



BOUNDARY LINES

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Chairman's Corner



Three new commissioners are now officially on board! Jeff Donnes, Kelly Ducote, and Richman Reinauer have formally been appointed by the governor and were sworn in at our August 21st commission meeting. Check out their [bios](#) and you will see why we are excited to welcome them as members of the LREC team.

New commissioners Kelly Ducote and Richman Reinauer also took time from their busy schedules to join active brokers from around the state in a grueling two day review and update of questions on our pre-license test.

This August 19th and 20th session was led by PSI, our professional testing company and was meant to fix problem questions and review other questions on our pre-license test. Our objective is to make certain the pre-license questions are relevant to the challenges faced by licensees embarking on their new careers. Jeff Donnes has been a regular at prior commission meetings, so all of our new appointees are hitting the ground running!

Good news on the financial front as a team of CPA's just completed the annual legislative audit mandated by state law. Your LREC has once again received a clean bill of health! Commissioners and staff remain committed to being good stewards of the resources available to us in handling all the licensing, education, compliance, and investigative programs we are charged with administering.

Under the leadership of Chairperson Lynda Nugent Smith, LREC's Strategic Planning Committee kicked off their discussions this past month. The end result of our Strategic Planning effort will be to chart the path of your LREC for both the near term, as well as looking at medium and long term objectives beneficial to your LREC meeting the challenges of our changing industry. Please contact staff or any member of the commission if you have any input you would like to provide. We value your opinions and want to hear from you!

Sincerely,

Chairman Paul Burns



(Back row L to R) Wendy Hinton, Bruce Unangst, Wayne Thorburn, Carolyn Moore-Mooso, Marsha Stafford, Mark Gremillion, (front row L to R) Tiffany Rabalais, Ginger Murray, Ken Von Hollen, Marge Garvey, Kelly Ducote, Richman Reinauer, Richard Nealy, and Marge Inman meet to review and update the pre-license test.

Meet LREC's New Commissioners

Kelly Ducote is the broker and owner of Premier Realty of Cenla, LLC in Alexandria, Louisiana. Kelly has been selling real estate since 2002. Her background includes trust and asset administration, commercial lending and law office administration. Kelly is also a notary public and has her paralegal certificate. Her real estate designations also include ABR, CNS, CRS and GRI.

Jeff Donnes is a lifelong resident of Thibodaux, 1973 graduate of E.D. White High school, and a 1978 graduate of the University of Southwestern Louisiana. Jeff has been licensed since 1978 and broker and owner of Donnes Real Estate, Inc. since 1982. He has accreditations in ABR, GRI and CRS. Jeff joined the Bayou Board of Realtors in 1982, has served most all positions including president and has received Bayou Board's Lifetime Achievement Award. Mr. Donnes has served on the MLS committee for over 20 years and has chaired it five times. Jeff has been involved in development, sales, management and REO/relocation business for over the past 30 years and presently has thirteen agents.

Richman Reinauer is the broker of Reinauer Real Estate Corporation in Lake Charles, LA. The Reinauer Family has been involved as local business leaders since the late 1800s and Richman is a 3rd generation REALTOR from his family; beginning with his grandfather Jules, having started Reinauer Real Estate in 1939 and now working with his father David. He joined his family business in 2003 after a career in the restaurant world culminating in the opening of a fine dining restaurant in Boston, MA that is still in operation today. Richman is an avid tennis player and admitted Francophile. He and his wife Jennifer have three children.



(L to R) LREC Chairman Paul Burns swears in Kelly Ducote, Jeff Donnes, and Richman Reinauer.

REAB Hires New Investigator



Henk vanDuyvendijk joins the REAB Investigations division as a compliance investigator.

vanDuyvendijk has over 13 years of experience as an appraiser in Louisiana and has served as a review appraiser for over four years. He has held his real estate license for over ten years and is a former member of the Louisiana Chapter of the Appraisal Institute.

"We are very excited to have Henk join our staff," said Chief Investigator Robert Maynor. "He brings over a decade of appraisal knowledge that will benefit all of our licensed appraisers as well as the public we serve."

vanDuyvendijk has experience in various areas of the appraisal field, including residential, commercial, expropriation, succession, and subdivision. He can be contacted for any questions related to appraisals, Louisiana Real Estate Appraiser Law, Rules and Regulations of the Board, education, USPAP, and appraisal investigations.

Rule Changes

The Commission has recently voted to approve multiple rule changes that will affect team names and advertising practices. These rules were voted upon at the LREC's May regular business meeting and will take effect in November.

Change to Chapter 25 – Advertising

The requirement to include the names of the team members near any representation of the team or group name in advertisement has been removed.

New Rules Established in Chapter 19 – Real Estate Teams

Team names shall not contain terms that could lead the public to believe that the team is offering brokerage services independent of the sponsoring broker. These terms shall include, but are not limited to: Real Estate, Brokerage or Real Estate Brokerage, Realty, or Company. To provide sufficient time to make necessary changes to team names in all advertisements, enforcement of this change will begin January 1, 2015.

- A team or group name is defined as a collective name used by 2 or more real estate licensees, operating as 1 entity, under the supervision of the same sponsoring broker.
- An unlicensed person shall not be named, acknowledged, referred to, or otherwise included in any team or group advertising.
- Team or group names shall not contain terms that could lead the public to believe that the team or group is offering real estate brokerage services independent of the sponsoring broker. These terms shall include, but are not limited to: real estate, brokerage or real estate brokerage, realty, company.
- All real estate license activities performed by a team or group must be conducted from the office or branch office where their licenses are held.
- A team or group shall not form and may not advertise itself without written approval from their sponsoring broker. (This written approval should be created for established teams already functioning as a team before the new rule becomes effective.)
- The sponsoring broker shall designate a “contact member” who will be responsible for all communications between the broker and the team or group.
- The contact member must provide the list of members to the sponsoring broker upon formation of the team or group and immediately notify the broker if changes in membership occur. (Note that this rule provides accountability to the designated contact member. The contact member of the team is commonly referred to as the “team leader” in the industry.)
- The sponsoring broker shall be responsible for all team or group advertising and for the license activity of a team or group and must maintain a current record of all team names and the members of each team. The sponsoring broker must provide the current list of team(s) to the LREC upon request and/or during a records inspection.

To better understand these rule changes/additions, here is an example of how they affect a fictitious team: Doe Realty Group.

Jane Doe is relieved that she no longer needs to list her 8 team members on all advertising; however, she is now required to change everyone's business cards, letter head stationary, billboards, websites, Craig's list accounts, email signatures, etc., to reflect her new team name that excludes the word "Realty".

Also, Jane should remove references in her advertisements (brochures, websites, etc.) relating to her unlicensed assistants who work with her licensed team members.

After renaming her team Doe Sunshine Group, Jane must enter into a written agreement with her sponsoring broker and provide a current list of all licensed team members to her broker ASAP. Jane's sponsoring broker must maintain the list and the broker is also responsible for all license activities of the team.

Investigator's Desk

June - August Citations

The Investigative Division issued 29 advertising citations during June, July, and August. The following list details the citations that were issued (some citations were issued for multiple violations):

2501.A. - Failure To Identify Listing Broker In Advertisement	4
2501.B. - Failure To Place Broker's Phone No. In Advertisement	6
2501.D. - Failure to Advertise as Licensed(Name or Brokerage)	12
2501.G.3 - Team Advertisement	6
2505.A. - Misleading or Inaccurate Advertising	3
2509.A. - Advertising Violations by Franchises	7
2515.C.3 - No City, State, Country in Web site Advertisement	8
2515.C.4 - No Jurisdiction Shown in Web site Advertisement	11

Additional Citations issued:

A broker was issued a citation and ordered to pay a fine in the amount of \$225 for violating provisions of Chapters 25 and 39 of the Rules and Regulations. This broker failed to comply with Chapter 25, Subsection 2503.A., by failing to obtain written authorization from all owners before advertising property for sale. This broker also violated Chapter 39, Subsection 3901.A., by failing to submit a counter offer in a timely manner.

A broker was issued a citation and ordered to pay a fine in the amount of \$325 for violating provisions of Chapters 27 and 29 of the Rules and Regulations. This broker failed to comply with Chapter 27, Subsection 2701.A., by failing to include the words "Sales Escrow Account" on their bank statements and checks. This broker also violated Chapter 29, Subsection 2901.A.(2). by failing to provide a written notice to all parties and licensees 10 days prior to disbursing a deposit.

Adjudication Notice

At a formal hearing held August 21, 2014, the salesperson's license issued to Stacey B. Millet of LaPlace, Louisiana, was revoked. The Commission determined that the following violations occurred.



- Stacey B. Millet provided a property disclosure form and other documents to the seller with the purported signature of her client, the buyer; wherein, Stacey B. Millet had actually signed the documents herself on behalf of her client. Stacey B. Millet made false misrepresentations to a principal of a real estate transaction, in violation of LSA-R.S. 37: 1455. A. (15).
- Stacey B. Millet assisted her client in making a written offer to purchase real estate and as the designated agent for the buyer, she did fail to provide the buyer with a written property disclosure form, in violation of LSA-R.S. 37: 1455. A. (33)

At a formal hearing held June 19, 2014, the salesperson's license of Stephanie Vonece Dangerfield of Baton Rouge, Louisiana, was revoked. The Commission determined that the following violations occurred:

- Stephanie Vonece Dangerfield entered a plea of guilty on August 25, 2011, to the felony charge of Conspiracy to Commit Health Care Fraud, in violation of LSA-R.S. 37: 1455. A. (29).
- Stephanie Vonece Dangerfield was convicted of a felony charge and failed to notify the Louisiana Real Estate Commission of the final felony conviction within 10 days, in violation of LSA-R.S. 37: 1450. A. (3).

Tech Tip

Brokers: Do your agents know how to check their LREC email accounts?

The LREC sends out communications to an LREC assigned email account. This email account is not a personal email account provided to the LREC by agents. An LREC “assigned” email account was created in October 2009 or at license issuance, whichever was later, for all licensees. All communications from the LREC including newsletters, renewal notices and other important communications are sent to this email account.

If your agents are not getting communications from the LREC one of several things has happened. Either they do not know about their LREC assigned email account, they forgot about the LREC assigned email account, or they had set up an auto forward to a personal email and have since changed their personal email.

Access to the LREC assigned email account is by User ID and Password through the My LREC Email link under the MY LREC section on the Web site, www.lrec.state.la.us. If your agents have forgotten their user id and password they may be retrieved using the User Password Lookup link in the MY LREC section. Your agents will need their date of birth, the zip code for the mailing address the LREC has on file for them, and their real estate license number. Use only the number portion of the real estate license number, leaving off the leading zeros. If your agent does not know their real estate license number, they can look it up using the Licensee Search link in the MY LREC section. For a company user id and password the qualifying broker must contact the LREC to obtain the information.

Commissioners & Contributors

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Commissioner

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Vice Chairman

Richman Reinauer (Lake Charles)
Commissioner

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