesperson. *In addition to the*  
0039 *other requirements of this section, on and after July 1, 1985,*  
0040 ~~each applicant for an original license as a broker shall have~~  
0041 ~~received 24 hours of education approved by the commission,~~  
0042 ~~and such education shall have been received within the 12~~  
0043 ~~months immediately preceding such licensure as a broker.~~

0044 (d) Except as provided in K.S.A. 58-3040 and amendments  
0045 thereto, each applicant for an original license shall be required

the provisions of K.S.A. 58-3046a and amendments thereto shall apply

Attachment 2  
3/26/85

0046 to pass a written examination covering generally the matters  
0047 confronting brokers or salespersons, and no license shall be  
0048 issued on the basis of such an examination which was adminis-  
0049 tered more than four (4) months prior to the date that the  
0050 applicant's application is filed with the commission. The exami-  
0051 nation may be given by the commission or any person designated  
0052 by the commission. Each person taking the examination shall  
0053 pay the examination fee prescribed pursuant to K.S.A. 58-3063  
0054 *and amendments thereto*, which fee the commission may require  
0055 to be paid to it or directly to the testing service designated by the  
0056 commission. The examination for a broker's license shall be  
0057 different from or in addition to that for a salesperson's license.

0058 (e) The commission, prior to granting an original license,  
0059 shall require proof that the applicant has a good reputation for  
0060 honesty, trustworthiness, integrity and competence to transact  
0061 the business of broker or salesperson in such manner as to  
0062 safeguard the public interest.

0063 (f) An application for an original license as a salesperson shall  
0064 be accompanied by the recommendation of the broker with  
0065 whom the salesperson is to be associated, or by whom the  
0066 salesperson is to be employed, certifying that the applicant is  
0067 honest, trustworthy and of good reputation.

0068 Sec. 2. K.S.A. 58-3040 is hereby amended to read as follows:  
0069 58-3040. (a) A nonresident of this state may be granted a broker's  
0070 license if:

0071 (1) The nonresident is licensed as a broker in the nonresi-  
0072 dent's state of residence; and

0073 (2) Such nonresident meets all requirements imposed by this  
0074 act on Kansas residents for licensure as a broker, except that the  
0075 commission may waive *the education requirements and the*  
0076 *examination requirement for a nonresident who has received*  
0077 *education equivalent to that required by Kansas, and has passed*  
0078 *an examination equivalent to that given to Kansas residents and*  
0079 *whose state of residence has entered into a reciprocal agreement*  
0080 *with the commission as to the issuance of reciprocal licenses.*

0081 (b) A nonresident salesperson or associate broker employed  
0082 by or associated with a broker licensed pursuant to this act may

0083 be granted a salesperson's or broker's license under such broker,  
0084 if:

0085 (1) The salesperson or associate broker is licensed as a sales-  
0086 person or associate broker in the salesperson's or associate  
0087 broker's state of residence; and

0088 (2) Such salesperson or associate broker meets all require-  
0089 ments imposed by this act on Kansas residents for licensure as a  
0090 salesperson or broker, except that the commission may waive the  
0091 examination requirement for a nonresident salesperson or asso-  
0092 ciate broker who has passed an examination equivalent to that  
0093 given to Kansas residents and whose state of residence has  
0094 entered into a reciprocal agreement with the commission as to  
0095 the issuance of reciprocal licenses.

0096 (c) Prior to the issuance of a license to a nonresident, the  
0097 applicant shall file with the commission a designation in writing  
0098 that appoints the director of the commission as the applicant's  
0099 agent, upon whom all judicial and other process or legal notices  
0100 directed to the applicant may be served in the event such  
0101 applicant becomes a licensee. Any process or legal notices to a  
0102 nonresident licensee shall be directed to the director, accompa-  
0103 nied by a fee of ~~three dollars (\$3)~~ \$3, and, in the case of a  
0104 summons, shall require the nonresident licensee to answer  
0105 within ~~forty (40)~~ 40 days from the date of service on such  
0106 licensee. A summons and a certified copy of the petition shall be  
0107 forthwith forwarded by the clerk of the court to the director, who  
0108 shall immediately forward a copy of the summons and the cer-  
0109 tified copy of the petition to the nonresident licensee. Thereaf-  
0110 ter, the director shall make return of the summons to the court  
0111 from which it was issued, showing the date of its receipt by the  
0112 director, the date of forwarding and the name and address of the  
0113 person to whom the director forwarded a copy. Such return shall  
0114 have the same force and effect as a return made by the sheriff on  
0115 process directed to the sheriff.

0116 (d) Prior to the issuance of a license to a nonresident, the  
0117 applicant must agree in writing to abide by all provisions of this  
0118 act with respect to the applicant's real estate activities within the  
0119 state and submit to the jurisdiction of the commission and the

0120 state in all matters relating thereto. Such agreement shall be filed  
 0121 with the commission and shall remain in force for so long as the  
 0122 nonresident is licensed by this state and thereafter with respect  
 0123 to acts or omissions committed while licensed as a nonresident.  
 0124 (e) A nonresident licensed under this section shall be en-  
 0125 titled to the same rights and subject to the same obligations as are  
 0126 provided in this act for Kansas residents, except that revocation  
 0127 or suspension of a nonresident's license in the nonresident's  
 0128 state of residence shall automatically cause the same revocation  
 0129 or suspension of such nonresident's license issued under this act.  
 0130 No hearing shall be granted to a nonresident licensee where  
 0131 license is subject to such automatic revocation or suspension  
 0132 except for the purpose of establishing the fact of revocation or  
 0133 suspension of the nonresident's license by the nonresident's  
 0134 state of residence.

0135 Sec. 3. K.S.A. 58-3046a is hereby amended to read as fol-  
 0136 lows: 58-3046a. (a) Any person who applies for an original  
 0137 license in this state as a salesperson after July 1, 1982, shall  
 0138 submit, at the time of the original application, evidence, satis-  
 0139 factory to the commission, of attendance of a principles of real  
 0140 estate course, of not less than 30 hours of instruction, approved  
 0141 by the commission.

~~0142 (b) Until July 1, 1986, any person licensed in this state as a  
 0143 broker or salesperson shall submit, at or prior to the time such  
 0144 person makes application for each license renewal after July 1,  
 0145 1982, evidence, satisfactory to the commission, of attendance of  
 0146 not less than eight hours of additional instruction during the  
 0147 period preceding the application for renewal of the license.  
 0148 From and after July 1, 1986, any person licensed in this state as  
 0149 a broker or salesperson shall submit, at or prior to the time such  
 0150 person makes application for each license renewal, evidence,  
 0151 satisfactory to the commission, of attendance of not less than six  
 0152 hours of additional instruction in 1985 and each year thereafter  
 0153 preceding the application for renewal of the license. Any person  
 0154 who obtains an original license as a salesperson after July 1,  
 0155 1982, provided such original license expires less than six months  
 0 after issuance, shall not be required to submit evidence of~~

(b) Any person who applies for an original license in this state as a broker after July 1, 1985, shall submit, at the time of the original application, evidence, satisfactory to the commission, of attendance of 24 hours of instruction, approved by the commission and received within the 12 months immediately preceding the filing of application for broker's license. Such hours shall be in addition to any hours of instruction used to meet the requirements of subsection (c) or (d).

(c) Any person licensed in this state as a broker on or after July 1, 1982, and any person licensed in this state as a salesperson on or after July 1, 1982, and prior to July 1, 1988, shall submit evidence, satisfactory to the commission, of attendance of courses of instruction approved by the commission at or prior to each renewal date established by the commission as follows:

(1) For each license renewal prior to July 1, 1987, four hours of additional instruction received during any annual renewal period and eight hours of additional instruction received during any biennial renewal period. Such evidence shall not be required at the first license renewal of a salesperson whose original license expires less than six months after issuance.

(2) For each license renewal after July 1, 1987, six hours of additional instruction received during any annual renewal period and 12 hours of additional instruction received during any biennial renewal period. Such evidence shall not be required at the first license renewal of a salesperson whose original license expires less than six months after issuance.

(d) Any person who obtains an original license in this state as a salesperson after July 1, 1988, shall submit evidence, satisfactory to the commission, of attendance of courses of instruction approved by the commission at or prior to each renewal date established by the commission as follows:

(1) At or prior to the first license renewal, 30 hours of instruction received after the date of licensure. Such evidence shall not be required until the second license renewal if the original license expires less than six months after issuance.

(2) At or prior to the second license renewal, 20 hours of instruction received during the renewal period. Such evidence shall not be required until the third license renewal if the original license expires less than six months after issuance.

(3) At or prior to each license renewal thereafter, six hours of additional instruction received during any annual renewal period and 12 hours of additional instruction received during any biennial renewal period.



~~0177 attendance of not less than eight six hours of instruction during  
0178 the first 12 months of licensure period. Any person who has  
0179 accumulated hours of instruction which are on record with the  
0180 commission shall receive credit for those hours to apply toward  
0181 subsequent licensing renewal periods. Any person who has  
0182 hours of instruction that are not on record with the commission  
0183 shall report those hours to the commission by January 1, 1983.  
0184 Any person who applies for an original license as a salesperson  
0185 after July 1, 1985, is hereby required to receive 30 hours of  
0186 instruction approved by the commission during the first 12  
0187 months of licensure, 20 such hours during the second 12 months  
0188 of licensure and six such hours during each 12 months thereof.~~

0170 (e) For the purpose of this section, one hour of instruction  
0171 shall mean 50 minutes of classroom instruction or the equivalent  
0172 thereof in correspondence study as determined by the commis-  
0173 sion.

(g)

0174 (d) Courses of instruction required by this section shall be  
0175 courses approved by the commission and offered by:

(h)

0176 (1) An institution which qualifies as an eligible institution for  
0177 the federal guaranteed loan program under the higher education  
0178 act of 1965 (P.L. 89-329), as amended;

0179 (2) an area vocational or vocational-technical school as de-  
0180 fined by K.S.A. 72-4412 and amendments thereto,

0181 (3) a proprietary school which has been issued a certificate of  
0182 approval pursuant to the Kansas proprietary school act;

0183 (4) the Kansas association of realtors, the national association  
0184 of realtors or any affiliate thereof, the Kansas bar association or  
0185 the American bar association;

0186 (5) any agency of the state of Kansas; or

0187 (6) a similar institution, approved by the commission, in  
0188 another state.

0189 (e) The commission shall publish annually a list of educa-  
0190 tional institutions and entities and the courses offered by them in  
0191 this state which are approved by the commission.

(i)

0192 (f) No license shall be issued or renewed unless the applica-  
0193 ble requirements set forth in this section are met within the time

(j)

Hours required by subparts (1) and (2) of this subsection are based on an annual renewal period. If the first license renewal is biennial, 50 hours of instruction received during the renewal period shall be required. Such evidence shall not be required until the second license renewal if the original license expires less than six months after issuance. If the second license renewal is biennial, 26 hours of instruction received during the renewal period shall be required. Such evidence shall not be required until the third license renewal if the original license expires less than six months after issuance.

Any sales person who obtains a broker's license in this state prior to completing the 50 hours of instruction required by this subsection shall submit the same evidence to renew the broker's license that would have been required to renew the salesperson's license.

(e) Any person who accumulated hours of instruction which were reported to the commission by January 1, 1983, and are on record with the commission shall receive credit for those hours to apply toward requirements of subsection (c).

(f) The commission shall adopt rules and regulations to prescribe minimum curricula and standards for all courses offered (1) to fulfill education requirements of this act, (2) to designate a course of study to fulfill any specific requirement, and (3) to prescribe minimum qualifications for instructors of approved courses.

Testimony of  
Dr. Donald R. Levi  
before the  
Federal & State Affairs Committee  
of the  
Kansas Senate  
March 26, 1985

My name is Don Levi. I live at 1408 Deer Trail in Derby, Kansas. I am a professor of real estate and holder of the Kansas Chair of Real Estate and Land Use Economics at Wichita State University. In addition, I am a licensed real estate broker and a member of the Kansas Association of Realtors. In appearing before you today, I would emphasize that I am exercising my rights as a private citizen and am not representing Wichita State University.

In appearing before you today, I am speaking in support of the substantive educational scheme set out in Senate Bill No. 107, with it's suggested amendments.

My position on real estate education requirements generally can be summarized as follows:

1. Real estate licensing laws exist for the protection of the general public.
2. Both Pre-license and post-license mandatory educational requirements are and should be consistent with the goal of protecting the interests of the general public.

Let me briefly review the educational scheme set out in Senate Bill 107, with the suggested amendments, and briefly comment on each part:

1. Thirty hours are required before a salespersons license may be granted. These 30 hours demonstrably contribute to

an improved pass rate on the license examination, and provide a basic framework of real estate knowledge which will permit licensees to effectively serve their clientele group. At the same time, this requirement is not so high as to serve as an unreasonable barrier to entering the real estate brokerage profession.

2. An additional 24 hour pre-license requirement exists for those seeking a real estate brokers license. Since salespersons can only work under the supervision of a broker, it is particularly important that brokers know how to handle trust accounts, closings, and the like. A two-year experience requirement is not a good substitute for this specific education, because salespersons do not work with trust accounts, do not prepare closing documents, and may never even attend a closing. Currently, Kansas is one of only six states not having mandatory broker pre-license educational requirements.
3. The post-license educational requirements are divided into two distinct parts, as follows:
  - A. A significant number of hours will be required immediately after salesperson licensure. This is in the public's interest, as this will help raise a licensee's professional skills more quickly than might otherwise occur. New licensees can also use these hours to acquire professional designations appropriate for their area of expertise.
  - B. The relatively small (six hours) continuing education requirement for all licensee is, in my judgment, sufficient to keep licensees up to date on new developments which are of essential concern.

When considering mandatory licensee educational requirements, concerns often are expressed about the quality, relevance, cost, and convenience of educational courses. It is my opinion that:

1. The Kansas Real Estate Commission can and does help ensure relevant course content, school and instructor quality through the enforcement of legislative standards. These legislative standards do contribute to the quality of the educational experience.
2. It is more inconvenient and costly for licensees in rural areas to meet mandatory education requirements. When approved courses are not available locally, expenses for travel, lodging, meals, and lost income while out of the office all may be significant. At the same time, the general public in rural areas should be able to expect the

same level of professional expertise from licensees as their urban counterparts.

The challenge is to deliver quality educational courses to rural areas at reasonable costs. Some of the newer educational course delivery systems that may be utilized for this purpose include the TELENET system operated by the Regents' institutions and headquartered at Kansas State University, the increasing use of video tapes, slide-tape presentations, and correspondence courses.

The experience of the last two years has shown that greater coordination does enable the rural areas to be served better than they have been previously.

In conclusion, let me simply say that I believe it is possible to structure mandatory real estate educational requirements that are significant, reasonable, and relevant, both from the standpoint of licensees and the general public. It is my opinion that Senate Bill 107 contains the basic framework for sound educational requirements, and will help establish Kansas as a leader in this field.

DONALD R. LEVI  
Biographical Sketch

Donald R. Levi comes from a family of abstracters, real estate brokers, and appraisers. He earned his B.S. and J.D. degrees from the University of Missouri, and his Ph.D. from Washington State University.

Dr. Levi has held academic positions at the University of Missouri, Texas A&M University, and Wichita State University. Previous to coming to Wichita, he served as the Associate Director of the Texas Real Estate Research Center.

Dr. Levi is the author or co-author of nine books related to real estate, as well as several journal articles. A member of the Bar in Missouri and Texas, he currently holds the Kansas Chair of Real Estate and Land-Use Economics at Wichita State University. In that position he provides leadership for both the academic and public service real estate programs offered by WSU.

The charter President of the Kansas Real Estate Educators Association, Dr. Levi currently serves on the Board of Directors of the national Real Estate Educators Association.