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Real Estate Endowment Fund

Fall 2008

**Dear Real Estate Educator:**

SAD NEWS. We have lost two great legends in our real estate community. Dennis McKenzie, a beloved professor and author from College of the Redwoods, passed away on June 13, 2008 and Lowell Anderson, Professor Emeritus from Cerritos College passed on March 28, 2008. Please see "Tribute to Legends" on page 2 regarding their scholarship funds. Please join our tribute to Dennis at our LA conference. We send our condolences and prayers to their family and friends.

Thank you all for attending our successful Spring 2008 Real Estate Educators Conference in San Francisco last April. A special THANK YOU to our newest presenter, West LA's Dr. Vanita Nicholas whose breakout session, "Strategies to Increase Enrollment" was a terrific success. Thanks also to the following speakers, without whom, our conference would have not been a success: DRE's Janice Waddell, CalHFA's Leah Pears, CAR's Robert Kleinhenz, PhD., Steve Sokol, Esq., Harold Justman, Esq. and Charlie Krackeler who gave a well-attended risk management continuing education session. We have posted CAR Deputy Chief Economist Robert Kleinhenz' "2008 Housing Market Outlook" and Steve Sokol's "Real Estate in Troubled Times: Foreclosures, Bankruptcy, and Tax Effects" presentations on the Center's website [www.ccsf.edu/reec](http://www.ccsf.edu/reec) go to conferences link.

**Mark your calendars! Real Estate Educators' Conference Fall 2008 Friday, October 24, 2008** at the Hilton Los Angeles Airport 310-410-4000. Winter 2009 Conference in San Diego on February 20, 2009 and Spring 2009 Conference in San Francisco on April 24, 2009, locations TBD. Please visit our website at [www.ccsf.edu/reec](http://www.ccsf.edu/reec) as the date gets closer for registration and agenda information.

**SIGN UP NOW** to get \$5 off the \$50 registration fee with the discounted "Early-Bird" \$45 rate when paid registration is received on or **before October 17, 2008!** (See page 3 for Conference Agenda & Registration form or mail us the on-line registration form at [www.ccsf.edu/reec](http://www.ccsf.edu/reec) "Conferences" link.) Your real estate students can come too! We offer a reduced registration fee of \$25 for students who call the Center Assistant, Craig Easley at 415-267-6552 to reserve ASAP. Otherwise, it's \$45 at the door, so please advise your students.

After our morning updates, Robert Kleinhenz, PhD., Deputy Chief Economist with CAR will give us "2008 Housing Market Outlook" as our keynote lunch speaker. Our morning speaker will be Lois Kadosh, 2008 Chair of CAR's Educational Services Committee, who will address "Tales of an Expert Witness" and also present a new breakout session. The other two breakout sessions: Dr. Vanita Nicholas from West LA College on "Strategies to Increase Enrollment" and a NEW breakout session Dearborn Publishing's "Leveraging Online Learning Solutions".

Scholarships available to real estate students! Encourage your students to apply by March 2009 for Endowment Scholarship Fund and the Bob Bruss Scholarship Fund by obtaining an application at [www.ccsf.edu/reec](http://www.ccsf.edu/reec).

CREEA members don't forget your 8:15am – 9:00am meeting that morning.

Sincerely,

Michele E. Hagan, J.D., Director, California Community Colleges Real Estate Education Center

## **Tribute to Legends**

**Dennis J. McKenzie**, author, popular lecturer, consultant and beloved professor from College of Redwoods (retired 2008) passed away on June 13, 2008 due to complications following surgery. Dennis was born April 22, 1940 in Niles CA, and graduated from Humboldt State and achieved masters degrees in business and economics. He began teaching at College of the Redwoods in 1970 and taught many seminars through USC. In addition to his many friends, and numerous students whose lives he touched, he is survived by his two daughters, Allison and Shannon and their husbands and two granddaughters, Renee and Megan, and his two brothers Myron and Terry and their families. In addition to his many years teaching real estate, Dennis made a tremendous contribution to real estate education in California and to our real estate community by authoring numerous textbooks, presenting many practical seminars and serving as the Director of the California Community College Real Estate Education Center. His laughter, enthusiasm, love of life, and his smile will be truly missed.

In honor of Dennis' life and work, his publisher, Cengage Learning, has created the Dennis J. McKenzie Scholarship Fund for real estate students with an initial contribution of \$4,800. If you would like to join Cengage Learning in honoring Dennis and continuing his commitment to real estate education in California, please send your contributions in any amount to the Center made payable to CCSF and please note the memo line "McKenzie". Scholarship applications will be available shortly on the Centers website at [www.ccsf.edu/reec](http://www.ccsf.edu/reec).

**Lowell Anderson**, former Professor Emeritus of Real Estate Cerritos College (retired 2003) passed away on March 28, 2008. Lowell began his teaching career at Cerritos College in 1962. He most likely had a hand in the education of thousands of current and retired real estate agents in the Southern California Area during the 40+ years he taught at Cerritos College. He was instrumental in working with Bill Moran and John Liberator, from the Department of Real Estate, to have the California real estate exams administered at Cerritos College for 3 years. He also authored many real estate textbooks and study guides. Lowell was very devoted to his students and the Falcons athletic program at Cerritos College. After retiring from Cerritos College, he began to teach bible lessons at his church. His love of teaching never diminished, even as his age advanced. Lowell was non-stop until his death even with his recent purchase of a computer so that he could learn Spanish. He is deeply missed by his family, friends, former students, staff, and colleagues at Cerritos College. He was a true pioneer and dedicated supporter of real estate education in the California Community Colleges. We will miss his familiar face and his gentlemen spirit at our real estate educators conferences.

In Lowell's honor, Cerritos College has established a scholarship fund, the Lowell Anderson Real Estate Scholarship. Please see the "Foundation Scholarships" page of the Cerritos College website ([www.cerritos.edu](http://www.cerritos.edu)) for contribution & application details. Additionally, you may also join his many colleagues and friends by making a contribution to the Lowell Anderson Scholarship Fund created by the Center after our tribute at last April's Conference. Please send your contribution in any amount to the Center and make your checks payable to CCSF and note the memo line "Anderson" .

## **Department of Real Estate**

Please see new laws & regs: SAFE Mortgage Licensing Act of 2008, SB 127 (property disclosure), SB1737 (brokers & licensees), AB 180 (mortgages foreclosure consultants), AB 2105 (elder abuse CE), AB 1830 (lending), and watch AB 1925 (franchise tax professional licensees). See [www.leginfo.ca.gov](http://www.leginfo.ca.gov) & [www.dre.ca.gov](http://www.dre.ca.gov).

# Real Estate Educators' Conference

Friday, October 24, 2008

## PROGRAM

- 8 a.m.**                    **Registration desk opens**  
Exhibits/Continental Breakfast (compliments of Exhibitors)
- 8:15-9:00 a.m.**        **CREEA meeting**
- 9:00 a.m.**                    **Morning Update Session**
- Michele Hagan, Director, CCC Real Estate Education Center
  - Janice Waddell, DRE Manager of Education, Research & Exam Programs
  - Leah Pears, California HFA, Homeownership Outreach Officer
  - Lois Kadosh, Chair, CAR Educational Services Committee
  - Chuck Wiseley, Career & Technical Education, Chancellors Office
  - **Tribute to Dennis McKenzie**, Professor, Real Estate, College of Redwoods
- 9:45 a.m.**                    **Break with Exhibitors**
- 10:00 a.m.**                    **Featured Morning Speaker**  
Speaker: Lois Kadosh, Chair, CAR's Educational Services Advisory Committee  
Topic: "Tales of an Expert Witness"
- 11:00 a.m.**                    **Break with Exhibitors**
- 11:15 a.m.**                    **Breakout Sessions:**
- "Strategies to Increase Enrollment", Dr. Vanita Nicholas, West LA College
  - "Managing Red Flags & Other Risks", Lois Kadosh, 2008 Chair CAR Ed. Com.
  - "Leveraging Online Learning Solutions", Nancy Dunlop, Dearborn Publishing
- 12:15 p.m.**                    **Break with Exhibitors**
- 12:30 p.m.**                    **Luncheon**  
Speaker: Robert Kleinhenz, PhD., Deputy Chief Economist CAR  
Topic: 2008 Housing Market Outlook
- 2:30 p.m.**                    **Adjourn**

## WHAT'S NEW

### Fall 2008

- **Janet Truscott**, Dean of Business Division at San Joaquin Delta College (Stockton) has recently joined the Real Estate Endowment Advisory Committee as a board member. Dean Truscott replaces Kim Tyler of Shasta College who recently resigned after many years of dedicated service. Thank you Kim! Welcome Janet!
- We congratulate the **first two recipients** of The **Bob Bruss Memorial Scholarship Fund**, **Starr Goode** of Fresno City College and **Michael McCoy** of West Los Angeles College whom have each received a \$750 scholarship. Thanks to Dearborn Publishing for the initial contribution of \$1,500 to create the fund in Bob's honor and to many of you who gave generously. In 2008-2009, we can again thank Dearborn Publishing for their annual \$1500 to Bob's scholarship fund. If you would like to contribute to Bob's fund, please enclose a separate check payable to CCSF with memo line noted "Bruss" with your registration. Thanks for your continued generosity on behalf of the California community colleges' real estate students.
- Congrats to **Lois Kadosh**, long-time member of the CREEA community & Berkeley real estate broker, who now serves as 2008 Chair of the CAR Educational Services Advisory Committee. She will join us as our morning speaker & lead a Q& A breakout session.
- **NEW SPEAKER:** Dearborn Publishing's, Nancy Dunlop, new breakout session on "Leveraging Online Learning Solutions".
- Would you like to join the Real Estate Endowment Advisory Board? We are looking for real estate instructors who can commit to attend meetings, conferences, and participate in fundraising and advisory activities. Interested in speaking at our conferences? or writing an article for this newsletter? Please send your bio to the Center Director, Michele E. Hagan, J.D., at below address.

## Fall 2008 Real Estate Educators' Conference / Los Angeles October 24, 2008

### Registration

#### Date / Location

Friday, October 24, 2008  
Hilton LA Airport  
5711 West Century Blvd.  
Los Angeles, CA 90045  
(310) 410-4000

Name \_\_\_\_\_

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

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

#### Registration / Luncheon Fee

Community College & Others—\$50  
Students -\$25 for first 15 reserved /\$45 at door.

Address \_\_\_\_\_

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

**NEW Early Bird Rate:** (\$5 off)  
if Payment postmarked by 10/17/08 \$45  
After 10/17/08 \$50 at door.

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

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

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

Fax \_\_\_\_\_

**Return form with CHECK to: City College of San Francisco** c/o Real Estate Education Center, 88 4th St., Rm. 324  
San Francisco, CA 94103. \*Students must call the Center to reserve \$25 rate. No refunds on cancellations received after 10/17/08.  
Note: Separate check payable to "CCSF" to contribute to Bob Bruss, Lowell Anderson and/or Dennis McKenzie Scholarships.

For special guest room rates on Thursday evening October 23, please call 1-800-Hiltons and ask for "ZS" rate or call nearby 4 Points Sheraton at 310-645-4600. Special Parking rate for attendees of \$ 10 self-park & \$17 for valet. Publishers/Exhibitors contact Walt Huber 310-827-5578 to reserve Exhibitor display space.

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California Community Colleges  
Real Estate Education Center

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**THE  
INFORMER**

Fall 2008

*Register EARLY  
for  
October 24, 2008  
Real Estate  
Conference!!!*