



Quality Workshops est. 1992

Vermont Real Estate Related Laws

Course Provider: Quality Workshops
Mailing Address: 389 Plank Road, Vergennes, VT 05491

Contact Person: Justin Rice – 802-877-2465

Web Address: <http://www.qualityworkshops.com>

E-mail Address: info@qualityworkshops.com

Program Offering Dates: Posted at Web Address

Number of Hours of Education: 4 cr. Hrs.

Instructor: Russell F. Niquette Jr., Esq.

Course Style: Classroom

Course Purpose: Continuing Education

We hereby certify that the information contained in this application is true and accurate to the best of my knowledge and belief. We have read the course responsibility checklist and agree to adhere to all requirements.

Walter L. Rice – Principle

Justin N. Rice – Sales and Marketing

I. Program Information

A. Course description

Licensees must have a clear and accurate understanding of the laws that affect real estate. Although Vermont Statutes Annotated (VSA) *Title 26- Professions and Occupations Chapter 41 - Real Estate Brokers and Salespersons* is the most important statute needed for real estate licensees to perform day-to-day activities; there are other Statutes which apply to the selling or purchasing of Vermont real estate that also need to be understood and applied. These statutes are referenced as study material for persons in preparation of taking Vermont's real estate licensing exam. Licensees are held accountable for areas of knowledge that needs to be disclosed to prospective sellers and buyers during real estate services. Failure to disclose material facts pertaining to these related laws to customers and clients is a violation of agency disclosure laws. This course provides an opportunity for licensees to review and develop procedures on how to comply with the intent of these related laws during the day to day activities of a real estate agent.

B. Course outline

1. Introduction of instructor & guest speakers – 5 min.
2. Brief review of policies, expectations, and procedures – 5 min.
3. Course objectives & handouts – 10 min.
4. Presentation & discussions on the Vermont Real Estate Related Laws - 120 min.
5. Application discussions on related case studies & hypothetical situations. – 90 min.
6. Closure, evaluation forms collected, & certificates issued – 10 min.

C. Learning objectives

To review, discuss, and analyze the following related laws as they apply to Vermont real estate services and/or transactions:

1. Commerce and Trade – Title 9
 - a. Residential Rental Agreement – *Landlord & Tenant* - Chapter 137
 - b. Discrimination, Public Accommodations, Rental & Sale of Real Estate – Chapter 139
 - c. Human Rights Commission – Chapter 141
2. Conservation & Development – Title 10
 - a. Tourist Information Services – *Sign Laws* - Chapter 21
 - b. State Land Use & Development Plans – *Act 250* – Chapter 151
3. Municipal & County Government – Title 24
 - a. Municipal & Regional Planning & Developing - *Planning & Zoning Laws* – Chapter 117
4. Property – Title 27
 - a. Conveyance of Real Estate – Chapter 5
 - b. Condominium Ownership Act – Chapter 15
5. Taxation & Finance – Title 32
 - a. Income Taxes – *Withholding on Sale of Real Estate* – Chapter 151
 - b. Property Transfer Tax – Chapter 231
 - c. Tax on Gains from the Sale or Exchange of Land – *Land Gains Tax* – Chapter 236
6. Environmental Protection Rules – *Wastewater Systems and Potable Water Supply Rules* EPR - Chapter 1 (§303, §303(b), §304)

II. Implementation and Instruction:

Lectures, Small Group Dynamics, Guest Speakers (as available).

III. Technology & Aids:

CDs, DVD Videos, PowerPoint slide presentations, outline & related material handouts.

IV. Textbooks / Workbooks / Publications:

Handouts for each program is attached in Appendix B.

V. Instructor Information:

Complete information for each instructor is attached in Appendix A

Instructors / Address	Phone / Resume	Subjects / Topics	Qualifications
Russel F. Niquette Jr. Esq. PO Box 1 7-9 E. Allen St. Winooski, VT. 05404	802-655-0780 Resume - Yes	All	Active attorney with vast experience in laws of agency, 6 year instructor for Quality Workshops and believes in education as a means of litigation prevention.
Walter L. Rice 389 Plank Road Vergennes, Vermont 05491	802-877-2465 Resume - Yes	Distance Learning Only	Founder, Program Developer, and Principal and Instructor for Quality Workshops since 1992.

VI. Program Advertising:

Complete information for advertising is attached in Appendix A

The location for current programs for web site users is:

<http://www.qualityworkshops.com/liveprograms/index.htm>

All referenced links will be updated upon approval of these programs.

Appendix A

Quality Workshop's

Instructors, Marketing, & Principal Resumes

Russell F. Niquette, Jr. Esq.

Niquette, Niquette & Associates

9 East Allen Street, P.O. Box 1 * Winooski, Vermont 05404-001 * 802-655-0575

Education

Suffolk University Law School, Boston, MA – Juris Doctorate (1972-1975)

Norwich University, Norwich, Vermont (1961 – 1965)

Rice Memorial High - South Burlington, Vermont (1957 – 1961)

Professional Expertise

Niquette, Niquette & Associates

Real Estate Attorney (1974 - Present)

Real Estate Instructor (1992 - Present)

Agent for Common Wealth Land Title Insurance Company

Property Manager (Commercial & Residential)

Corporations & Partnership

Business & Civil Litigation

Wills & Probate

Quality Workshops Real Estate Education

Real Estate Instructor (1992 – Present)

Justin N. Rice

Quality Workshops - Marketing

PO Box 389 * Plank Road * Vergennes VT, 05491 * Ph/Fx: 802-877-2465

Education

University of Vermont – Burlington, Vermont (1998 -1999)

Coastal Carolina University – BS/BA Marketing – Conway, SC (2000-2003)

Professional Expertise

Quality Workshops

Sales & Marketing Manager (2004)

College Years Work Environments

Barnes & Noble

General Employment

Basin Harbor Golf Club

Pro-Shop & Customer Service

Travelin' Dogs

Fast Food Line Manager

Appendix A (Cont.)

Walter L. Rice

Quality Workshops - Principal

389 Plank Road * Vergennes VT, 05491 * Ph/Fx: 802-877-2465

Education

Quality Workshops & USEA Forms (1992 – present)
Digital Computer Equipment Management Training (1984 – 1991)
Trinity College - B.S. Business - Burlington, Vt. (1982)
University of Vermont - Engineering Math & Science – (1968–1977)
Vermont Technical College - A.S. Eng. Randolph, Vt. (1968)

Professional Expertise

Quality Workshops (1992-Present)

Founder, Instructor, Course Designer, Consultant

Digital Computer (1983-1992)

Liaison Engineering Support, ISO9000
Mechanical Engineering Manager
Senior Design Assurance Engineer
Senior Quality Engineer

Real Estate Licensee (1973-Present)

Pollendar Real Estate, Clark Real Estate, DBA-Broker (1982-Present)

Simmonds Precision (1968-1983)

Aerospace Technology-Military, Commercial, and NASA
Quality Manager
Senior Reliability Engineer
Qualification Technician

Appendix A (Cont.)

Sample post card advertisement

WWW.QualityWorkshops.Com

! Real Estate Renewal Programs!

VREC Approved for 4 Cr. Hrs. Each

Oct 25, 2010

ASA Bloomer Bldg

Rutland, VT

8:00 am
to
12:15 pm

VT Real Estate Laws (2008 Required)

- Old English Common Law
- History
- Creation of VT Laws
- Title 26, Chapter 41 (RE Laws)
- Unprofessional Conduct
- Case Study Workshops

12:45 pm
to
5:00 pm

Understanding 1031 Exchange

- History of 1031 Exchanges
 - Capital gains taxes
 - Installment Sales, pros and cons
 - Simple to Multiparty Exchanges
 - Current 1031 Laws
 - Forms used to execute 1031's
-

Instructor:

Russel F. Niquette Jr. , Esq.



Pre-Registration Required

Call 802-877-2465 to Register

MC / Visa or Check

\$ Price of Program \$

Appendix A (Cont.)

Sample Evaluation Form

Vermont Real Estate Commission Evaluation Sheet for Quality Workshops

Student's Name:	Course Title / No.:
Instructor(s):	Location / Date:

General Instructions: The purpose of this form is to obtain information concerning the instructor of this course, the course itself, and instructional materials. Each student in the class must complete a form. The student will turn in the form to the instructor at the end of the course. This evaluation is important. It is used by instructors for improving or validating their teaching methods and for gaining feedback on course content. Evaluations are also used by the Real Estate Commission when determining future course, and instructor approvals.. "Ex" means Excellent.

Evaluation	Ex	Good	Fair	Poor
How would you rate this instructor's knowledge and command over the subject matter?				
Were the instructor's oral and/or visual presentations easily understandable?				
Was the instructor skillful at handling student questions and opinions?				
Did the instructor relate the course content to professional practice?				
Did the handouts or exercises enhance the course content?				
Did the instructor stimulate your interest in learning the subject matter?				
How likely would you be to recommend this instructor to fellow licensees?				
How would you rate the quality of the handout materials?				
Please rate the degree to which the course outline was followed?				
How likely would you be to recommend this course to other students, regardless of the instructor?				
Could this course benefit from effective use of technology (computers, video, etc.)?				

General Comments: Please comment on the back of this evaluation on how you feel any of the above topics might be improved upon. Include comments on instructor's knowledge of subject, general environment, class organization and management.

Sample Certificate

<h3 style="margin: 0;">Vermont Real Estate Education Certificate / Receipt</h3> <p style="margin: 0;">Issued by: Quality Workshops www.qualityworkshops.com Phone: 1-802-877-2465</p>			
Location: _____		Enrollment Fees: _____ \$85 _____	
Date: _____		Instructor: <u>Russel F. Niquette Jr., Esq.</u>	
<u>Course Title(s)</u>	<u>Cr. Hrs.</u>	<u>Required</u>	<u>Elective</u>
	4		
Students Name (Print): _____		Students Signature: _____	
The above student has successfully completed the subject course(s) at the location(s) and date(s) as noted. These courses have been approved by the Vermont Real Estate Continued Education Committee for the number of indicated credit hours for the student's elective continued education, or the VREC Required Course.			
Important information for Student/Licensee: You must retain this Certificate in your personal records for a minimum of four years from the date of issue.			
Student's Name must match the course provider's Sign-in Sheet, subject to Vermont's Real Estate Commission audits. Any falsification with respect to courses attended will be cause for criminal proceedings.		Sponsor: Quality Workshops	

Appendix B

Vermont Real Estate Related Laws

Course Outline, Handout, & PowerPoint

Note: The following outline will be expanded for student note taking. These documents represent some 200 plus pages of materials of which are made available for free to every student from www.qualityworkshops.com link:

Each Statute or Rule has been highlighted for key point review and discussion. Students may choose to purchase a hard copy or obtain access with an email address to the above site for a soft copy. Each paragraph of these laws is linked to Vermont Statutes Online for ease of review. A full hard copy of the 2008 laws and rules has been included with this application. Review of the soft copy by anyone on the education committee may be accessed from the above referenced sites.

1. Commerce and Trade – Title 9
 - a. Residential Rental Agreement – *Landlord & Tenant* - Chapter 137
 - b. Discrimination, Public Accommodations, Rental & Sale of Real Estate – Chapter 139
 - c. Human Rights Commission – Chapter 141
2. Conservation & Development – Title 10
 - a. Tourist Information Services – *Sign Laws* - Chapter 21
 - b. State Land Use & Development Plans – *Act 250* – Chapter 151
3. Municipal & County Government – Title 24
 - a. Municipal & Regional Planning & Developing - *Planning & Zoning Laws* – Chapter 117

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Course Outline, Handout, & PowerPoint

4. Property – Title 27

a. Conveyance of Real Estate – Chapter 5

b. Condominium Ownership Act – Chapter 15

5. Taxation & Finance – Title 32

a. Income Taxes – *Withholding on Sale of Real Estate* – Chapter 151

b. Property Transfer Tax – Chapter 231

c. Tax on Gains from the Sale or Exchange of Land – *Land Gains Tax* – Chapter 236

6. Environmental Protection Rules – *Wastewater Systems and Potable Water Supply Rules* - EPR Chapter 1 (§303, §303(b), §304)