



**VIRTUAL/TELECONFERENCE
REAL ESTATE EXAMINING BOARD
Virtual, 4822 Madison Yards Way, Madison
Adam Barr (608) 266-2112
October 21, 2021**

The following agenda describes the issues that the Board plans to consider at the meeting. At the time of the meeting, items may be removed from the agenda. Please consult the meeting minutes for a record of the actions of the Board.

AGENDA

10:00 A.M.

OPEN SESSION – CALL TO ORDER – ROLL CALL

- A. Adoption of Agenda (1-4)**
- B. Approval of Minutes of August 19, 2021 (5-9)**
- C. Reminders: Conflicts of Interest, Scheduling Concerns**
- D. Introductions, Announcements and Recognition**
 - 1) Introduction of Jeffery Berry, Public Member (Succeeds: McGrath) – 7/1/2022
- E. Administrative Matters**
 - 1) Department, Staff and Board Updates
 - 2) Board Members – Term Expiration Dates
 - a. Berry, Jeffery K. – 7/1/2022
 - b. Kaleka, Gurmit S. – 7/1/2025
 - c. Lacy, Cathy J – 7/1/2025
 - d. Lauer, Elizabeth A. – 7/1/2022
 - e. Mays, Sonya G. – 7/1/2024
 - f. Pierce, Dennis M. – 7/1/2013
 - g. Richie, Thomas J. – 7/1/2022
- F. Legislative and Policy Matters – Discussion and Consideration**
- G. Administrative Rules Matters – Discussion and Consideration**
 - 1) Pending or Possible Rulemaking Projects **(10-11)**
- H. Report and Possible Action from the Real Estate Contractual Forms Advisory Council (12)**
 - 1) WB-40 – Amendment to Offer to Purchase **(13)**
 - 2) WB-41 – Notice Relating to Offer to Purchase **(14)**
 - 3) WB-44 – Counter Offer **(15)**
 - 4) WB-45 – Cancellation Agreement and Mutual Release **(16)**

- I. Credentialing Matters – Discussion and Consideration**
 - 1) Credentials Issued Between Meetings (**17**)
- J. COVID-19 – Discussion and Consideration**
- K. Newsletter Matters – Discussion and Consideration**
- L. Broker Supervision of Real Estate Salespersons – Discussion and Consideration**
- M. Discussion and Consideration of Items Added After Preparation of Agenda:
 - 1) Introductions, Announcements and Recognition
 - 2) Administrative Matters
 - 3) Election of Officers
 - 4) Appointment of Liaisons and Alternates
 - 5) Delegation of Authorities
 - 6) Education and Examination Matters
 - 7) Credentialing Matters
 - 8) Practice Matters
 - 9) Legislative and Policy Matters
 - 10) Administrative Rule Matters
 - 11) Liaison Reports
 - 12) Board Liaison Training and Appointment of Mentors
 - 13) Informational Items
 - 14) Division of Legal Services and Compliance (DLSC) Matters
 - 15) Presentations of Petitions for Summary Suspension
 - 16) Petitions for Designation of Hearing Examiner
 - 17) Presentation of Stipulations, Final Decisions and Orders
 - 18) Presentation of Proposed Final Decisions and Orders
 - 19) Presentation of Interim Orders
 - 20) Petitions for Re-Hearing
 - 21) Petitions for Assessments
 - 22) Petitions to Vacate Orders
 - 23) Requests for Disciplinary Proceeding Presentations
 - 24) Motions
 - 25) Petitions
 - 26) Appearances from Requests Received or Renewed
 - 27) Speaking Engagements, Travel, or Public Relation Requests, and Reports
- N. Public Comments

CONVENE TO CLOSED SESSION to deliberate on cases following hearing (s. 19.85(1)(a), Stats.); to consider licensure or certification of individuals (s. 19.85(1)(b), Stats.); to consider closing disciplinary investigations with administrative warnings (ss. 19.85(1)(b), and 440.205, Stats.); to consider individual histories or disciplinary data (s. 19.85(1)(f), Stats.); and to confer with legal counsel (s. 19.85(1)(g), Stats.).

- O. Deliberation on Department of Legal Services and Compliance (DLSC) Matters**
 - 1) **Stipulations, Final Decisions and Orders**
 - a. 19 REB 001 – Nanci A. Caflisch, Caflich Real Estate LLC (**18-26**)
 - b. 20 REB 012 – Debra Hitchcock-Gale (**27-32**)
 - c. 20 REB 075 – Kevin Rigg (**33-41**)

- 2) **Administrative Warnings**
 - a. 17 REB 076 – B.H. **(42-44)**
 - b. 19 REB 015 – A.T. **(45-46)**
 - c. 19 REB 120 – M.E. **(47-48)**
 - d. 20 REB 044 – T.B. **(49-50)**
 - e. 20 REB 048 – M.E. **(51-53)**
 - f. 20 REB 048 – V.V.R. **(54-56)**
- 3) **Case Closings**
 - a. 17 REB 076 – P.B., T.P.B.R.G. **(57-63)**
 - b. 19 REB 015 – C.H., A.S., T.G.B.R.E.M.C. **(64-68)**
 - c. 19 REB 044 – S.D.F., B.D.R. **(69-74)**
 - d. 20 REB 012 – J.B. **(75-80)**
 - e. 20 REB 039 – A.D., J.L., J. **(81-85)**
 - f. 20 REB 061 – A.M., B.R.G. **(86-92)**
 - g. 20 REB 126 – R.L.P., A.S.R.P.R. **(93-98)**
- 4) **Monitoring Matters (99-100)**
 - a. Koua Xiong – Requesting Full Licensure **(101-115)**
 - b. Eugene Sailer – Requesting Full Licensure **(116-128)**

P. Deliberation of Items Added After Preparation of the Agenda

- 1) Education and Examination Matters
- 2) Credentialing Matters
- 3) DLSC Matters
- 4) Monitoring Matters
- 5) Professional Assistance Procedure (PAP) Matters
- 6) Petitions for Summary Suspensions
- 7) Petitions for Designation of Hearing Examiner
- 8) Proposed Stipulations, Final Decisions and Order
- 9) Proposed Interim Orders
- 10) Administrative Warnings
- 11) Review of Administrative Warnings
- 12) Proposed Final Decisions and Orders
- 13) Matters Relating to Costs/Orders Fixing Costs
- 14) Case Closings
- 15) Board Liaison Training
- 16) Petitions for Assessments and Evaluations
- 17) Petitions to Vacate Orders
- 18) Remedial Education Cases
- 19) Motions
- 20) Petitions for Re-Hearing
- 21) Appearances from Requests Received or Renewed

Q. Consulting with Legal Counsel

RECONVENE TO OPEN SESSION IMMEDIATELY FOLLOWING CLOSED SESSION

R. Vote on Items Considered or Deliberated Upon in Closed Session, if Voting is Appropriate

S. Open Session Items Noticed Above Not Completed in the Initial Open Session

ADJOURNMENT

NEXT MEETING: DECEMBER 9, 2021

MEETINGS AND HEARINGS ARE OPEN TO THE PUBLIC, AND MAY BE CANCELLED WITHOUT NOTICE.

Times listed for meeting items are approximate and depend on the length of discussion and voting. All meetings are held at 4822 Madison Yards Way, Madison, Wisconsin, unless otherwise noted. In order to confirm a meeting or to request a complete copy of the board's agenda, please call the listed contact person. The board may also consider materials or items filed after the transmission of this notice. Times listed for the commencement of disciplinary hearings may be changed by the examiner for the convenience of the parties. Requests for interpreters for the deaf or hard of hearing, or other accommodations, are considered upon request by contacting the Affirmative Action Officer, 608-266-2112, or the Meeting Staff at 608-266-5439.

**VIRTUAL/TELECONFERENCE
REAL ESTATE EXAMINING BOARD
MEETING MINUTES
AUGUST 19, 2021**

PRESENT: Gurmit Kaleka, Cathy Lacy, Elizabeth Lauer, Sonya Mays, Dennis Pierce, Thomas Richie

STAFF: Adam Barr, Executive Director; Jameson Whitney, Legal Counsel; Nilajah Hardin, Administrative Rule Coordinator; Megan Glaeser, Bureau Assistant; and Other Department Staff

CALL TO ORDER

Thomas Richie, Chairperson, called the meeting to order at 10:04 a.m. A quorum was confirmed with six (6) members present.

ADOPTION OF AGENDA

MOTION: Dennis Pierce moved, seconded by Elizabeth Lauer, to adopt the Agenda as published. Motion carried unanimously.

APPROVAL OF MINUTES OF JULY 28, 2021

MOTION: Dennis Pierce moved, seconded by Cathy Lacy, to approve the Minutes of July 28, 2021 as published. Motion carried unanimously.

INTRODUCTIONS, ANNOUNCEMENTS AND RECOGNITION

Recognition of Robert Webster, Real Estate Broker Representative

MOTION: Thomas Richie moved, seconded by Dennis Pierce, to recognize and thank Robert Webster for his years of service to the Real Estate Examining Board and the State of Wisconsin. Motion carried unanimously.

**PUBLIC HEARING: CLEARINGHOUSE RULE 21-055 – REEB 12, RELATING TO
RECIPROCAL CREDENTIALS FOR SERVICE MEMBERS, FORMER SERVICE MEMBERS,
AND THEIR SPOUSES**

Review and Respond to Public Hearing Comments and Clearinghouse Report

MOTION: Elizabeth Lauer moved, seconded by Thomas Richie, to accept all Clearinghouse comments for Clearinghouse Rule 21-055 on REEB 12, relating to reciprocal credentials for service members, former service members, and their spouses. Motion carried unanimously.

MOTION: Dennis Pierce moved, seconded by Elizabeth Lauer, to authorize the Chairperson to approve the Legislative Report and Draft for Clearinghouse Rule 21-055 on REEB 12, relating to reciprocal credentials for service members, former service members, and their spouses, for submission to the Governor's Office and Legislature. Motion carried unanimously.

ADMINISTRATIVE MATTERS

Election of Officers

Vice Chairperson

NOMINATION: Thomas Richie nominated Elizabeth Lauer for the Office of Vice Chairperson. Elizabeth Lauer accepted the nomination.

Adam Barr, Executive Director, called for nominations three (3) times.

Elizabeth Lauer was elected as Vice Chairperson by unanimous voice vote.

ELECTION RESULTS	
Chairperson	Thomas Richie
Vice Chairperson	Elizabeth Lauer
Secretary	Dennis Pierce

Delegation of Authorities

LIAISON APPOINTMENTS	
Credentialing Liaison	Thomas Richie <i>Alternate: Elizabeth Lauer</i>
Education and Examinations Liaison	Cathy Lacy <i>Alternate: Sonya Mays</i>
Monitoring Liaison	Elizabeth Lauer <i>Alternate: Gurmit Kaleka</i>
Professional Assistance Procedure (PAP) Liaison	Cathy Lacy <i>Alternate: Dennis Pierce</i>
Legislative Liaison	Sonya Mays, Thomas Richie
Travel Liaison	Dennis Pierce <i>Alternate: Elizabeth Lauer</i>
Newsletter Liaison	Thomas Richie
COMMITTEE MEMBER APPOINTMENTS	
Real Estate Contractual Forms Advisory Council Chairperson	Sonya Mays
Council on Real Estate Curriculum and	Elizabeth Lauer

Examination Representative	
SCREENING PANEL	
Screening Panel Team 1	Dennis Pierce, Thomas Richie
Screening Panel Team 2	Sonya Mays, Elizabeth Lauer
Screening Panel Team 3	Gurmit Kaleka, Cathy Lacy

**REPORT AND POSSIBLE ACTION FROM THE REAL ESTATE CONTRACTUAL FORMS
ADVISORY COUNCIL**

WB-16 – Offer to Purchase-Business with Real Estate

MOTION: Cathy Lacy moved, seconded by Elizabeth Lauer, to approve the WB-16 – Offer to Purchase-Business with Real Estate form as presented on pages 22-38 of the August 19, 2021 meeting agenda materials, and to designate the Chairperson to approve the final version of this form. Motion carried unanimously.

WB-17 – Offer to Purchase-Business with Real Estate

MOTION: Elizabeth Lauer moved, seconded by Cathy Lacy, to approve the WB-17 – Offer to Purchase-Business with Real Estate form as presented on pages 39-40 of the August 19, 2021 meeting agenda materials, and to designate the Chairperson to approve the final version of this form. Motion carried unanimously.

WB-25 – Bill of Sale

MOTION: Cathy Lacy moved, seconded by Sonya Mays, to approve the WB-25 – Bill of Sale form as presented on page 51 of the August 19, 2021 meeting agenda materials, and to designate the Chairperson to approve the final version of this form. Motion carried unanimously.

WB-46 – Multiple Counter Proposal

MOTION: Elizabeth Lauer moved, seconded by Cathy Lacy, to approve the WB-46 – Multiple Counter Proposal form as presented on page 52 of the August 19, 2021 meeting agenda materials, and to designate the Chairperson to approve the final version of this form. Motion carried unanimously.

CLOSED SESSION

MOTION: Cathy Lacy moved, seconded by Dennis Pierce, to convene to closed session to deliberate on cases following hearing (s. 19.85(1)(a), Stats.); to consider licensure or certification of individuals (s. 19.85(1)(b), Stats.); to consider closing disciplinary investigations with administrative warnings (ss. 19.85(1)(b), and 440.205, Stats.); to consider individual histories or disciplinary data (s. 19.85(1)(f), Stats.); and to confer with legal counsel (s. 19.85(1)(g), Stats.). Thomas Richie, Chairperson, read the language of the motion. The vote of each

member was ascertained by voice vote. Roll Call Vote: Gurmit Kaleka-yes; Cathy Lacy -yes; Elizabeth Lauer-yes; Sonya Mays-yes; Dennis Pierce-yes; and Thomas Richie-yes. Motion carried unanimously.

The Board convened into Closed Session at 11:03 a/p.m.

DIVISION OF LEGAL SERVICES AND COMPLIANCE (DLSC) MATTERS

Review of Administrative Warnings

Renee Parton, DLSC Attorney, David J. Winkel, Attorney for Respondent, S.D.: 18 REB 124 – S.D.

MOTION: Cathy Lacy moved, seconded by Dennis Pierce, to modify the administrative warning issued to S.D. in the following respects: correct line 1a to indicate S.D. was the agent and not the broker; correct line 1b to indicate the error was discovered before the close of the transaction; correct line 1d to indicate that the seller and not the buyer accepted their offer. The Board finds that the Respondent neglected the Respondent's duty of care to the seller in violation of REEB 24.03(2)(b). Motion carried unanimously.

Stipulations, Final Decisions and Orders

MOTION: Elizabeth Lauer moved, seconded by Cathy Lacy, to adopt the Findings of Fact, Conclusions of Law and Order in the matter of disciplinary proceedings of the following cases:

1. 18 REB 074 – Linda L. McGuire, Top Rated Realty, LLC
2. 18 REB 090 – Kevin L. Birr
3. 19 REB 003 – Chase C. Erickson, Wild Rivers Realty & Associates, Inc.
4. 20 REB 035 – Mark A. Ruppelt
5. 21 REB 007 – Devin Piehl

Motion carried unanimously.

Administrative Warnings

MOTION: Thomas Richie moved, seconded by Dennis Pierce, to issue an Administrative Warning in the matter of the following cases:

1. 18 REB 132 – S.P.D.
2. 19 REB 076 – J.C.H.

Motion carried unanimously.

Case Closings

MOTION: Thomas Richie moved, seconded by Cathy Lacy, to close the following DLSC Cases for the reasons outlined below:

1. 18 REB 090 – P.J.S., F.C.R.E.M.C. – No Violation
2. 18 REB 132 – L.K.S., N.D.R.E. – No Violation
3. 19 REB 041 – J.L.H. – Prosecutorial Discretion (P7), C.M. – Prosecutorial Discretion (P3)

4. 19 REB 076 – H.S.R. – No Violation
 5. 19 REB 115 – K.K. – No Violation, J.H. – Prosecutorial Discretion (P2),
I.R.G. – No Violation
- Motion carried unanimously.

RECONVENE TO OPEN SESSION

MOTION: Elizabeth Lauer moved, seconded by Thomas Richie, to reconvene into Open Session. Motion carried unanimously.

The Board reconvened into Open Session at 12:24 a.m.

ADJOURNMENT

MOTION: Elizabeth Lauer moved, seconded by Cathy Lacy, to adjourn the meeting. Motion carried unanimously.

The meeting adjourned at 12:26 p.m.

DRAFT

**State of Wisconsin
Department of Safety & Professional Services**

AGENDA REQUEST FORM

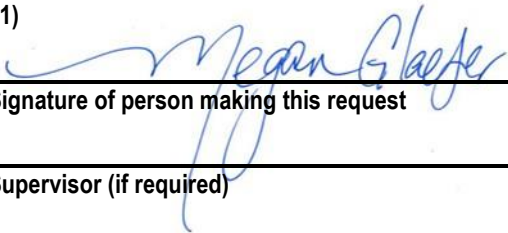
1) Name and title of person submitting the request: Nilajah Hardin Administrative Rules Coordinator		2) Date when request submitted: 10/11/21 Items will be considered late if submitted after 12:00 p.m. on the deadline date which is 8 business days before the meeting	
3) Name of Board, Committee, Council, Sections: Real Estate Examining Board			
4) Meeting Date: 10/21/21	5) Attachments: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	6) How should the item be titled on the agenda page? Administrative Rule Matters – Discussion and Consideration 1. Pending or Possible Rulemaking Projects	
7) Place Item in: <input checked="" type="checkbox"/> Open Session <input type="checkbox"/> Closed Session	8) Is an appearance before the Board being scheduled? <i>(If yes, please complete Appearance Request for Non-DSPS Staff)</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	9) Name of Case Advisor(s), if required: N/A	
10) Describe the issue and action that should be addressed: Attachment: Rule Projects Chart Copies of current Board Rule Projects Can be Viewed Here: https://dsps.wi.gov/Pages/RulesStatutes/PendingRules.aspx			
11) Authorization			
 Signature of person making this request		10/11/21 Date	
Supervisor (if required)		Date	
Executive Director signature (indicates approval to add post agenda deadline item to agenda) Date			
Directions for including supporting documents: 1. This form should be attached to any documents submitted to the agenda. 2. Post Agenda Deadline items must be authorized by a Supervisor and the Policy Development Executive Director. 3. If necessary, provide original documents needing Board Chairperson signature to the Bureau Assistant prior to the start of a meeting.			

Real Estate Examining Board
Rule Projects (updated 10/11/21)

Clearinghouse Rule Number	Scope #	Scope Expiration	Code Chapter Affected	Relating clause	Current Stage	Next Step
21-055	089-20	01/27/2023	REEB 12	Reciprocal Credentials for Service Members, Former Service Members, and their Spouses	Final Rule Draft Approved by the Governor on 10/07/21	Submission to the Legislature for Standing Committee Review
21-018	097-20	01/27/2023	REEB 12	Obsolete References to Predetermination of Criminal Convictions in Licensure Applicants and Apprenticeships	Assembly and Senate Standing Committee Review	JCRAR Review
21-043	075-19	02/12/2022	REEB 24	Conduct and Ethical Practices	Assembly and Senate Standing Committee Review	JCRAR Review

**State of Wisconsin
Department of Safety & Professional Services**

AGENDA REQUEST FORM

1) Name and title of person submitting the request: Megan Glaeser, Bureau Assistant, on behalf of Adam Barr, Executive Director		2) Date when request submitted: 17 September 2021 Items will be considered late if submitted after 12:00 p.m. on the deadline date which is 8 business days before the meeting	
3) Name of Board, Committee, Council, Sections: Real Estate Examining Board			
4) Meeting Date: 21 October 2021	5) Attachments: <input type="checkbox"/> Yes <input type="checkbox"/> No	6) How should the item be titled on the agenda page? Report and Possible Action from the Real Estate Contractual Forms Advisory Council 1) WB-40 – Amendment to Offer to Purchase 2) WB-41 – Notice Relating to Offer to Purchase 3) WB-44 – Counter Offer 4) WB-45 – Cancellation Agreement & Mutual Release	
7) Place Item in: <input checked="" type="checkbox"/> Open Session <input type="checkbox"/> Closed Session	8) Is an appearance before the Board being scheduled? <i>(If yes, please complete Appearance Request for Non-DSPS Staff)</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	9) Name of Case Advisor(s), if required: N/A	
10) Describe the issue and action that should be addressed:			
11) Authorization			
 Signature of person making this request		17 September 2021 Date	
Supervisor (if required)		Date	
Executive Director signature (indicates approval to add post agenda deadline item to agenda) Date			
Directions for including supporting documents: 1. This form should be attached to any documents submitted to the agenda. 2. Post Agenda Deadline items must be authorized by a Supervisor and the Policy Development Executive Director. 3. If necessary, provide original documents needing Board Chairperson signature to the Bureau Assistant prior to the start of a meeting.			

WB-40 AMENDMENT TO OFFER TO PURCHASE

**CAUTION: Use a WB-40 Amendment if both Parties will be agreeing to modify the terms of the Offer.
Use a WB-41 Notice if a Party is giving a Notice which does not require the other Party's agreement.**

1 Buyer and Seller agree to amend the Offer dated _____, and accepted on _____,
2 for the purchase and sale of real estate at _____
3 _____, Wisconsin as follows:
4 Closing date is changed from _____, _____, to _____, _____.
5 Purchase price is changed from \$ _____ to \$ _____.
6 Other: _____
7 _____
8 _____
9 _____
10 _____
11 _____
12 _____
13 _____
14 _____
15 _____
16 _____
17 _____
18 _____
19 _____
20 _____
21 _____
22 _____
23 _____
24 _____
25 _____
26 _____
27 _____
28 _____
29 _____
30 _____

31 The attached _____ is/are made part of this Amendment.
32 ALL OTHER TERMS OF THE OFFER TO PURCHASE AND ANY PRIOR AMENDMENTS REMAIN THE SAME.
33 This Amendment is binding upon Seller and Buyer only if a copy of the accepted Amendment is delivered to the Party
34 offering the Amendment on or before _____ (Time is of the Essence). Delivery
35 of the accepted Amendment may be made in any manner specified in the Offer to Purchase, unless otherwise provided
36 in this Amendment.
37 **NOTE: The Party offering this Amendment may withdraw the offered Amendment prior to acceptance and**
38 **delivery as provided at lines 33-34.**

39 This Amendment was drafted by _____ on _____
40 Licensee and Firm ▲ Date ▲

41 This Amendment was presented by _____ on _____
42 Licensee and Firm ▲ Date ▲

43 (x) _____ (x) _____
44 Buyer's Signature ▲ Date ▲ Seller's Signature ▲ Date ▲
45 Print name ► Print name ►

46 (x) _____ (x) _____
47 Buyer's Signature ▲ Date ▲ Seller's Signature ▲ Date ▲
48 Print name ► Print name ►

49 This Amendment was rejected _____
50 Party Initials ▲ Date ▲

WB-41 NOTICE RELATING TO OFFER TO PURCHASE

**CAUTION: Use a WB-41 Notice if a Party is giving a Notice which does not require the other Party's agreement.
Use a WB-40 Amendment if both Parties will be agreeing to modify the terms of the Offer.**

1 This Notice by (Seller)(Buyer) STRIKE ONE relates to the Offer to Purchase dated _____, _____
2 and accepted on _____, _____, for the purchase and sale of real estate at _____
3 _____, Wisconsin.
4 Notice is given that (Attach supporting documents, if required): _____
5 _____
6 _____
7 _____
8 _____
9 _____
10 _____
11 _____
12 _____
13 _____
14 _____
15 _____
16 _____
17 _____
18 _____
19 _____
20 _____
21 _____
22 _____
23 _____
24 _____
25 _____
26 _____

27 The attached _____ is/are made part of this Notice.

28 This Notice was drafted by _____ on _____ Date ▲
29 Licensee and Firm for Initiating Party▲

30 **CAUTION: Once delivered, a Notice cannot be withdrawn by the Initiating Party without the written consent of**
31 **the Receiving Party.**

32 (x) _____ (x) _____
33 Signature of Party Initiating Notice ▲ Date ▲ Signature of Party Initiating Notice ▲ Date ▲
34 Print name ► Print name ►

35 This Notice was delivered by _____ on _____ Date ▲
36 Licensee and Firm for Initiating Party▲
37 at _____ a.m./p.m. STRIKE ONE using an authorized method of delivery.

38 **ACTUAL RECEIPT** If the Offer requires Actual Receipt the following may be completed

39 This Notice was sent to the Receiving Party by _____ on _____ Date ▲
40 Licensee and Firm for Receiving Party▲
41 at _____ a.m./p.m. STRIKE ONE

42 Receiving Party acknowledges Actual Receipt of this Notice occurred on _____ at _____
43 a.m./p.m. STRIKE ONE (x) _____
44 Initials of Receiving Party ▲

WB-44 COUNTER-OFFER

Counter-Offer No. _____ by (Buyer)(Seller) **STRIKE ONE**

NOTE: Number this Counter-Offer sequentially, e.g. Counter-Offer No. 1 by Seller, Counter-Offer No. 2 by Buyer, etc.

1 The Offer to Purchase dated _____ and signed by Buyer _____
2 _____ for purchase of real estate at _____
3 _____ is rejected and the following Counter-Offer is hereby made.

4 **CAUTION: This Counter-Offer does not include the terms or conditions in any other counter-offer or multiple**
5 **counter-proposal unless incorporated by reference.**

6 All terms and conditions remain the same as stated in the Offer to Purchase except the following: _____

7 _____
8 _____
9 _____
10 _____
11 _____
12 _____
13 _____
14 _____
15 _____
16 _____
17 _____
18 _____
19 _____
20 _____
21 _____
22 _____
23 _____
24 _____
25 _____
26 _____
27 _____

28 The attached _____ is/are made part of this Counter-Offer.

29 Any warranties, covenants and representations made in this Counter-Offer survive the closing of this transaction.

30 This Counter-Offer is binding upon Seller and Buyer only if a copy of the accepted Counter-Offer is delivered to the Party
31 making the Counter-Offer on or before _____ (Time is of
32 the Essence). Delivery of the accepted Counter-Offer may be made in any manner specified in the Offer to Purchase,
33 unless otherwise provided in this Counter-Offer.

34 **NOTE: The Party making this Counter-Offer may withdraw the Counter-Offer prior to acceptance and delivery as**
35 **provided at lines 30-32.**

36 This Counter-Offer was drafted by _____ on _____

37 _____ Licensee and Firm ▲ _____ Date ▲

38 (x) _____ (x) _____

39 Buyer's Signature ▲ Date ▲ Seller's Signature ▲ Date ▲

40 Print name ► Print name ►

41 (x) _____ (x) _____

42 Buyer's Signature ▲ Date ▲ Seller's Signature ▲ Date ▲

43 Print name ► Print name ►

44 This Counter-Offer was presented by _____ on _____

45 _____ Licensee and Firm ▲ _____ Date ▲

46 This Counter-Offer is (rejected)(countered) **STRIKE ONE** (Party's Initials) _____

47 **NOTE: Provisions from a previous Counter-Offer may be included by reproduction of the entire provision or**
48 **incorporation by reference. Provisions incorporated by reference may be indicated in the subsequent Counter-**
49 **Offer by specifying the number of the provision or the lines containing the provision. In transactions involving**
50 **more than one Counter-Offer, the Counter-Offer referred to should be clearly specified.**

WB-45 Cancellation Agreement and Mutual Release

1 The undersigned Parties agree that the _____

2 (Contract) dated _____, for the
3 property located at _____,
4 in the _____ of _____, State of Wisconsin, is canceled and the Parties hereby
5 release all of their right, title, and interest in and to the Contract, and any and all claims arising out of the transaction.

6 The Parties hereby release the Firms and their licensees from any and all liability for disbursing trust funds as directed
7 and hereby authorize and direct the Firm or third party holding the earnest money or other trust funds to disburse the
8 trust funds held on behalf of the Parties as follows:

9 \$ _____ shall be disbursed to _____

10 Address (optional): _____

11 \$ _____ shall be disbursed to _____

12 Address (optional): _____

13 This Cancellation Agreement and Mutual Release (CAMR) shall be effective only if all Parties to the Contract have signed
14 an identical copy of this CAMR (including signatures on separate but identical copies of the CAMR), and if the fully-
15 executed CAMR has been delivered to the Party initiating the CAMR on or before _____
16 _____. Delivery may be made in any manner authorized in the Contract.

17 **NOTE: The Party initiating this CAMR may withdraw the CAMR prior to acceptance and delivery as provided at**
18 **lines 13-16.**

19 (X) _____
20 Party's Signature ▲ Print Name Here ► Date ▲

21 (X) _____
22 Party's Signature ▲ Print Name Here ► Date ▲

23 (X) _____
24 Party's Signature ▲ Print Name Here ► Date ▲

25 (X) _____
26 Party's Signature ▲ Print Name Here ► Date ▲

27 (X) _____
28 Party's Signature ▲ Print Name Here ► Date ▲

29 (X) _____
30 Party's Signature ▲ Print Name Here ► Date ▲

AGENDA REQUEST FORM

1) Name and Title of Person Submitting the Request: Angela Marshman – LPPA – DPCP	2) Date When Request Submitted: 10/12/2021 <small>Items will be considered late if submitted after 12:00 p.m. on the deadline date which is 8 business days before the meeting</small>
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3) Name of Board, Committee, Council, Sections:
 Real Estate Examining Board

4) Meeting Date: 10/21/2021	5) Attachments: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	6) How should the item be titled on the agenda page? Reciprocal Licenses granted since 08/06/2021
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7) Place Item in: <input checked="" type="checkbox"/> Open Session <input type="checkbox"/> Closed Session	8) Is an appearance before the Board being scheduled? <input type="checkbox"/> Yes (Fill out Board Appearance Request) <input checked="" type="checkbox"/> No	9) Name of Case Advisor(s), if required:
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10) Describe the issue and action that should be addressed:
 Reciprocal Licenses granted since 08/06/2021

PROFESSION NAME	METHOD	METHOD DESCRIPTION	AUTHORITY NAME	COUNT
Real Estate Broker(90)	EXAM	By Exam	Real Estate Examining Board	29
Real Estate Broker(90)	OLAS	OLAS	Real Estate Examining Board	22
Real Estate Broker(90)	OUTOFSTATE	Out of State Licensure	Real Estate Examining Board	2
Real Estate Broker(90)	RECIPROCIT	Reciprocity	Real Estate Examining Board	1
Real Estate Business Entity(91)	NEW	Original Application - Never Licensed Before	Real Estate Examining Board	23
Real Estate Business Entity(91)	OLAS	OLAS	Real Estate Examining Board	20
Real Estate Salesperson(94)	EXAM	By Exam	Real Estate Examining Board	193
Real Estate Salesperson(94)	OLAS	OLAS	Real Estate Examining Board	201
Real Estate Salesperson(94)	OUTOFSTATE	Out of State Licensure	Real Estate Examining Board	25
Real Estate Salesperson(94)	RECIPROCIT	Reciprocity	Real Estate Examining Board	9

11) Signature of person making this request	Authorization
Angela Marshman	Date
	10/12/2021

Supervisor (if required)	Date

Executive Director signature (indicates approval to add post agenda deadline item to agenda)	Date