

# Broker Sales Meeting Packets



*Add sizzle and education to your sales meetings!*

Iowa  
Real Estate  
Commission

Prepared by

Paul McLaughlin, Legal Counsel

**Iowa Association of REALTORS®**  
**1370 NW 114<sup>th</sup> St, Suite 100**  
**Clive, IA 50325**  
**800-532-1515 or 515-453-1064**

## **Iowa Real Estate Commission Quiz**

- 1. The Iowa Real Estate Commission is a government bureau under what department?**
  - A. Iowa Secretary of State
  - B. Iowa Attorney General's office
  - C. Iowa Superintendent of Banking
  - D. It is an Independent government agency
  - E. None of the above
  
- 2. The Real Estate Bureau of the Department of Commerce is directed by:**
  - A. David Batts, Executive Secretary for the Real Estate Commission
  - B. Jon Lundquist - Attorney for the Commission
  - C. Dana Kilsares – Executive Office Manager for the Commission
  - D. Shari Fett – Bureau Chief of the Commission
  - E. None of the above
  
- 3. The Superintendent of Banking is directed by :**
  - A. Tom Gronstal – Relative to state senator
  - B. Dana Kilsares – Bureau Office Director
  - C. Sandy Malek - Executive Officer 4
  - D. Jennifer Morrison – Administration
  - E. Other
  - F. None of the above
  
- 4. The Commerce Director of Iowa is:**
  - A. David Batts – Executive Director
  - B. Martin “Marty” Lee – Chief Executive Officer
  - C. Michael Mauro -Secretary of State
  - D. Mark R. Schuling – Director of Iowa Revenue and Finance
  - E. Tom Gronstal - Superintendent of Banking
  
- 5. How many commissioners serve on the Real Estate Commission and how many are public members?**
  - A. 5 commissioners 2 of whom are public
  - B. 5 Commissioners – all who *COULD* be from the public
  - C. 7 Commissioners, 3 who must be from the public
  - D. 7 Commissioners, 2 who must be from the public
  - E. The Governor gets to set the number of commissioners he deems appropriate
  
- 6. Some of the previous occupations/positions held by current Commission members include:**
  - A. Bar owner
  - B. Car salesperson
  - C. Attorney/ Farmer
  - D. County Assessor
  - E. Spouse of Mayor
  - F. Biology Teacher
  - G. None of the above
  - H. All the above

- 7. The budget for the Iowa real estate Commission is**
- A. \$ 2.1 million
  - B. \$ 2.83 million
  - C. \$ 1.82 million
  - D. \$3.52 million
  - E. Unknown
- 8. The staff of the Professional License Boards provides support for all the following boards EXCEPT:**
- A. Real Estate Commission
  - B. Accountancy
  - C. Cosmetology
  - D. Architecture
  - E. Boilers and Elevators
  - F. Amusement Park Safety
  - G. Home Inspectors
  - H. Certified Pest Control
  - I. Engineering and Land Surveyors
  - J. Real Estate Appraisers
  - K. Landscape Architects
  - L. Interior Designers
- 9. The Iowa Real Estate Commission has**
- A. 31 staff from the Department of Commerce
  - B. As many as needed from the Secretary of State and Professional licensing division
  - C. 5 Full time Employees, 3 part time
  - D. A Code of Ethics Administrator
- 10. The Iowa Real Estate Commission has**
- A. 7 full time investigators
  - B. 3 auditors and 3 administrative assistants
  - C. 1 Compliance Officer, and 1 Finger Print Specialist
  - D. 1 Bureau Chief and 10 little Indians
  - E. None -- all are employees of the Iowa Finance authority
- 11. The amount of interest on trust accounts forwarded to the state in fiscal year 2005 was:**
- A. \$ 1.03 million
  - B. \$ 650,000
  - C. \$458,321
  - D. \$ 233,851
  - E. Unknown

- 12. The first Iowa Real Estate Commission meeting was held on**
- A. July 1, 1913
  - B. July 1, 1938
  - C. January 1, 1945
  - D. January 2, 1946
- 13. Who was the first Chairperson for the Iowa Real Estate Commission?**
- A. Attorney - Robert Ray
  - B. Banker - F.E. Brenton
  - C. Secretary of State - Wayne Ropes
  - D. Realtor – O.G. Powell
- 14. In January 1975 Legislation passed that separated the real estate commission from the:**
- A. Secretary of State Office
  - B. Division of Labor Office
  - C. Iowa Land Records Division Office
  - D. Office Administration of the Iowa Supreme Court
- 15. In January 1976 a total of \_\_\_\_\_ new commissioners' positions were created and \_\_\_\_\_ was appointed chair.**
- A. 7 commissioner, Robert Ray
  - B. 3 Commissioners, William Knapp
  - C. 5 Commissioners, Les Calvert
  - D. 5 Commissioners, Mel Foster
  - E. 4 Commissioners, Bill Happel
- 16. July \_\_\_\_\_ Legislation passed that put the real estate commission in the newly created the Professional Licensing Division and the Director of the Commission became the \_\_\_\_\_.**
- A. 1946, Commissioner
  - B. 1986, Commissioner
  - C. 1964, Commissioner
  - D. 1976, Commissioner
  - E. 1986, Executive Secretary
- 17. In October, 1990, who was hired as Executive Secretary of the Commission?**
- A. Chester Culver
  - B. Martin "Marty" Lee
  - C. Susan M. Griffin
  - D. Roger L. Hansen
  - E. Position has never been filled.

## **Iowa Real Estate Commission Quiz Answer Key**

1. The Iowa Real Estate Commission is a government bureau under what department?
  - A. Iowa Secretary of State
  - B. Iowa Attorney General's office
  - C. Iowa Superintendent of Banking**
  - D. It is an Independent government agency
  - E. None of the above

*Answer = C. As of July 1, 2007 the Iowa Superintendent of Banking is the umbrella Department over the now known as BUREAU of the Department of Commerce. Commerce Director, Tom Gronstal - per statute the Superintendent of Banking is the Director of the Iowa Real Estate Commission.*

2. The Real Estate Bureau of the Department of Commerce is directed by
  - A. David Batts, Executive Secretary for the Real Estate Commission
  - B. Jon Lundquist - Attorney for the Commission
  - C. Dana Kilsares – Executive Office Manager for the Commission
  - D. Shari Fett – Bureau Chief of the Commission**
  - E. None of the above

*Answer = D. Professional Licensing Bureau, Shari Fett, Bureau Chief (Merit position, again by statute, hired by the Banking Division).*

3. The Superintendent of Banking is directed by
  - A. Tom Gronstal – Superintendent**
  - B. Dana Kilsares – Bureau Office Director
  - C. Sandy Malek - Executive Officer 4
  - D. Jennifer Morrison – Administration
  - E. Other
  - F. None of the above

*Answer = A. Mr. Tom Gronstal is the Superintendent of Banking Director, and by statute the Superintendent of Banking is the Director of the Department of Commerce. All the other people named are staff of the Iowa Real Estate Commission.*

4. The Commerce Director of Iowa is:
  - A. David Batts – Executive Director
  - B. Martin “Marty” Lee
  - C. Secretary of State Mauro
  - D. Mark R. Schuling – Director of Iowa Revenue and Finance
  - E. Tom Gronstal - Superintendent of Banking**

*Answer = E. Mr. Gronstal - per position.*

5. How many commissioners serve on the Board and how many are public members?
  - A. 5 Commissioners 2 of whom are public
  - B. 5 Commissioners – all who *COULD* be from the public
  - C. 7 Commissioners, 3 who must be from the public
  - D. 7 Commissioners, 2 who must be from the public**
  - E. The Governor gets to set the number of commissioners he deems appropriate

*Answer = D. Per Iowa Code 543B.8. The commission was changed to 7 members July 1, 2005. Two must be from the public.*

6. Some of the previous occupations/positions held by current Commission members include:

- A. Bar owner
- B. Car salesperson
- C. Attorney/ Farmer
- D. County Assessor
- E. Spouse of Mayor
- F. Biology Teacher
- G. None of the above

**H. All the above**

*Answer = H. The backgrounds of the 2007 Iowa Real Estate Commission members are varied. Per 543B.8 five members of the commission must have real estate licenses, and two members who do not. At least one must be a salesperson. Any licensed member must be actively engaged in the real estate business at least five years preceding the appointment, at least two of which must be in Iowa. Commissioners are appointed for three year terms and may not serve more than three terms or nine years whichever is less.*

7. The FY 2006 budget for the Iowa real estate Commission is

- A. \$ 2.1 million**
- B. \$ 2.83 million
- C. \$ 1.82 million
- D. \$3.52 million
- E. Unknown

*Answer = A. Around 2 million or so, but the exact figure is not available.*

8. The staff of the Professional License Boards provides support for all the following boards EXCEPT:

- A. Real Estate Commission
- B. Accountancy
- C. Cosmetology**
- D. Architecture
- E. Boilers and Elevators**
- F. Amusement Park Safety**
- G. Home Inspectors**
- H. Certified Pest Control**
- I. Engineering and Land Surveyors
- J. Real Estate Appraisers
- K. Landscape Architects
- L. Interior Designers

*Answer = C, E, F, G, & H. The seven regulated boards by the professional licensing division are Real Estate, Accountancy, Architecture, Engineering and Land Surveyors, Real Estate Appraisers, Landscape Architects, Interior Design. Other divisions/bureaus may regulate the other "concerns".*

9. The Iowa Real Estate Commission has
- A. 31 staff from the Department of Commerce
  - B. As many as needed from the Secretary of State and Professional licensing division
  - C. 5 Full time Employees, 3 part time
  - D. A Code of Ethics Administrator
  - E. None of the above**

*Answer = E. The Professional Licensing Division has a staff of 14, which is made up of the following:*

- 3 Support staff
- 1 Accounting Clerk
- 5 Executive Officers
- 1 Field Auditor
- 1 Compliance Officer / Investigator
- 1 Finger Print / E & O / Licensing Specialist
- 1 Education Director
- 1 Bureau Chief

10. The Iowa Real Estate Commission has
- A. 7 full time investigators
  - B. 3 auditors and 3 administrative assistants
  - C. 1 Compliance Officer, and 1 Finger Print Specialist**
  - D. 1 Bureau Chief and 10 little Indians
  - E. None -- all are employees of the Iowa Finance authority

*Answer = C. See question nine for the makeup of Bureau employees.*

11. The amount of interest on trust accounts forwarded to the state in fiscal year 2005 was:

- A. \$ 1.03 million
- B. \$ 650,000
- C. \$458,321
- D. \$ 233,851

**E. None of the above**

*Answer = E. It varies from year to year, but with interest rates very low and the amount of earnerst money generally getting smaller and smaller, it was likely around \$250,000 or so that year.*

12. The first Iowa Real Estate Commission meeting was held \_\_\_\_\_?

- A. July 1, 1913
- B. July 1, 1938
- C. January 1, 1945
- D. January 2, 1946**

*Answer = D.*

13. Who was the first Chairperson for the Iowa Real Estate Commission?

- A. Attorney Robert Ray
- B. Banker F.E. Brenton
- C. Secretary of State Wayne Ropes**
- D. Realtor – O.G. Powell

*Answer = C. Note: O.G. Powell was a Des Moines REALTOR® and President of National Association or REALTORS ® in the 1960's.*

14. In January 1975 Legislation passed that separated the real estate commission from the

- A. **Secretary of State Office**
- B. Division of Labor Office
- C. Iowa Land Records Division Office
- D. Office Administration of the Iowa Supreme Court

*Answer = A. In recent years the Secretary of States office has tried to have administrative control; however the legislature gave the authority to the Superintendent of Banking Office.*

15. In January 1976 a total of \_\_\_\_\_ new commissioners positions were created and \_\_\_\_\_ was appointed chair.

- A. 7 Commissioners, Robert Ray
- B. 3 Commissioners, William Knapp
- C. **5 Commissioners, Les Calvert**
- D. 5 Commissioners, Mel Foster
- E. 4 Commissioners, Bill Happel

*Answer = C. Les Calvert was President of the Iowa Association of REALTORS® in 1964 and the Calvert school of Real Estate and primary classroom in the association office is named after him.*

16. July \_\_\_\_\_ Legislation passed that put the real estate commission in the newly created the Professional Licensing Division and the Director of the Commission became the \_\_\_\_\_.

- A. 1946, Commissioner
- B. 1986, Commissioner
- C. 1964, Commissioner
- D. 1976, Commissioner
- E. **1986, Executive Secretary**

*Answer = E. The legislature again made a changed and renamed the position of the Director of the commission.*

17. In October, 1990, who was hired as Executive Secretary of the Commission?

- A. Chester Culver
- B. Martin “Marty” Lee
- C. Susan M. Griffin
- D. **Roger L. Hansen**
- E. Position has never been filled.

*Answer = D.*