

FALL 2011

New Faces on the Commission

*The Alabama Real Estate Commission welcomes
 Carole J. Harrison and J. Reid Cummings to the Commission.*



Carole J. Harrison



J. Reid Cummings

Commissioner Carole J. Harrison represents the Third Congressional District, replacing Commissioner Janet Morris. She is a member of the sales team at Weichert, REALTORS-Porter Properties in Auburn, Alabama. She also serves as the 2011 Central Region Vice President for the Alabama Association of REALTORS® and is the past president of the Lee County Association of REALTORS®. Carole has been a REALTOR® in Auburn and Opelika for the past eleven years and is active in both her association as well as her community.

Prior to entering real estate sales, she worked in sales and marketing in the health care industry for sixteen years and has a BS degree in Biology from Auburn University and an MBA in Marketing from the University of Georgia.

Carole has served on most of her local association committees and is currently serving on several state committees including Information and Member Services, Professional Standards, and the AU Education Fair Task Force. She is a graduate of her local county's Leadership Program as well as a 2008 graduate of Leadership AAR. She is an active member of the East Alabama Women's Council of REALTORS® and is the chapter's 2011 Vice President of Membership.

Carole and her husband currently live in the historic district of Opelika. In her spare time she enjoys cooking, gardening and golf.

Commissioner J. Reid Cummings represents the First Congressional District, replacing Commissioner Sheila Hodges. Reid is an owner of The Cummings Company, a real estate brokerage and management firm, The Chamberlin Company, a real estate development firm, and Avera's Design, an interior decorating firm.

Reid earned his BA from the University of North Carolina, and his MBA from the University of Mobile. His thirty-year real estate career includes development and management of master planned subdivisions, golf course communities, waterfront marinas, condominiums, apartments, movie theaters, restaurants, shopping centers, office buildings, and warehouse distribution centers.

Actively involved in REALTOR® organizations at the local, state and national levels, Reid has served in numerous leadership positions, including President of the Mobile Area Association of REALTORS® in 2000. He was named the Mobile Area Association's REALTOR® of the Year in 2001. Reid is a member of the Advisory Board of the Center for Real Estate Studies at the University of South Alabama and a member of the President's Advisory Board at the University of Mobile.

Reid's hobbies and interests include sailing, golf, carpentry, and of course, Tarheel basketball. Reid, wife Rebecca, and their daughter, Mary Chamberlin live in Mobile.

The new Commissioners' terms began on October 1. They join current Commissioners Danny Sharp, District 2; Nancy Wright, District 4; Steve Cawthon, District 5; Bill Watts, District 6; Jewel D. Buford, District 7; Clif Miller, Member-at-Large; and Dorothy P. Riggins-Allen, Consumer-at-Large. ■

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July 28, 2011

MEMORANDUM

TO: Real Estate Commission Commissioners and Staff
 FROM: Charles R. Sowell, General Counsel
 RE: Alabama Illegal Immigration Act 2011-535

The purpose of this memorandum is to provide some information about this complex law which becomes effective on different dates. This memo will be limited to the main points impacting the Commission and our licensees. It must be emphasized that the Act is so complex it is difficult to summarize. Further, there are exceptions to some provisions I have chosen to omit in order to make this summary brief.

• **DEFINITIONS INCLUDING LAWFUL PRESENCE**

Definitions are set out in Section 3, and include what documentation constitutes a presumption an alien is lawfully present in the United States. Interestingly, it says that a person shall be regarded as an alien unlawfully present in the United States only if that fact has been verified by the federal government. It goes on to say that no officer of the state or any political subdivision of the state shall attempt to make a final determination of an alien's immigration status. An alien is presumed to be lawfully present if he or she possesses identification in any of the following forms: a valid, unexpired Alabama driver's license or nondriver ID card; a valid tribal enrollment card or other form of ID bearing a photo or biometric identifier; any valid state or federal issued ID with photo or biometric identifier, if issued by an entity requiring proof of lawful presence; a foreign passport with an unexpired US visa and verified by US Homeland Security Dept.; a foreign passport issued by a visa waiver country with entry stamp or an I-94W form by US Homeland Security Dept.

• **DUTY TO REPORT VIOLATIONS** —Effective Sept. 1, 2011

Sections 5 and 6 provide for some remedies and civil penalties and provide that no official, agency, or political subdivision may adopt any policy or practice that limits or restricts enforcement of this Act. These sections provide that every person working for the state or any political subdivision of the state has a duty to report violations of this Act, and a willful violation is a violation of Section 13A-10-2 which is a criminal misdemeanor.

• **STATE CONTRACTS** —Effective Jan. 1, 2012

Section 9 has extensive provisions saying that state contractors may not employ unauthorized aliens. State contractors, subcontractors, and potential contractors as a condition for the award of any contract, grant, or incentive by the state or any political subdivision must enroll in the E-Verify program. There are penalties for failure to comply.

• **RESIDENTIAL RENTAL AGREEMENTS PROHIBITED** —Effective Sept. 1, 2011

Section 13 makes it a criminal offense to harbor an alien unlawfully present in the United States by entering into a residential rental agreement as defined by the Alabama Landlord and Tenant Act, if the person knows or recklessly disregards the fact that the alien is unlawfully present. It is a Class A misdemeanor for each unlawfully present alien, but becomes a Class C felony when the violation involves 10 or more aliens.

Section 13 also makes it unlawful to conceal or harbor an alien unlawfully present in any place including a building or means of transportation or to transport such person in furtherance of the unlawful presence.

• **EMPLOYMENT OF UNAUTHORIZED ALIENS PROHIBITED** —Effective Apr. 1, 2012

Section 15 provides that no business, employer, or public employer may knowingly hire or retain an unauthorized alien to work within the State of Alabama. Because of the definitions, a real estate company or real estate school is an employer. Under the definition of an "employee" the employees and the independent contractors of real estate companies and schools are covered by this section. Effective April 1, 2012, employers must enroll in E-Verify. There are extensive penalties and remedies provided.

• **CONTRACTS NOT ENFORCEABLE** —Effective Sept. 1, 2011

Section 27 prohibits courts of this state from enforcing or regarding as valid any contract between a party and an alien not lawfully present in the United States, if the party has direct or constructive knowledge that the alien was unlawfully present. There are exceptions. The most noteworthy one says this section shall not apply to a contract authorized by federal law. Does this mean, for example, that an unlawful alien's contract to buy a foreclosed home owned by an agency or instrumentality of the federal government such as Fannie Mae, Freddie Mac, FHA, VA, or HUD would be valid? This is one of the many questions raised by all sections of the act.

• **BUSINESS TRANSACTIONS WITH GOVERNMENT** —Effective Sept. 1, 2011

Section 30 provides that an alien not lawfully present in the United States may not enter into any business transaction with the State of Alabama or a political subdivision of the state. This includes "applying for or renewing a business license." It appears this would include a real estate license issued by the Commission. We already have our own law, Section 34-27-32(a)(4), requiring lawful presence in the United States, and we will be adjusting the required documentation under Alabama Real Estate Commission Rule 790-X-2-.01.

Ready

Are You Ready for a Storm?

Prepare. Plan. Stay Informed.

One of the biggest lessons of the April 27 tornadoes that ravaged the state was that you can never be too prepared for an emergency. Many people had to go days without electricity, gas, telephones, and/or water. The Department of Homeland Security recommends that you have an emergency plan in place. Your plan should include an emergency kit with essential survival items. Here are some handy tips that can help your family prepare for emergencies.

When preparing for a possible emergency situation, it's best to think first about the basics of survival: **fresh water, food, clean air and warmth.**

Recommended items to include in a basic emergency supply kit:

- ✓ Water, one gallon of water per person per day for at least three days, for drinking and sanitation
- ✓ Food, at least a three-day supply of non-perishable food
- ✓ Battery-powered or hand crank radio and a NOAA Weather Radio with tone alert and extra batteries for both

- ✓ Flashlight and extra batteries
- ✓ First aid kit
- ✓ Whistle to signal for help
- ✓ Dust mask, to help filter contaminated air and plastic sheeting and duct tape to shelter-in-place
- ✓ Moist towelettes, garbage bags and plastic ties for personal sanitation
- ✓ Wrench or pliers to turn off utilities
- ✓ Can opener for food (if kit contains canned food)
- ✓ Local maps
- ✓ Cell phone with chargers

Additional items to consider adding to an emergency supply kit:

- ✓ Prescription medications and glasses
- ✓ Infant formula and diapers
- ✓ Pet food and extra water for your pet
- ✓ Important family documents such as copies of insurance policies, identification and bank account records in a waterproof, portable container
- ✓ Cash or traveler's checks and change
- ✓ Emergency reference material such as a first aid book or information from www.ready.gov
- ✓ Sleeping bag or warm blanket for each

- person. Consider additional bedding if you live in a cold-weather climate.
- ✓ Complete change of clothing including a long sleeved shirt, long pants and sturdy shoes. Consider additional clothing if you live in a cold-weather climate.
- ✓ Household chlorine bleach and medicine dropper — When diluted nine parts water to one part bleach, bleach can be used as a disinfectant. Or in an emergency, you can use it to treat water by using 16 drops of regular household liquid bleach per gallon of water. Do not use scented, color safe or bleaches with added cleaners.
- ✓ Fire Extinguisher
- ✓ Matches in a waterproof container
- ✓ Feminine supplies and personal hygiene items
- ✓ Mess kits, paper cups, plates and plastic utensils, paper towels
- ✓ Paper and pencil
- ✓ Books, games, puzzles or other activities for children.

For more details on preparing an emergency plan for your family, go to www.ready.gov. ■

New Federal Mortgage Advertising Rules Include Real Estate Brokers and Agents

Article reprinted with permission from the August 2011 issue of *ARELLO Boundaries*, a publication of The Association of Real Estate License Law Officials.

After two years of regulatory review, the U.S. Federal Trade Commission (FTC) has published final mortgage advertising rules that ban deceptive claims about residential mortgages and impose new record-keeping requirements. The new rules apply to all persons and entities within the FTC's jurisdiction that advertise residential mortgages including, but not limited to, mortgage lenders, mortgage brokers and servicers, home builders, advertising agencies,

lead generators and rate aggregators. And, despite exemption requests from real estate industry stakeholders, the rules also include "real estate agents and brokers."

The new rules prohibit any material misrepresentation, made expressly or by implication, in any commercial communication, regarding any term of any mortgage credit product. "Mortgage credit product" means any form of credit that is secured by real property or a dwelling that is offered or extended to a consumer primarily for personal, family or household purposes. "Term" means any of the fees, costs, obligations or characteristics of or associated

with the product, and any conditions on or related to the availability of the product. "Commercial communication" is defined to include communications in virtually any form or medium, and in any language, that are designed to effect or create interest in purchasing "mortgage credit product" goods or services.

The new rules prohibit "any misrepresentation" but also provide a nonexclusive list of 19 specifically prohibited misrepresentations that reflect common mortgage advertising abuses. The list includes, but is not limited to:

(Continued on page 7)

EDUCATION CORNER**What is Your LLIQ? - Part 2**

(License Law IQ)

By Ryan Adair, Education Director

So, how did you do on the License Law IQ Test in the Spring/Summer 2011 issue of The Update? If you took the test and realized that the grading scale did not relate to the number of questions, you automatically get five points added to your final grade. How is that for extra credit? Well, get ready for Part 2 of License Law IQ Test. If you didn't perform well on the first test, this is your opportunity for redemption. Here are a few more questions to help you brush up on your knowledge of Alabama License Law. Go to page 8 when you have answered the questions to get your score. Enjoy!

- 1. A property owner enters into an exclusive right to sell listing agreement with a broker. May that agreement contain a provision for an automatic extension in case the house does not sell within the listing agreement period?**
 - a. Yes b. No
 - 2. An individual completed the post license course and has now been issued an original salesperson license. What does she have to do to satisfy the CE requirement for her first license renewal?**
 - a. Take 15 hours of CE
 - b. Nothing...no CE is required for the first renewal of a license
 - c. Nothing...the post license course satisfies the CE requirement
 - d. Successfully pass "Intermediate Greek: Prose & Poetry" from an approved provider
 - 3. A broker who enters into a co-brokerage agreement with a broker from another state on the sale of Alabama property is liable for all acts of the out-of-state broker.**
 - a. True b. False
 - 4. Which of the following is one of the requirements to operate a real estate company out of your home?**
 - a. Two or more licensees
 - b. Location within the city limits
 - c. A separate entrance
 - d. A remodeling by *Extreme Makeover: Home Edition*
 - 5. Which of the following is required to be the qualifying broker for more than one company in Alabama?**
 - a. Pass a Multiple Broker Examination with a minimum score of 70
 - b. All companies must operate from the same business location
 - c. An office assistant at each office location
 - d. Multiple personalities
 - 6. An original salesperson license issued in the second year of the license period does *not* have to be renewed.**
 - a. True
 - b. False
 - 7. When must each real estate salesperson and associate broker pay his/her qualifying broker all funds coming into his/her possession in trust for other parties?**
 - a. Upon request by the qualifying broker
 - b. Within two business days
 - c. Immediately upon receipt
 - d. What do you mean all funds? I have bills to pay!
 - 8. There is more beneficial information in the *Update* newsletter other than the names of licensees who are being disciplined.**
 - a. True b. False
 - 9. A salesperson or associate broker must have the name of his or her qualifying broker or company appear *how* on advertising?**
 - a. Larger than the name of the salesperson or associate broker
 - b. Prominently
 - c. At the top of the advertisement
 - d. An inviting heliotrope purplish hue
 - 10. The *Update* newsletter exists for what reasons?**
 - a. Communicate beneficial information to Alabama licensees
 - b. Provide information for future reference
 - c. Answer current licensee questions
 - d. All of the above
- You're done. Go to page 8 to get your score. ■

LICENSING REVIEW**What Every Qualifying Broker Needs to Know***By Anthony Griffin, Licensing Administrator***FAQs FOR QUALIFYING BROKERS****Q. Are there transactions that qualifying brokers cannot perform online?**

Yes. Since qualifying brokers are responsible for a company and any and all licensees registered to that company, they cannot perform any license transfers online, which include inactivating their company license and inactivating or transferring their broker's license. Qualifying brokers must mail their transfer request into the Commission office with proper documentation and fees. Otherwise qualifying brokers can perform transactions online that other licensees can perform. Additionally, the qualifying broker has the ability to print all licenses issued to the company under the company's login.

Q. I have set up security questions for my qualifying broker's license. Do I have to set up security questions for the company as well?

Yes. You must set up security questions for the company in order to login to the company record to print licenses and perform other transactions associated with the company.

Q. Why have I not received my new licenses?

The Commission no longer mails licenses to companies. Once a license is issued it is available for printing by the qualifying broker from the Commission's website under the company login (company license number and the qualifying broker's personal information). If the qualifying broker does not wish to print his or her own licenses, a request can be

made for licenses to be mailed from the Commission office by submitting the "License Print and Mail Form" or by submitting a written request signed by the qualifying broker requesting licenses be mailed.

Q. How does the qualifying broker know that a license is ready to be printed?

Whenever a licensee activates online the qualifying broker will receive an email and letter from the Commission confirming that a licensee has activated to their company. Once this confirmation is sent the license is available for printing. When forms and applications are mailed to the Commission office that result in a new license being issued, the Licensing Division's staff members will send the qualifying broker an email confirming that the request has been processed and the license(s) are ready to be printed. Complete forms and applications are normally processed by the Licensing Division within 3 business days after they are received; therefore, if you do not receive an email reminder you should login to the company record within this timeframe to see if the license(s) are ready to print. If the license(s) do not appear contact the Licensing Division for assistance.

Q. Can I be the qualifying broker for more than one company in Alabama?

Yes. If you wish to be qualifying broker for more than one company you must submit a Multiple Broker Application to the Commission with the appropriate fees. All companies for whom you serve

as qualifying broker must operate from the same business location and you must have written consent of all companies for whom you propose to be qualifying broker.

Q. Can I operate a real estate company out of my home?

Yes, but only if your home is located in a rural area of Alabama that is outside police jurisdiction. Additionally you must designate a separate area of your home that is used solely for conducting real estate business, have a separate telephone, separate entrance and properly identify the space as a real estate office. See Section 34-27-2(11)a. of Alabama Real Estate License Law.

Q. How do I inactivate a licensee registered to my company?

To effect an inactivation, you can complete and sign a Registration/Transfer form indicating the licensee to be placed on inactive status. Have the licensee complete and sign part II of the form and mail it to the Commission with his or her license. Alternatively, you can write a letter to the Commission explaining that you wish to place a licensee on inactive status and submit it with their license. The letter must contain the name and license number of the licensee you are inactivating and be signed by the qualifying broker. Additionally, the licensee can go online to the Commission's website and place themselves inactive, in which case the Commission will inform you in writing of the action. ■

DISCIPLINARY ACTIONS

May through August 2011

DISPOSITION

The below were found guilty of violating Section 34-27-36(a)(16) by presenting to the Alabama Real Estate Commission, as payment for a fee or fine, a check which was returned unpaid by the bank upon which it was drawn.

Patricia Ann Bernard

License No. 000097760

Qualifying Broker; Pontiac, Michigan

Date of Hearing: May 20, 2011

Fined \$250

Shana Diaure Hitchcock

License No. 000097879

Salesperson; Columbus, Georgia

Date of Hearing: May 20, 2011

Fined \$250

Diane G. Lombard

License No. 000056367

Salesperson; Huntsville, Alabama

Date of Hearing: July 15, 2011

Fined \$250

Michael Bowe

License No. 000076774

Salesperson; Huntsville, Alabama

Date of Hearing: August 24, 2011

Fined \$250

Sharon Kay Kelley

License No. 000098108

Temporary Salesperson; Birmingham, Alabama

Date of Hearing: August 24, 2011

Fined \$250

DISPOSITION

The below were found guilty on Count 1 of violating Section 34-27-35(k) through Section 34-27-36(a)(19) for engaging in activities requiring an active real estate license with the expectation of receiving a commission payment as set out in Section 34-27-30; guilty on Count 2 of violating Section 34-27-35(k) through Section 34-27-36(a)(19) for allowing an inactive real estate licensee to engage in activities requiring an active real estate license with



the expectation of receiving a commission payment as set out in Section 34-27-30; and guilty on Count 3 of violating Section 34-27-35(k) through Section 34-27-36(a)(19) for allowing an inactive real estate licensee to engage in activities requiring an active real estate license with the expectation of receiving a commission payment as set out in Section 34-27-30.

Kilsoo Park

License No. 000090610

Salesperson; Huntsville, Alabama

Date of Hearing: June 19, 2009

Revoked on Count 1

Park Real Estate

License No. 000069860

Company; Huntsville, Alabama

Date of Hearing: June 19, 2009

Fined \$500 on Count 2

Hong K. Park

License No. 000040929

Qualifying Broker; Huntsville, Alabama

Date of Hearing: June 19, 2009

Reprimanded on Count 3

DISPOSITION

The below were found guilty of Count 1 of violating Section 34-27-36(a)(31) by failing to keep in the files copies of all contracts, leases, listings, and other records pertinent to real estate transactions for a period of three years; Count 2 of violating Section 34-27-36(a)(8)c by failing to maintain a

complete record of funds belonging to others showing to whom the funds belong, date deposited, and date of withdrawal; and Count 3 of violating Section 34-27-36(a)(8)a. and Section 34-27-36(a)(8)b. by failing to deposit and account for at all times all funds being held for others, by having a shortage of funds in the rental trust account and commingling funds by depositing personal funds in a trust account.

David Herman

License No. 000011073

Qualifying Broker; Montgomery, Alabama

Date of Hearing: May 21, 2010

Fined \$1250 each on Counts 1, 2, and 3 (\$3750) and Revoked

Herman Realty, Inc.

License No. 000011072

Company; Montgomery, Alabama

Date of Hearing: May 21, 2010

Fined \$1250 each on Counts 1, 2, and 3 (\$3750) and Revoked

DISPOSITION

The below were found guilty on Count 1 of violating Section 34-27-36(a)(8)a. and Section 34-27-36(a)(8)b. by failing to deposit and account for at all times all funds being held for others, by having shortages of funds in the escrow accounts and guilty on Count 2 of violating Section 34-27-36(a)(3) for making a material misrepresentation to the buyer.

Darrell Reid

License No. 000043228

Qualifying Broker; Dothan, Alabama

Date of Hearing: May 21, 2010

Fined \$1,000 on Count 1; fined \$1,000 on Count 2, and license suspended for 120 days

Reid Realty and Investments, LLC

License No. 000086616

Company; Dothan, Alabama

Date of Hearing: May 21, 2010

Fined \$1,000 on Count 1 and license suspended for 120 days

DISPOSITION

The below was found guilty on Count 1 of violating Section 34-27-36(a)(10) by failing to voluntarily furnish purchaser copies of the documents she signed with reasonable promptness; Count 2 of violating Rule 790-X-3-.03(2) through Section 34-27-36(a)(19) by failing to pay over to her qualifying broker funds which came into her possession in trust for other parties; and Count 3 of violating Section 34-27-36(a)(14) by accepting valuable consideration for performing an act for which an Alabama real estate license is required from any person other than her qualifying broker.

Cynthia Gaspelin

License No. 000082782

Salesperson; Mobile, Alabama

Date of Hearing: June 17, 2011

Fined \$2,500; License suspended for 120 days with suspension stayed for 120 days pending completion of 3 hours each of continuing education courses in Risk Management, Professional Standards, and Code of Ethics. If the courses are completed, then the suspension is permanently stayed.

DISPOSITION

The below were found guilty on Counts 1, 2, and 5 of violating Section 34-27-36(a)(21) for failing to disclose to the buyer and the lender the true terms of a sale of real estate.

Judith Poss

License No. 000050875

Qualifying Broker; Enterprise, Alabama

Date of Hearing: August 24, 2011

Fined \$1,000 on Count 1;

Fined \$400 on Count 2;

Fined \$1,000 on Count 5

Linda Simmons

License No. 000055437

Salesperson; Enterprise, Alabama

Date of Hearing: August 24, 2011

Fined \$1,000 on Count 1;

Fined \$400 on Count 2;

Fined \$1,000 on Count 5

USA MMRP Referral Company, LLC

License No. 000095154

Company; Enterprise, Alabama

Date of Hearing: August 24, 2011

Fined \$1,000 on Count 1;

Fined \$400 on Count 2;

Fined \$1,000 on Count 5

DISPOSITION

The below **surrendered their licenses** for alleged license law violations in lieu of a formal complaint and hearing.

Alton Shields

License No. 000090561

Salesperson; Birmingham, Alabama

Date of Hearing: July 15, 2011

Carole L. Shields

License No. 000085876

Associate Broker; Birmingham, Alabama

Date of Hearing: July 15, 2011

OTHER ADMINISTRATIVE ACTIONS

APPLICATION FOR LICENSURE

Approved..... 8
 Denied..... 1

DETERMINATION OF ELIGIBILITY

Approved..... 1
 Denied..... 1

COMPLAINTS AND INQUIRIES HANDLED BY LEGAL AND INVESTIGATIVE STAFF

From Licensees..... 1167
 From Public..... 626
 Anonymous..... 9

New Federal Mortgage Advertising Rules
 Continued from page 3

- The existence, nature, or amount of fees or costs to the consumer associated with the mortgage;
- The terms, amounts, payments or other requirements relating to taxes or insurance associated with the mortgage;
- The variability of interest, payments or other terms of the mortgage;
- The type of mortgage offered;
- The source of an advertisement or other commercial communication; and
- The consumer’s ability or likelihood of obtaining a refinancing or modification of a mortgage or any of its terms.

The new rules also require specified records to be kept for a period of twenty-four months from the last date the applicable commercial communication was made

or disseminated including, among other things, copies of all materially different commercial communications as well as sales scripts, training materials, and marketing materials regarding any term of any mortgage credit product.

When the FTC’s mortgage advertising rules were initially published for public comment, the National Association of REALTORS® and other industry stakeholders sought an exemption for real estate professionals who often provide advice to homeowners as a routine part of their business, but do not provide mortgage credit product services or collect fees for such advice. The exemption was not granted. The FTC determined that real estate brokers and agents are among those from whom consumers commonly receive information about mortgages. Also, like mortgage brokers, lenders and servicers, real

estate brokers also advertise and market mortgage products. The commission said, “These types of individuals and entities, as well as others, can make direct or indirect misrepresentations to consumers about mortgage credit products, causing consumers harm. Accordingly, the final rule must cover misrepresentations by each of these categories of persons to protect consumers from deception.”

On July 21, the FTC’s rulemaking authority for the new mortgage advertising rules transferred to the new Consumer Financial Protection Bureau (CFPB). However, the FTC, the CFPB and individual states will have authority to enforce the rules, which took effect on August 19, 2011. The text of the rules is available through the U.S. Federal Register at <http://www.ftc.gov/os/fedreg/2011/07/110719mortgagead-finalrule.pdf>.



Real Estate Commission

1201 Carmichael Way • Montgomery, AL 36106

OUR MISSION

To serve the public through the licensing and regulating of Real Estate licensees.

OUR VISION

To ensure excellence in the real estate profession.

OUR VALUES

Excellence in stewardship, service, innovation, and integrity.

COMMISSIONERS

Jewel D. Buford, Tuscaloosa

Steve Cawthon, Huntsville

J. Reid Cummings, Mobile

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Clifton Miller, Huntsville

Dorothy P. Riggins-Allen, Montgomery

Danny Sharp, Dothan

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Nancy Wright, Cullman

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The Alabama Real Estate Commission UPDATE is published for the benefit of the Alabama Real Estate Industry by the Alabama Real Estate Commission.

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COMMISSION MEETINGS OPEN TO THE PUBLIC

All Commission meetings are open to the public and that includes real estate licensees. Commissioners welcome and encourage attendance and observation by any licensee in any location.

Locations, dates, and times can be found on the Commission's website at www.arec.alabama.gov.

REAL ESTATE LICENSES EXPIRE SEPTEMBER 30, 2012

Remember to renew all broker, salesperson, and company licenses in every even-numbered year.



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LICENSE LAW IQ Answers. See page 4 for the questions.

ANSWERS:

1. **B** Rule 790-X-3-.05
2. **C** Rule 790-X-1-.12(11)
3. **A** Rule 790-X-1-.05(3)
4. **C** Section 34-27-2(a)(11)
5. **B** Section 34-27-32(h)(3)
6. **B** Section 34-27-35(c)(2)
7. **C** Rule 790-X-3-.03(2)
8. **A** It really is true.
9. **B** Section 34-27-36(a)(15)
10. **D** So, read the *Update!*

GRADING SCALE:

- | | |
|-----------------|--|
| 100 | Excellent |
| 90 | Great |
| 80 | Good |
| 70 | Acceptable |
| Below 70 | Let's get you scheduled for a License Law CE course! |