



Volume 30, Issue 25

News concerning activities sponsored  
by the California Community Colleges  
Real Estate Endowment Fund

Winter 2011

**Dear Real Estate Educator:**

The California Community Colleges Real Estate Education Center exists to serve all of the community colleges in California by providing instructional support and services to instructors of Real Estate. It produces Real Estate Instructor and Student guides on most of the Real Estate subjects taught at community colleges statewide. In addition, the Center offers three Real Estate Education Conferences for Real Estate Educators in California. **Mark your calendars for the San Francisco Bay Area Real Estate Educators Conference planned for Friday, April 15, 2011 and the Los Angeles Area Real Estate Educators Conference planned for Friday, October 14, 2011**

Happy New Year and welcome back to the classroom. We have expanded offerings and services to real estate educators this year beginning with our first conference of the year in San Diego. **The Winter 2011 Real Estate Educators' Conference will be held on Friday, February 25, 2011 at the Hilton San Diego Mission Valley, 901 Camino del Rio South, San Diego, CA 92108 (619) 682-3947.** To reserve a guest room at a reduced rate, please call 1-800-Hiltons and give the code "CCCR" for a discount rate. To register for the conference, please see the enclosed registration form and Agenda on page 3.

**REGISTER NOW!** Get a discounted registration fee of **\$45** (\$5 off the \$50 registration fee) when registration is postmarked on or **before February 19, 2010, otherwise, registration is \$50 at the door!** (See page 3 for Conference Agenda & Registration form or mail us the on-line registration form at <http://ccsf.edu/reec> "Conferences" link.) All students are encouraged to join us and may attend at a reduced registration fee of \$25 when they call the Center's Assistant, Craig Easley, at 415-267-6552 or email at [CEasley@ccsf.edu](mailto:CEasley@ccsf.edu) to reserve. Otherwise, it's \$50 at the door

Do you live in Alturas and just cannot get to San Diego that day? Problem solved! The conference will have "gavel to gavel" live streaming video coverage provided by 3C Media Solutions of Palomar College. Just connect to a high speed internet collection using any browser and connect to: <http://3Cmediasolutions.org/pages/featuredWebcasts/CCCRECW>. Please provide your name, email address, and college affiliation for this FREE webcast. You may participate over the internet in the Question & Answer periods. Assign this to your students as extra credit. Tell your colleagues, broker and appraisal associates. All are welcome.

We have an exciting conference planned with our usual updates from the Department of Real Estate, Community Chancellor's Office, and the California Association of Realtors®. Joining us midmorning is the Director of the California Office of Real Estate Appraisers, Bob Clark. We also look forward to the "2011 Housing Market Outlook" by our lunch speaker, Robert Kleinhenz, PhD., C.A.R.'s Deputy Chief Economist.

Please get the word out! New real estate scholarship applications are due March 15, 2010 and applications are available at [http://ccco.edu/real\\_estate](http://ccco.edu/real_estate) or on the [REEC website](#) "SCHOLARSHIP INFO" page. Please encourage your real estate students to apply for up to \$800 for those in need.

CREEA members don't forget your 8:30am – 9:00am meeting. Newly elected President Mary Ellen Brady presiding  
Yours truly, Carol A. Jensen, Director, California Community Colleges Real Estate Education Center


The Department of Real Estate in partnership with the California Community College Chancellor's Office offered four live Real Estate Financial Literacy seminars in 2010. Workshops were held at San Joaquin Delta College, Stockton; Riverside City College, Riverside; El Camino College, Torrance; and San Jose City College, San Jose.

From these live seminars an Instructor Guide entitled, *Financial Sense to White Picket Fences: Budgeting, Borrowing, Buying, and Beyond* will be available to all California community colleges in a few short weeks. The contents is based on the popular workshop presented by Chris Sorensen, Director, Homeownership Education Learning Program (H.E.L.P.) This complete 8-hr plus course is provided without charge. Colleges may wish to offer this workshop in their academic or community education programs for the benefit of their communities.

Included in the Instructional Guide or Portfolio is a complete instruction manual, video DVD presentations, Spanish language voiceover, CDs containing student materials, PowerPoint presentations, attendance records, certificates of participation, student learning objectives (SLOs), and more. A Student companion book of the same title will be available through Amazon, Barnes & Noble, and by special order through local bookstores.

Real Estate program chairs or instructors who will be the lead for their colleges for this Financial Literacy should identify themselves to the Real Estate Educator Center to ensure they receive their Instructor Guide. Students, interested individuals, and the public can order *Financial Sense to White Picket Fence* directly from their book seller. Only the Instructor Guide is available through the Center.

For more information about the Financial Literacy Initiative contact Dionne Fault, Deputy Managing Commissioner at: [Dionne.Fault@dre.ca.gov](mailto:Dionne.Fault@dre.ca.gov) or explore the website: <http://www.CaliforniaFinancialLiteracy.org>



## California Financial Literacy

Free Curriculum for California Community Colleges

FOUR 90-MINUTE SESSIONS

- Budgeting
- Borrowing
- Buying and
- Beyond

**"Course in a Box" Includes:**

- INSTRUCTOR'S GUIDE & SYLLABUS
- Full instructions on how to use the course
- DETAILED LESSON PLANS Student Learning Outcomes for each session.
- VIDEO DVDS OF ALL FOUR TOPICS
- English and Spanish translation tracks
- AUDIO CDS OF ALL FOUR TOPICS
- English and Spanish translation tracks
- READY-MADE STUDENT HANDOUTS


### FINANCIAL SENSE TO WHITE PICKET FENCE

The California Department of Real Estate, in conjunction with the Center for Real Estate Education, presents a fully developed curriculum to help California consumers prepare for home ownership.

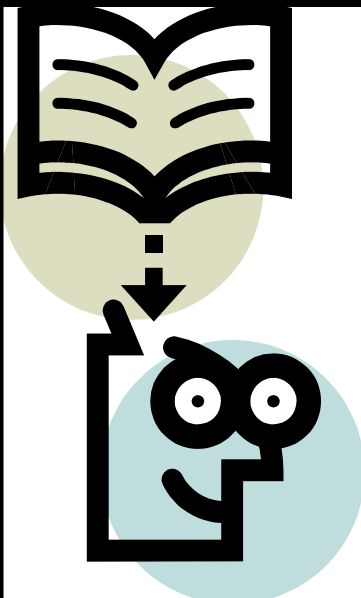
This exciting curriculum will be available free of charge to all California Community Colleges in January 2011. It includes a syllabus and lesson plans for four 90-minute sessions, and a full selection of multi-media support materials.

This is not a commercial "First Time Homebuyers Workshop" with affiliation to any commercial loan origination agency or real estate brokerage. This is a trusted source of neutral information from the State of California.

The purpose of this program is to further the California Department of Real Estate's goals to help the citizens of California create strong, healthy communities through sustainable home ownership.



FOR DETAILS GO TO:  
[HTTP://WWW.CALIFORNIAFINANCIALLITERACY.ORG](http://www.CALIFORNIAFINANCIALLITERACY.ORG)



Real Estate Instructor John Bawiac, Modesto Junior College, has a passion for real estate sales and broker 45-hour continuing education. For several years John has carried the torch to bring continuing education renewal courses back to the community colleges. Budgetary constraints and community education department reluctance to apply for "private school" status as a continuing education real estate provider have all but eliminated traditional, in-the-classroom license renewal education from community colleges.

John has developed a solution and developed two courses totaling 45 hours of real estate license renewal continuing education. The Real Estate Education Center will be the provider of the course(s) and will "do business as" any and all interested California community colleges. The Center will provide all the instructor course materials at no charge. The local community college hires a college qualified full time or part time real estate instructor, prices, and markets the course including a materials fee to cover student materials. The Center issues the certificates and maintains the records.

This is a wonderful way to bring back to the community college our real estate program alumni who desire an in classroom experience. Here one can interact with our quality, human instructors in an academic environment. No online, distance learning, or internet venue is envisioned.

John will cover this concept in person as a workshop at our February 25th San Diego conference

For more information please contact John Bawiac at : [a\\_1@comcast.net](mailto:a_1@comcast.net)

## What's New ? The New Year 2011

- **The 2001 Real Estate Law Book is now available online from the Department of Real Estate. This is a must for all aspiring real estate agents and a good recommended text for all your real estate principles and practice students. Go to [http://www.dre.ca.gov/pub\\_relaw.html](http://www.dre.ca.gov/pub_relaw.html) for your online copy.**
- **The Reference Book is also available online and now available for purchase in printed version. This is a "must" for every real estate professional. Remind your students that all the questions on both the Salesperson and Broker examinations can be found within its pages. Go to [http://www.ddre.ca.gov/pub\\_referencedbk.html](http://www.ddre.ca.gov/pub_referencedbk.html) for your online copy. Adobe ® PDF Reader required.**



## Special Event



**Register and Join us in Person or via Live Streaming Video Webcast**

<http://www.3cmediasolutions.org/pages/featuredWebcasts/CCCREECW.html>

The California Community College Real Estate Education Center Presents:



### **“Real Estate Educators' Conference”**

When: Friday, February 25, 2011

Where: Hilton San Diego Mission Valley  
901 Camino del Rio South  
San Diego, Ca 92108

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Featured Morning Speaker:

*Bob Clark, Director, California Office of Real Estate Appraisers*

Luncheon Speaker:

*Robert Kleinhenz, Deputy Real Estate Economist, California Association of Realtors ®*

Updates from:

Department of Real Estate  
California Community Colleges Chancellors Office  
California Association of Realtors ®

Breakout sessions:

Financial Literacy Course Offering for Community Colleges  
Real Estate Agent 45-hour Continuing Education Classes for Community  
Colleges

Registration 8:00 am

Live Workshop from 9:00 am to 2:00 pm

*subject to change*



# Winter 2011 Real Estate Educators' Conference / San Diego February 25, 2010

## Registration

### Date / Location

Friday, February 25, 2010  
Hilton San Diego Mission Valley  
901 Camino del Rio South  
San Diego, CA 92108  
(619) 682-3947 or 1-800-Hiltons

Name \_\_\_\_\_

College / Company \_\_\_\_\_

DRE/OREA /OTHER (CE credit) License # \_\_\_\_\_

### Registration / Luncheon Fee

Community College & Others—\$50  
\* Students -\$25 by reservation/\$50 at door.

**Early Bird Rate:** (\$5 off)  
if Payment postmarked by 02/19/2011 \$45  
After 02/19/2011 \$50 at door.

Address \_\_\_\_\_

City/State//Zip \_\_\_\_\_

Telephone (\_\_\_\_\_) \_\_\_\_\_

E-mail address \_\_\_\_\_

Maps & directions can be found at:  
[www.SanDiegoMissionValley.Hilton.com](http://www.SanDiegoMissionValley.Hilton.com)

Scholarship Donation: \$ \_\_\_\_\_ Bruss \_\_\_\_\_ Anderson \_\_\_\_\_ McKenzie \_\_\_\_\_

**Return form with CHECK payable to: City College of San Francisco c/o Real Estate Education Center, 88 4th St., Rm. 324 San Francisco, CA 94103. Sorry, no VISA/MC/PayPal. \* Students must call or email the Center to reserve \$25 rate. No refunds or cancellations received after 02/19/10. Note: Separate check payable to "CCSF" to contribute to Bob Bruss, Lowell Anderson and/or Dennis McKenzie**

For special guest room rates on Thursday evening February 24 through the weekend, please call (619) 682-3947 or 1-800-Hiltons and ask for the reduced rate: code "**CCCR**" On site parking available for only \$8.00 . **No** free airport shuttle. Publishers/Exhibitors contact Walt Huber 310-827-5578 to reserve Exhibitor display space or a **display advertisement on the Live Streaming Video Broadcast !**

● THIS PROJECT WAS FUNDED FULLY OR IN PART BY A GRANT (#09-0015), AWARDED TO SAN FRANCISCO CCD AND ADMINISTERED BY THE COMMUNITY COLLEGES CHANCELLOR'S OFFICE, FROM AN ENDOWMENT PROVIDED BY THE DEPARTMENT OF REAL ESTATE. IT IS THE POLICY OF CITY COLLEGE OF SAN FRANCISCO NOT TO DISCRIMINATE AGAINST ANY PERSON ON THE BASIS OF RACE, COLOR, NATIONAL ORIGIN, SEX OR DISABILITY IN ALL OF ITS EDUCATIONAL AND EMPLOYMENT PROGRAMS AND ACTIVITIES.



California Community Colleges  
Real Estate Education Center

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**THE  
INFORMER**  
Winter 2011

**Register NOW  
for  
February 25, 2010  
Real Estate  
Conference!!!**