

BUSINESS ADMINISTRATION / REAL ESTATE ADVISORY COMMITTEE

May 16, 2022

MEMBERS PRESENT

Professor Thierry Brusselle, Chaffey College; Professor Abel Chen, Chaffey College; Professor David Karp, Chaffey College; Jeanette Darby, Real Estate Broker; Alesia Thomas, Real Estate Broker and Lawyer; Carlos Martinez, Real Estate Broker and Lawyer; Charles Byerly, Real Estate Broker; Brent McLaren, Counselor and Umoja Director; Chaffey College, Diana Sanchez, Director EOPS/CARE/CalWORKS/NextUp, Chaffey College

I. INTRODUCTIONS

The Department thanked the committee members for taking time out of their busy days to meet and discuss our Real Estate programs. Their input is invaluable in improving the lives of our students (and the Department) and we are indebted to them for their service to the College.

II. REVIEW OLD PROGRAMS

Review of programs modified based on prior advisory committee recommendations. Eliminated courses that the California Dept. of Real Estate (DRE) will not accept toward test taking requirements.

- A. Real Estate Salesperson certificate
- B. Real Estate A.S. and certificate
- C. Enrollment strong

III. NEW PROGRAM – REAL ESTATE PROPERTY MANAGEMENT

- A. Discussion of new program created in conjunction with input from National CORE – Program created with input from Angel Rogers of National CORE to cover the essential academic areas pertinent to Real Estate Property Management. (nationalcore.org) Department faculty were unable to find any program with a similar focus anywhere in the area.
- B. Real Estate Property Management Degree and Certificate
- C. Further collaboration between Chaffey College and National CORE
 - 1. Ongoing discussions regarding a streamlined course of study for students to quickly gain employment in the field.
 - 2. Design to feed students into academic programs to further career advancement.
 - 3. Concern that any streamline program will harm the academic program designed for long-term student success. Must make sure that programs are complimentary.
- D. Need for further clarification regarding housing opportunities for students participating in the program. Department's initial understanding was that program would provide opportunities for at risk students who were housing insecure.

E. Potential for alliance between Chaffey, via Business Admin. Dept. and EOPS/CARE/CalWORKS/NextUp, and National CORE. Further discussions between Angel Rogers of National CORE, the Business Admin. Dept., and Diana Sanchez to discuss possibilities for students with National CORE and in property management.

IV. LEGISLATIVE CHANGES

A. Course content for Real Estate Practice and Legal Aspects of Real Estate – Legislatively mandated coverage of implicit bias and the history and need for Fair Housing legislation. Originally to be covered in Real Estate Practice and Legal Aspects of Real Estate courses, respectively. Later legislation is moving these topics to Real Estate Practice only.

B. Department has decided that while RE 15 (Real Estate Practice) will cover both topics, BUSL 50 (Legal Aspects of Real Estate) will cover Fair Housing Legislation in depth. Department will revise the COR for RE 15 to include the legislative requirements.

C. The committee voted unanimously in support of the Department’s intentions to 1) retain Fair Housing coverage in BUSL 50 and to revise the COR for RE 15 to include the legislative requirements.

D. Preparation of course materials for RE 15 and RE 50 – Dean Friday has committed to a FOSA that will result in course materials to cover the legislatively mandated topics. These materials to be shared with all Chaffey faculty teaching these courses.

V. FACULTY REQUEST

A. The Department reported that its request for a new full-time Business/Real Estate faculty member was approved during the last cycle, but that the College did not hire enough new faculty to reach the priority level given to that position.

B. The Department reported that the absence of a full-time faculty member with expertise in Real Estate is a disservice to our students. Without a dedicated full-time Real Estate professional on the faculty, the Department has no direct connection to the California Dept. of Real Estate. This connection would ensure that the program is aware of current regulatory developments, legislative changes, restrictions, and rule changes. A full-time Business/Real Estate faculty member would provide needed leadership for student organizations, curriculum development, and for partnerships with internal stakeholders, including the Career Center, EOPS/CARE/CalWORKS/NextUp, Umoja, Puente, Intech, etc. A full-time faculty member would provide more effective faculty advising than current faculty. A full-time faculty member would

be best able to work with counseling to help counselors understand the career options and opportunities our students would have in the Real Estate industry. As an institution serving traditionally underrepresented College students, many of our students either experience, or have experienced, housing and food insecurities. A full-time Real Estate faculty member would help the Department to promote our Real Estate programs, which provide opportunities for students to earn a living wage, to start their own businesses, and to control their own destinies. This is one of the few options our students have where they can take three courses, pass the state licensing test, and obtain a potentially high paying job that will allow them to both thrive and complete their education.

C. The department has once again requested a new full-time Business/Real Estate faculty member.

D. The committee voted unanimously in support of the Department's new faculty request.

VI. RECOMMENDATIONS

A. Capstone course – Committee members raised the possibility of including a capstone course in the program that would summarize and review concepts from required courses, taken at the end of the program. This is done at some community colleges. Some colleges offer it as a capstone for the salesperson certificate. A capstone course might have the benefit of improving our students' performance on the broker's exam. Department can consult with OIR regarding our students' pass rates on the salespersons' and brokers' exams. Department will investigate this possibility.

B. Offer course as a life skills course – A committee member indicated that many students take Real Estate Principles to help prepare themselves to purchase a home. He stated that the course should be marketed to students as a life-skills course in addition to a course leading to a profession. Other members of the committee agreed.

C. Revamp RE 15 (Real Estate Practice) to include soft skills – A committee member indicated that newly-minted real estate salespersons have an unrealistic expectation of the industry, and their role as an independent contractor. This led to a discussion among the real estate professionals regarding individual initiative and soft skills. The group was unanimous in recommending that employer/contractor expectations, job requirements, effective work and sales skills, etc. be included in the Real Estate Practice course.

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D. List of courses relevant to Real Estate professionals – as part of the conversation about soft skills committee members indicated that there were other courses that could provide students with skills they need to be successful in the Real Estate industry. These courses include Professional Sales, Marketing Principles, Personal Finance, Small Business Ownership and Management, Human Resource Management, Business Communications, Business Ethics, and others.

E. Real Estate Career Day – Committee members suggested offering a Real Estate Career Day that highlights all the options for students who earn a Real Estate degree or certificate. One member stated that the opportunities for college-educated Real Estate professionals are great because employers prefer them over students who take a few commercially available courses and then pass the exam.

VOTING

Name	New Faculty	Curriculum Changes
Thierry Brusselle	Y	Y
Abel Chen	Y	Y
David Karp	Y	Y
Jeanette Darby	Y	Y
Charles Byerly	Y	Y
Alesia Thomas	Y	Y
Brent McLaren	Y	Y
Carlos Martinez	Y	Y
Diana Sanchez	Y	Y
Angel Rogers	Y	Y

INVITED BUT DID NOT ATTEND:

Gel Delossantos, Loan Officer Mortgage Solutions; Michael Goss, Director of Center of Excellence; Elia Guillory, Samayra Properties; Darcy Woolman, Reliance Real Estate Services; Lori Namazi, Namazi Real Estate Broker