

ADVISOR

TREC Strategic Plan incorporates public input

On May 13, 1996, the Texas Real Estate Commission approved its agency strategic plan for the next five years. The plan included input from a public planning session held April 1, 1996 in which participants from the real estate community and public shared views of current and future issues affecting real estate. A similar planning session was held at the annual conference of the Texas Real Estate Teachers Association (TRETA) on April 12, 1996. Suggestions from these workshops were used in the development of the strategic plan

submitted to the Commission by TREC staff. After its approval, the plan was submitted to the Governor's Office of Budget and Planning and the Legislative Budget Board on May 31, 1996.

Beginning in 1991 with the passage of House Bill 2009 all state agencies within the executive branch of government were required to participate in a comprehensive strategic planning process. Strategic Planning is a process that results in a formal document that communicates an agency's goals, directions, and

outcomes to various audiences, including the Governor and the Legislature, client and constituency groups, the general public, and the employees of the agency. The strategic plan serves as the basis for the agency's strategic planning and budget structure, through which the agency develops an appropriations request which reflects decisions about how fiscal resources will be allocated. The ultimate goal of strategic planning is to focus on the quality of services provided and the results or benefits of these services to Texans.

At the agency's strategic planning session in April approximately 25 persons representing a cross section of the groups that use the Commission's services attended: brokers, salesmen, inspectors, and education providers. Seven Commissioners and 10 staff members were also actively involved in the planning session. In addition to the open meeting, interested persons participated through correspondence

(Continued on page 3)

Lead-based paint addendum approved by TREC for voluntary use

On May 13, 1996, TREC approved for voluntary use a lead-based paint contract addendum developed by the Texas Real Estate Broker-Lawyer Committee. The addendum is to be used only with contract forms approved or promulgated by TREC. The form will be formally proposed for promulgation at the June 24, 1996, TREC meeting.

HUD and EPA rules effective September 6, 1996, for owners of more than four dwellings and effective December 6, 1996, for owners of four or less dwellings, will require a separate contract addendum to be used if the home was built prior to 1978. Patterned after models suggested by HUD/EPA, the addendum contains a required lead warning statement and other elements required by the federal law. Buyers would acknowledge receipt of any information or reports provided by the seller, including a pamphlet *Protect Your Family From Lead in Your Home* and have the opportunity to inspect the property for lead-based paint or hazards. If either lead-based

paint or lead-based paint hazards are present, buyers would have the right to terminate the contract.

Unless they represent only the buyer and are paid by the buyer, brokers will be required by federal law to ensure that the seller has complied with specific disclosure and contractual obligations summarized in the addendum.

Copies of the addendum are available from TREC by mail, TREC Fax or the TREC website. Comments may be addressed to the Office of General Counsel, P.O. Box 12188, Austin, Texas 78711-2188.

The federal law also requires an addendum to leases of residential property built prior to 1978. Trade associations are also expected to make lease forms available for their members.

For more information or to receive a copy of the lead hazard information pamphlet contact the National Lead Information Clearinghouse at 800/424-5323 and on the World Wide Web at <http://www.nsc.org/nsc/ehc/ehc.html>.

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Official publication of the
Texas Real Estate Commission

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The *ADVISOR* (ISSN 1047-4579) is published by the Texas Real Estate Commission (TREC) as an educational service to all brokers and inspectors in the state of Texas. The purpose of the newsletter is to promote a better understanding of The Real Estate License Act and to inform all licensees of changes affecting laws and practices in the real estate industry. The *ADVISOR* is funded through legislative appropriations and subscriptions collected from TREC licensees.

The official text of TREC rules is filed with the Office of the Secretary of State, Texas Register.

TREC encourages reproduction of this newsletter with the appropriate acknowledgements. Subscriptions are available for \$3.00 for two years. Single issues are \$1.00. To order a subscription or a single issue write to: *ADVISOR*, Texas Real Estate Commission, P.O. Box 12188, Austin, Texas 7711-2188.

If you should have any questions or comments about the information in this newsletter please contact:

Texas Real Estate Commission
P.O. Box 12188
Austin, Texas 78711-2188
(512) 459-6544

Commission Meeting Highlights

April 1, 1996

Austin - Commission adopted an amendment to 22 TAC §535.148, concerning termination dates of listing contracts and other personal services contracts. The amendment clarifies that any agreement requiring the licensee to perform services for which a license is required (such as a buyer representation agreement or management agreement) would have to have a definite termination date which is not subject to prior notice. (see page 3, this issue.)

Commission adopted amendments to 22 TAC §535.51 concerning general requirements for licensure and to §535.208, concerning application for an inspector license. The amendments adopt revised application forms necessary because of the change to contract testing and the adoption of rules permitting certain licensing requirement waivers (see *Waiver rules adopted for previous licensees, Advisor V7, no. 1*).

Commission proposed for publication in the Texas Register an amendment to 22 TAC §535.300, concerning advertising by residential rental locators. The amendment provides a definition of the term "advertising," addresses the inclusion of the broker's license number in the ads, requires the locator to have consent of the owner or the owner's authorized agent to offer a unit and summarizes the penalties for violation of the guidelines.

Commission proposed an amendment to 22 TAC §535.91, concern-

ing renewal applications. The proposed amendment revises the form to eliminate unnecessary or outdated language.

Commission voted to authorize deposit or distribution of funds collected on behalf of the Real Estate Center.

Commission adopted TREC investment policy currently in use. Commission appointed Alan Waters, staff services director, as TREC financial investment officer and Carla Barron, chief accountant, as alternate financial investment officer.

May 13, 1996

Austin - Commission discussed amendments to 22 TAC §535.300, concerning advertising by residential rental locators and 22 TAC §535.91 concerning renewal applications.

Commission approved TREC strategic plan (see Strategic Plan, page 1, this issue).

Commission approved a lead-based paint contract addendum for voluntary use (see article on page 1, this issue.)

Future Meeting Dates:

Texas Real Estate Commission:
June 24, 1996 - Austin

Broker-Lawyer Committee:
July 11-12, 1996 - Austin

Texas Real Estate Commission:
August 12, 1996 - Austin

Broker-Lawyer Committee:
September 12-13, 1996 - Austin

Texas Real Estate Commission:
September 23, 1996 - Austin

The mission of the Texas Real Estate Commission is to assist and protect consumers of real estate services, and foster economic growth in Texas.

Through its programs of education, licensing and industry regulation, the Commission ensures the availability of capable and honest real estate service providers.

Strategic Plan *continued from page 1*

via letters, fax, e-mail and the Internet. At the TRETA conference on April 12, over 100 persons representing a cross section of the real estate education community expressed their concerns and opinions about the future of real estate education in Texas.

The final plan addresses three key issues of importance for TREC to focus on today and in the future: enforcement, education and technology. The following includes an overview of the three plan initiatives:

Enforcement Initiatives

TREC's commitment to firm, fair and consistent resolution of complaints against its licensees is an important aspect of the customer service Texas citizens deserve. The Commission will give the highest priority to improving the effectiveness of the agency's enforcement programs. In order to provide swift and sure complaint resolution, the Commission seeks to increase the enforcement staff with an additional attorney, a case manager and an additional clerical support person.

Education Initiatives

In order to assist and protect the consumers of real estate services the Commission must expand its education efforts. To do this TREC seeks to educate consumers of real estate services, providers of real estate services and educators of licensees. TREC is currently studying the use of public service announcements, newspaper articles, seminars and free

publications for the real estate consumer. Possible consumer education topics include consumer rights, the complaint process, TREC's role in the real estate industry and consumer "How to Buy a House" pointers.

Improving licensee education is required to ensure that communities are served by honest and capable real estate service providers. The Commission is committed to improving licensee education and is currently examining education initiatives. These may include requiring the update of core course materials, expanding topics for mandatory continuing education (MCE), requiring an MCE exam, raising initial education requirements and modifying salesman education requirements for renewal. To assure that licensee education is up-to-date and accurate the Commission intends to increase the use of its successful "Train the Trainer" educator provider seminars and explore the possibility of continuing education requirements for educators.

Technology Initiatives

New communication technologies have provided the agency with remarkable opportunities to distribute information and forms to applicants, licensees, educators and the general public. The challenge to the agency is to research, identify and incorporate the most cost effective technology, inform the users of its availability and encourage the acquisition of the

necessary hardware and software. The Commission will continue to use the Internet, TREC Fax, E-mail, automatic list server services, etc. as major sources for information dissemination. Public response from use of these technologies in TREC services has been overwhelmingly positive. Consistent with TREC's implementation of technology, it intends to seek funding to purchase an electronic imaging system. This electronic technology is a cost effective way to manage agency documents by storing them electronically thus saving file storage space and facilitating easier access.

Further Participation Encouraged

Strategic planning is a process, not a product. The public is encouraged to visit the plan on the TREC web site. The strategic plan has its own page which uses hypertext links and will be updated periodically to allow viewers an opportunity to actively monitor and comment on TREC's progress in implementing its plan.

Licensees are strongly encouraged to participate in TREC's implementation of its agency blueprint for the next five years. To read the entire document, ***Agency Strategic Plan for the 1997-2001 Period for the Texas Real Estate Commission***, view it on the World Wide Web at http://www.trec.state.tx.us/strategic_planning/1997-2001.

Definite termination dates required for management and representation agreements; automatic renewal clause no longer allowed on contracts

TREC has adopted an amendment to 22 TAC §535.148 to make the rule consistent with an amended provision of The Real Estate License Act. Since January 1, 1996, it has been a violation of Section 15(a)(6)(G) of TRELA if a broker's listing contract or other contract ***under which the licensee agrees to perform services for which a license is required*** does not have a definite termination date which is not sub-

ject to prior notice. The amendment to the rule became effective May 2, 1996. It clarified that all agreements of this nature must have a definite termination date and not contain automatic renewal clauses under which the client's failure to notify the broker results in a continuation of the agreement. Listing contracts have been subject to this requirement in the law since 1975. Buyer or tenant representation agreements and

those management agreements which call for the broker to negotiate leases or perform other acts for which a license is required must now also have a definite termination date. In the opinion of TREC's counsel, the law is not violated by contractual provisions which set a definite termination date and then permit the client to terminate the agreement *prior* to the termination date.

Electronic information sources from the Texas Real Estate Commission

The Texas Real Estate Commission (TREC) began 1996 with a variety of new services which provide greater and easier public access to TREC information. Public response has been overwhelmingly positive. These services are available with the use of basic office equipment: a telephone, a fax machine and a personal computer with telecommunication capabilities. Many real estate licensees already use these technologies in their business everyday. Readers are encouraged to explore these exciting new communication resources by getting connected. The June 1996 issue of *Texas Realtor* magazine has an excellent primer on the internet for real estate licensees, "Make the Leap to the Web," which is available for viewing on TREC's website.

TREC has found that use of these new technologies has saved both time and postal costs associated with disseminating TREC information. Real estate licensees can now access Commission meeting schedules and agendas, the latest forms, applications and contracts, timely information on real estate issues and more, 24 hours a day, when it is convenient to their schedule.

TRECFax

Fax-On-Demand

[(512) 419-1623]

TREC's fax-on-demand system (TRECFax) provides immediate information and forms to users via their fax machines. Users call the system from the handset on their fax machine, select documents using the touch-tone key pad, and selections are immediately faxed on the same telephone call. For more information contact Glen Bridge at (512) 465-3927 or E-mail:

information.services@trec.state.tx.us.

Typical documents include:

- Catalog of Available Documents

- Commission Meeting Agendas and Minutes

- Application Forms

- Past issues of the *Advisor*

- Articles by TREC's Enforcement Division about the Act and Rules

World Wide Web [http://www.trec.state.tx.us]

TREC's Home Page is the user's starting point for graphically presented news and information about the Texas Real Estate Commission and its activities. Like the TRECFax, TREC's web pages allow users to get forms and documents. The difference is that forms and documents from the web pages are produced in a very high quality format and are suitable for reproduction. Because of the quality of the document, even promulgated contract forms are available via the web. For more information send E-mail to:

webmaster@trec.state.tx.us

Typical offerings on the web pages are:

- Meeting Schedules

- Current Hot Topics such as TREC strategic plan and contract testing

- Links to TREC Rules at Secretary of State website

- Commissioner Contact Information

- Executive Staff Contact Information

- Information About Other TREC Information Sources

- Links to Other Related WWW Sites such as the Environmental Protection Agency, Real Estate Research Center and National Safety Council

- Employment Vacancy Notices (and Employment Applications)

Bulletin Board Service (BBS) [(512) 419-1360]

This facility allows virtually anyone

with a personal computer (PC or Macintosh or Unix) equipped with a modem to access TREC's information sources. Much of the same information that is available via the World Wide Web is available via the BBS. The interface is via menus rather than the point-and-click of the World Wide Web. For more information contact Glen Bridge at (512) 465-3927 or E-mail :

information.services@trec.state.tx.us.

Electronic Mail List

[TREC-L@

TREC.STATE.TX.US]

TREC is using electronic mail (E-mail) to make information available to the largest possible population of users. Internet E-mail is not only available to those individuals connected directly to the Internet, but is also available through commercial on-line services such as America Online, Genie, Prodigy and Compuserve. TREC uses its mail list server to compliment its interactive services (TRECFax, Bulletin Board and World Wide Web) to distribute information to subscribers directly without the user having to go looking for it. Users simply **SUBSCRIBE** to the mail list by sending an E-mail message to listserv@trec.state.tx.us and automatically receive any information posted to the list by TREC. For more information send E-mail to:

listmaster@trec.state.tx.us.

Electronic Mail

Commissioners and executive staff members may be contacted via E-mail. In addition, general E-mail correspondence may be sent to the following E-mail addresses:

E-mail addresses for TREC departments and topics:

Administration

administration@trec.state.tx.us

General Counsel

general.counsel@trec.state.tx.us

Enforcement

enforce@trec.state.tx.us

Licensing

licensing@trec.state.tx.us

Education

education@trec.state.tx.us

Information Services

information.services@trec.state.tx.us

General Delivery

general.delivery@trec.state.tx.us

Contract Testing

contract.testing@trec.state.tx.us

Strategic Planning

strategic.planning@trec.state.tx.us

Other addresses of interest:

Texas Register Web Page:

<http://www.sos.state.tx.us/texreg/>

TREC Rules at the Secretary of State on the Web:

<http://www.sos.state.tx.us/tac/22/XXIII/>

Education Committee studies real estate education requirements

The Texas Real Estate Commission's Education Committee held a public meeting on May 13, 1996 to discuss education matters. Members of the committee, Mitchell Katine and Hazel Lewis, met with TREC staff and members of the real estate education community and the general public before the May Commission meeting to decide on topics to be discussed at the next committee meeting tentatively scheduled for August 12, 1996.

Items on the agenda for the next committee meeting include the following: acceptance of real estate related courses, updating of core courses, possible monitoring of nonproprietary schools, additional MCE topics, student evaluations and education programs for consumers.

Public participation in TREC rulemaking encouraged

The Texas Real Estate Commission puts continuous effort into making and revising the Rules of the Commission. Since these rules can affect licensees in their business practices, TREC would like to encourage licensees and the general public to participate in the rulemaking process. Following is information that explains the process.

After the passage of a law in Texas, the legislature may implement the law through a state regulatory agency, such as TREC. TREC has the authority to make and enforce rules to comply with the mandated legislation.

Rulemaking is governed by the provisions of the Administrative Procedure and Government Code Chapter 2001. TREC is required to adopt rules of practice relating to disciplinary matters and may establish and enforce rules to clarify or carry out its duties in administering The Real Estate License Act or other statutes.

Commission members, staff, licensees or the general public may first propose a rule. Although TREC considers informal requests, an interested person or group may formally petition for adoption of a rule. Within 60 days after a request, TREC must either deny a formal petition or begin the rulemaking process.

Amendments or repeals of existing rules go through the same process as new rules.

TREC will first consider the text of a proposed rule or proposed amendment to an existing rule at an open Commission meeting and decide whether to propose the rule. If TREC votes to propose the rule, a notice will appear in the *Texas Register*, an official publication of the State of Texas. The latter will defeat the rule action at that point. If ap-

proved to publish, the rules process continues.

TREC must also publish the text of the rule, its intended purpose and its fiscal impact. The Commission must accept public comment for at least 30 days after publication, unless it adopts a rule for a limited time on an emergency basis. TREC carefully considers comments before adoption or rejection of the rule.

After the 30-day comment period, the Commission may vote to adopt the proposed rule action. A hearing may also be compelled by the request of 25 persons or an association having at least 25 members.

Adopted rules ordinarily become effective 20 days after notice of final adoption is filed with the *Texas Register*, unless a later date is specified.

The public may research rules at the *Texas Register* office in Austin, purchase a subscription to the twice weekly publication, or view information on the Texas Register Web page at <http://www.sos.state.tx.us/texreg/>. Copies of the *Texas Register* may also be found in public libraries across the state. The *Texas Register* is published by the Secretary of State.

Copies of current TREC rules are also available at the Secretary of State's website at <http://www.sos.state.tx.us/tac/XXIII/index.html> and by mail from TREC Staff Services Division-Cashier's Office, (512) 465-3920.

Although TREC cannot publish all proposed rules in the *Advisor*, we will publish information on rules at our website, E-mail list server and TREC Fax services. Rule changes published in the *Advisor* will include those we believe are especially important to licensees.

Written comments regarding rules may be submitted to: TREC General Counsel, P.O. Box 12188, Austin,

Testing service to give TREC license exams

New testing service for TREC

On March 22, 1996, a contract was signed between TREC and the National Assessment Institute (NAI) to allow NAI to perform license examination development and test administration for TREC. Beginning July 1, 1996, NAI will administer all examinations for sales, broker, real estate inspector, and professional inspector licensure.

Facts about NAI

NAI administers real estate licensing examinations in New Mexico, Louisiana, Idaho and now Texas. Additionally, NAI has 20 years of experience giving numerous construction trade examinations nationwide.

For Texas and some other states, NAI contracts with Sylvan testing centers to physically administer the examination. **Please note that not all Sylvan centers have examination facilities.** There are Sylvan locations worldwide. For an extra fee, the examination can be administered outside of Texas.

Facts about the examinations

Applicants for sales, broker, inspector and professional inspector licenses will take their examination at one of the 15 Sylvan testing centers located in the following cities in Texas: Amarillo, El Paso, Lubbock, Arlington (D/FW Metro), Fort Worth (D/FW Metro), Mesquite (D/FW Metro), Austin, Houston (Clearlake), Midland, Beaumont, Houston (West University), San Antonio, Corpus Christi, Longview, and Waco.

These testing centers are open five to six days per week typically 9am to 6pm. Applicants must make a reservation with Sylvan via a toll free number to sit for the examination. They may also make a reservation with any of the Sylvan testing centers listed above. Seats are scheduled first come first served, based on available space. Payment (\$25.00)

must be made at the time of the reservation. Payments can be made via MasterCard, Visa, and American Express. NAI also has the ability to accept payment via electronic funds transfer directly out of the applicant's bank. No other payment options are available; no cash, no purchase orders. An applicant may reschedule an appointment without forfeiting the fee, provided they notify Sylvan at least 2 business days prior to their scheduled appointment. If a test reservation is not kept, the applicant will forfeit the reservation fee. Reservations can be made starting June 1, 1996.

Once applicants are eligible to take the examination, they will receive a document called a candidate information brochure (CIB) in the mail (like the old Certificate of Eligibility). This CIB will provide all the information and instructions for making a reservation. The CIB also contains study materials, information and instructions about licensing. Once an applicant has received the CIB, all details concerning the examination process will be handled by Sylvan.

When the original reservation is made, the applicant will give Sylvan the following: name, address, telephone number (used for problem resolution), ID number (from CIB), application expiration date (from CIB), and type of examination: sales, broker, inspector, professional inspector (from CIB)

The applicant will be required to have a **valid photo ID** to sit for the examination. The CIB must be shown each time an examination is taken.

The sales and broker examinations are given in two parts; a general real estate section and a Texas specific section. Both parts must be passed in order to satisfy the examination requirement. The first time an applicant sits for the examination both parts will be given. However, once a part is passed it need not be retaken. The applicant will be given the test results at the testing site

immediately following the test. Applicants will receive an examination analysis to help identify their weaknesses. The applicant may take the test more than once in the same day, if space is available. Please note, however, subsequent tests will be different.

If the examination is passed, the applicant can expect TREC to print a license within three business days, or TREC may advise the applicant that the examination was passed and routine processing has not been completed. Examination results are transmitted electronically to TREC.

Texas Professional Inspector and Real Estate Inspector Exams

The professional inspector and real estate inspector examinations will consist of 80 multiple choice questions. Candidates will have two hours to complete the examination.

Real Estate Salesman Exam

The real estate salesman examination consists of 65 theory questions and 25 Texas Law & Rules questions in multiple choice format. Two hours are allowed for completing the entire exam.

Real Estate Broker Exam

The real estate broker exam consists of 75 theory questions and 35 Texas Law & Rules questions in multiple choice format. Three hours are allowed for completing the entire exam.

Facts about the conversion period

NAI will administer examinations beginning July 1, 1996. Reservations will be taken as of June 1, 1996. The last TREC administered real estate examination will be June 28, 1996. Additional examinations administered by TREC have been scheduled for June. Applicants holding valid Certificates of

Eligibility (C's of E) are encouraged to use them before July 1, 1996. After that date, a special CIB will be mailed to all applicants holding a C of E.

As detailed below, once TREC stops accepting examination fees, the applicant must make a reservation and pay Sylvan to take the examination.

Applications

Applicants filing on or after June 1, 1996 will receive a CIB and be required to make a reservation with Sylvan to test on or after July 1, 1996. No applications containing examination fees will be accepted by TREC if postmarked June 1, 1996 or later.

Re-exams

Exam fees for reexamination will not be accepted postmarked June 15, 1996 or later.

Check the TREC website for up-to-the-minute information regarding

**Watch for TREC's
Fair Housing Seminar
this summer**

The Texas Real Estate Commission is sponsoring a presentation of the **Association for Real Estate License Law Official's Fair Housing Seminar**. The program will take place in late summer.

The latest information on the **ARELLO Fair Housing Seminar** will be available on TREC*Fax*, displayed on TREC's website and sent out to subscribers of TREC's e-mail list server.

**Renew Early.
It's to your advantage. Don't
wait until the last minute.
Your license may expire if
there is a problem with your
renewal.**

Don't use old forms or applications; check their date to be sure they are current.

Over the past several years a number of the forms used by the Commission have been changed rendering older versions obsolete. Because old forms may list outdated fees or education requirements, their use may result in a delay in processing or worse, incomplete education requirements. For your sake, please check any copies you may have and use only the latest accepted version. Many of the forms are available at our website or by TREC*Fax*.

Current Forms and their latest print dates (found on the lower left corner of the form:

Application for Salesman License	(04/96)
Application for Broker License	(04/96)
Application for Broker License by Corporation (12/95)	
Application for Broker License by Limited Liability Company (LLC) (12/95)	
Application of currently licensed broker for a Salesman License (12/95)	
Application for Branch Office License	(11/93)
Real Estate Apprentice Inspector License	(12/95)
Real Estate Inspector License	(04/96)
Professional Real Estate Inspector License	(04/96)
Inspector Log	(08/94)
Application for Evaluation of Education (Real Estate Sales & Broker Licenses only)	(03/96)
Change of Main Office Address by Broker	(07/92)
Salesman Sponsorship (Change of Sponsoring Broker)	(02/93)
Change of Designated Officer or Manager (Corporation or LLC) (01/94)	
Application for Inactive Broker Status	(10/93)
Application to Return to Active Broker Status (10/93)	
Request for Change of Licensee Name (Individual, Corporation or LLC)	(06/96)
Broker Request for Termination of Sponsorship of Salesman	(10/94)
MCE Out of State Credit Request	(04/93)
MCE Credit Request for State Bar Courses	(09/95)
MCE Credit Request for Core Courses	(09/95)
Sales Late Renewal	(04/96)

TREC Disciplinary Actions

Revocations:

Hause, Donald Ray (Houston); S#371415.
Article 6252-13c. 2/7/96
Stephens, Preston C. (Houston); S#371412.
§15B(b), §15(a)(6)(E). 2/7/96
Choice, Leslie L. (Dallas); S#389115. (2) of
§15(a)(6)(E). 3/25/96
Selchert, Raymond Lawrence, Jr. (Killeen);
B#276537. Violation of Probation. 4/1/96
Padilla, Gilbert Gutierrez (Houston);
S#418600. §15(a)(2). 4/17/96
Stevenson, John McAllister, Jr. (Houston);
B#138891. §15(a)(4). 4/22/96
Purscell, Jeffery Allen (Fort Worth); B#258575.
§12(a). 4/22/96

Suspensions:

Vollmer, Jeffrey Mitchell (San Antonio);
S#343758. §15(a)(6)(W). 2/12/96, 60-days,
probated for 180-days
Stephenson, Gary L. (Dallas); S#384566.
§15(a)(6)(W). 2/23/96, 120-days
Galloway-Herron Realtors, Inc. (Dallas);
B#361444. §15(a)(5), §15(a)(6)(W). 3/1/96, 120-
days, probated for one year
Croft, Raymond Conway (Dallas); S#369535.
§15(a)(6)(W). 4/5/96, 30 days.

Got a question?



Call TREC's new toll-free
number at
1-800-250-TREC



Texas Real Estate Commission
P.O. Box 12188
Austin, Texas 78711-2188

Cleaver, Lowell Herbie (Dallas); B#151711.
§15(a)(6)(W). 4/25/96, 30 days

Reprimands:

Tsakiris, Louis Alex (Bellaire); S#404945.
§15(a)(3). 3/19/96
Gilbert, Lee Swenson (Elgin); S#417070.
§15(a)(6)(W), §15B(b). 4/16/96. Administrative
penalty of \$250, paid 4/16/96
Chapa, Yolanda Y. (McAllen); B#228322.
§15B(b). 4/16/96
Chapa, Arturo (McAllen); B#204690. §15B(b).
4/16/96

Administrative Penalties:

McDonald, Thomas Joseph (Conroe);
B#222756. §15(a)(6)(T). \$250, paid 4/30/96

*All suspensions and revocations
become effective at 5 p.m. on the date
specified. B=Broker, S=Salesman,
PI=Professional Inspector*

Violations:

§12(a): failing to notify Commission within 10
days after a move from a previously designated
address.

§15(a)(2): the licensee has procured, or
attempted to procure, a real estate license, for
himself or a salesman, by fraud,

misrepresentation or deceit, or by making a
material misstatement of fact in an application
for a real estate license

§ 15(a)(3): the licensee, when selling, buying,
trading, or renting real property in his own name,
engaged in misrepresentation or dishonest or
fraudulent action

§ 15(a)(4): the licensee has failed within a
reasonable time to make good a check issued to
the Commission

§ 15(a)(5): the licensee has disregarded or
violated a provision of the Act

§15(a)(6)(E): failing within a reasonable time
properly to account for or remit money coming
into his possession which belongs to others, or
commingling money belonging to others with his
own funds

§15(a)(6)(T): failing or refusing on demand to
furnish copies of a document pertaining to a
transaction dealing with real estate to a person
whose signature is affixed to the document

§15(a)(6)(W): acting negligently or
incompetently in performing an act for which a
person is required to hold a real estate license

§15B(b): licensee violated the Act or Rule of
the Commission

Article 6252-13c: criminal conviction of a
felony or misdemeanor directly relating to the
duties and responsibilities of a real estate broker
or salesman

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