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FILED

JAN 12 2016

BUREAU OF REAL ESTATE

By *[Signature]*

BEFORE THE BUREAU OF REAL ESTATE  
STATE OF CALIFORNIA

\*\*\*

In the Matter of the Accusation of	)	NO. H-39705 LA
	)	
ERIK M. HANSEN, individually and	)	
as former designated officer of A & E	)	
Real Estate Services Inc.; ANN E. HANSEN,	)	DEFAULT DECISION
individually and as designated officer of Ventura	)	
Management Consulting Inc.; VENTURA	)	
MANAGEMENT CONSULTING INC., and	)	
A & E REAL ESTATE SERVICES INC.	)	
	)	
Respondents.	)	

DECISION

This Decision is being issued in accordance with the provisions of Section 11520 of the California Government Code, on evidence of compliance with Section 11505 of the California Government Code and pursuant to the Order of Default filed on November 9, 2015, and the findings of fact set forth herein are based on one or more of the following: (1) Respondents' express admissions; (2) affidavits; and (3) other evidence.

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ACCUSATION: ERIK M. HANSEN, et al.,  
DEFAULT DECISION H-39705 LA

1 FINDINGS OF FACT

2 1.

3 On December 18, 2014, Maria Suarez made the Accusation in her official  
4 capacity as a Deputy Real Estate Commissioner of the State of California. The Accusation,  
5 Statement to Respondent, and Notice of Defense were mailed Respondents ERIK M.  
6 HANSEN, ANN. E. HANSEN, VENTURA MANAGEMENT CONSULTING INC., and  
7 A & E REAL ESTATE SERVICES, INC by certified mail, return receipt requested, and by  
8 regular mail to Respondents' last known mailing address on file with the Bureau of Real Estate  
9 on January 13, 2015.

10 2.

11 Respondents ERIK M. HANSEN, ANN E. HANSEN, VENTURA  
12 MANAGEMENT CONSULTING INC., and A & E REAL ESTATE SERVICES, INC., filed a  
13 Notice of Defense within the time required by Section 11506 of the Government Code.

14 A hearing was set by the Office of Administrative Hearings for August 20, 2015,  
15 for which neither the Bureau nor the Respondents received notice. A motion to continue was  
16 filed by the Bureau to continue the hearing. On August 14, 2015, the Office of Administrative  
17 Hearings granted the Bureau's motion and sent notice of a new hearing date, on October 15,  
18 2015 at 9:00 a.m.

19 On October 13, 2015, Respondents Erik Hansen and Ann E. Hansen filed a  
20 motion to continue the October 15, 2015 hearing. On October 14, 2015, the Office of  
21 Administrative Hearings granted the Respondents' motion and sent notice of a new hearing  
22 date, on November 5, 2015 at 9:00 a.m. Respondents were duly notified of the hearing but  
23 failed to appear. Default was entered on November 9, 2015.

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27  
ACCUSATION: ERIK M. HANSEN, et al.,  
DEFAULT DECISION H-39705 LA









1 C. On April 14, 2014, a Bureau representative went to the address of record on  
2 file for Respondent E. HANSEN. No contact was made with E. HANSEN. The location was  
3 determined to be a P.O. Box within a mailing center.

4 D. On June 13, 2014, the Bureau served a Subpoena Duces Tecum on  
5 Respondent E. HANSEN at his address of record requesting the transactional file for the  
6 Dorsey Property transaction and for three other rental properties listed on the A & E website.  
7 On June 23, 2014, Respondent E. HANSEN sent a letter to the Bureau indicating he did not  
8 have any records regarding the properties identified in the Bureau's subpoena.

9 E. Respondent E. HANSEN's failure to make available the records and  
10 documents requested by the Bureau is a violation of Code Section 10148.

11 THIRD CAUSE FOR DISCIPLINE

12 (UNLICENSED FICTITIOUS BUSINESS NAME – B & P 10159.5/ REGULATION 2731)

13 7.

14 Respondent E. HANSEN continued to use the fictitious business name "A & E  
15 REAL ESTATE SERVICES INC." after its real estate corporation license had expired (April 2,  
16 2013) and without renewing a license from the Bureau bearing such fictitious name, in violation  
17 of Code Section 10159.5 and Regulation 2731.

18 FOURTH CAUSE FOR DISCIPLINE

19 (FAILURE TO MAINTAIN DEFINITE PLACE OF BUSINESS –

20 B & P 10162/ REGULATION 2715)

21 8.

22 A. The address of record for Respondents E. HANSEN, A. HANSEN, VMCI,  
23 and A & E is 5235 Mission Oaks Boulevard, Suite 671, Camarillo, California 93012.

24 B. On or about April 14, 2014, a representative of the Bureau went to the  
25 address of record and determined that the location is a P.O. Box within a mailing center.

26 ///

27  
ACCUSATION: ERIK M. HANSEN, et al.,  
DEFAULT DECISION H-39705 LA

1 C. At a time known to Respondents, but unknown to the Bureau, Respondents  
2 A. HANSEN, E. HANSEN, VMCI, and A & E left and/or abandoned their former business and  
3 mailing address, and to the Bureau's knowledge, Respondents presently maintain no definite  
4 place of business in the State of California as their office for the transaction of business  
5 requiring a real estate license, in violation of Code Section 10162 and Regulation 2715.

6 9.

7 To date, the Bureau of Real Estate has incurred costs totaling \$3,313.00 in its  
8 investigation and enforcement of Case No. H-39705 LA.

9 DETERMINATION OF ISSUES

10 1.

11 The conduct of Respondents ERIK M. HANSEN, ANN E. HANSEN,  
12 VENTURA MANAGEMENT CONSULTING INC., and A & E REAL ESTATE SERVICES  
13 INC., as described in Paragraphs 5 through 8, above, are in violation of the Business and  
14 Professions Code and the Regulations as set forth below:

15 Code Section 10130 (A & E);

16 Code Section 10148 (A & E, E. HANSEN);

17 Code Section 10159.5 and Regulation 2731 (A & E, E. HANSEN); and

18 Code Section 10162 and Regulation 2715 (A & E., A. HANSEN,  
19 E. HANSEN, and VMCI)

20 The foregoing violations, as described above, constitute cause for discipline of  
21 the real estate licenses and license rights of Respondents ERIK M. HANSEN, individually and  
22 as former designated officer of A & E Real Estate Services Inc.; ANN E. HANSEN,  
23 individually and as designated officer of Ventura Management Consulting Inc.; VENTURA  
24 MANAGEMENT CONSULTING INC.; and A & E REAL ESTATE SERVICES INC., as  
25 aforesaid, under the provisions of Code Sections 10176(a) for substantial misrepresentation;  
26  
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ACCUSATION: ERIK M. HANSEN, et al.,  
DEFAULT DECISION H-39705 LA

1 10177(d) for willful disregard of the Real Estate Law; 10177(g) for negligence; 10176(i) and  
2 10177(j) for dishonest dealing.

3 2.

4 The standard of proof applied was clear and convincing proof to a reasonable  
5 certainty.

6 ORDER

7 The real estate broker license and license rights of Respondents ERIK M.  
8 HANSEN, ANN E. HANSEN, VENTURA MANAGEMENT CONSULTING INC., and  
9 A & E REAL ESTATE SERVICES INC., under the provisions of Part I of Division 4 of the  
10 Business and Professions Code are revoked.

11 This Order shall become effective at 12 o'clock noon on FEB 01 2016.

12 DATED: DECEMBER 31, 2015

13  
14 WAYNE S. BELL  
15 REAL ESTATE COMMISSIONER

16 

17 By: JEFFREY MASON  
18 Chief Deputy Commissioner

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ACCUSATION: ERIK M. HANSEN, et al.,  
DEFAULT DECISION H-39705 LA

FILED

NOV 09 2015

BUREAU OF REAL ESTATE

By: [Signature]

Bureau of Real Estate  
320 West Fourth Street, Suite 350  
Los Angeles, CA 90013  
(213) 576-6982

BEFORE THE BUREAU OF REAL ESTATE

STATE OF CALIFORNIA

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In the Matter of the Accusation of	)	NO. <i>H-39705 LA</i>
	)	
ERIK M. HANSEN, individually	)	
and as former designated officer	)	
of A & E Real Estate Services	)	
Inc.; ANN E. HANSEN,	)	
individually and as designated	)	<u>DEFAULT ORDER</u>
officer of Ventura Management	)	
Consulting Inc.; VENTURA	)	
MANAGEMENT CONSULTING	)	
INC.; and A & E REAL ESTATE	)	
SERVICES, INC.,	)	
Respondents.	)	

Respondents ERIK M HANSEN, ANN E. HANSEN, VENTURA MANAGEMENT CONSULTING INC., and A & E REAL ESTATE SERVICES, INC., filed a Notice of Defense within the time required by Section 11506 of the Government Code. A hearing was set for Thursday, November 05, 2015. Respondents were duly notified of the hearing but failed to appear. Respondents are now in default. It is, therefore ordered that a default be entered on the record in this matter.

IT IS SO ORDERED NOVEMBER 9, 2015.

REAL ESTATE COMMISSIONER

By: [Signature]  
PHILLIP IHDE  
Regional Manager

Flay Sacto

1 Bureau of Real Estate  
2 320 West Fourth Street, Ste. 350  
3 Los Angeles, California 90013  
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5 (213) 576-6982  
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**FILED**

FEB 06 2015

BUREAU OF REAL ESTATE

By Angela Danner

9 STATE OF CALIFORNIA

10 BUREAU OF REAL ESTATE

11 To:	)	
12 A & E REAL ESTATE SERVICES INC. and	)	No. H-39705 LA
13 ERIK M. HANSEN, individually and as	)	
14 former designated officer of A & E Real	)	<b>ORDER TO DESIST AND</b>
15 Estate Services Inc.	)	<b>REFRAIN</b>
	)	(B & P Code Section 10086)
	)	
	)	

16 The Commissioner ("Commissioner") of the California Bureau of Real Estate  
 17 ("Bureau") caused an investigation to be made of the activities of A & E REAL ESTATE  
 18 SERVICES INC. (hereinafter "A & E") and ERIK M. HANSEN (hereinafter "HANSEN").  
 19 Based on that investigation, the Commissioner has determined that A & E and HANSEN,  
 20 and/or any other fictitious business names used by A & E and/or HANSEN have engaged in, or  
 21 are engaging in, or are attempting to engage in, acts or practices constituting violations of the  
 22 California Business and Professions Code (hereinafter "Code") , including violating Code  
 23 Section 10130 by engaging in the business of, acting in the capacity of, advertising, or assuming  
 24 to act as, a real estate broker in the State of California within the meaning of Code Section  
 25 10131(b) (engaging in activities relating to leasing or renting or offering to lease or to rent, or  
 26



1           2. HANSEN is presently licensed and/or has license rights under the Real Estate  
2 Law (Part 1 of Division 4 of the Code) as a real estate broker, license ID 01274167. HANSEN  
3 was originally licensed as a real estate salesperson by the Bureau (then "Department") on or  
4 about February 5, 2000 and licensed as a real estate broker since November 28, 2000.  
5 HANSEN was the designated officer of A & E until April 2, 2013. HANSEN has no current  
6 dbas listed under his real estate license.

7           3. A & E and HANSEN engaged in activities relating to leasing or renting or  
8 offering to lease or rent, or places for rent, or soliciting listings of places for rent, or soliciting for  
9 prospective tenants, or negotiating the sale, purchase or exchanges of leases on real property, or  
10 on a business opportunity or collecting rents from real property or improvements thereon, or  
11 from business opportunities, for or in expectation of compensation.

12           4. A & E advertised its real property management and leasing services on the  
13 website, <http://venturamanagement.us/> as recently as April 4, 2014, and held itself out to  
14 prospective tenants as landlords with residential real property for tenancy listings.

15 Daniel P. and Elizabeth D.'s Transaction

16           5. Among the properties managed by A & E and/or HANSEN on behalf of the  
17 properties' owners is a property located at 5647 Dorsey St., Ventura, California (hereinafter the  
18 "Dorsey Property"). A "Residential Lease or Month-to-Month Rental Agreement" (California  
19 Association of Realtors Form LR, rev. 11/08) between Daniel P. and Elizabeth D. as Tenants  
20 and "A&E Real Estate Services Inc., agent for Mohinder Bajwa" as the Landlord for the Dorsey  
21 Property was signed by HANSEN on July 1, 2013. By the date of HANSEN's signature on  
22 Daniel P. and Elizabeth D.'s Dorsey Property rental agreement, A & E's real estate corporation  
23 license had already expired.

24           6. The Addendum (California Association of Realtors Form ADM, rev. 10/01) dated  
25 July 1, 2013 and attached to the "Residential Lease or Month-to-Month Rental Agreement" for  
26

1 the Dorsey Property between Daniel P. and Elizabeth D. and A & E also listed A & E as the  
2 Landlord.

3 7. The Lease/Rental Mode and Ventilation Addendum (California Association of  
4 Realtors Form LRM, rev. 4/05) dated July 1, 2013 and attached to the "Residential Lease or  
5 Month-to-Month Rental Agreement" between Daniel P. and Elizabeth D. and A & E for the  
6 Dorsey Property also listed A & E as the Landlord.

7 8. On or about January 2, 2014, Daniel P.'s JP Morgan Chase Bank checking  
8 account made a payment to payee "A & E Real E Rent" in the amount of \$1,695.00 for the  
9 Dorsey Property.

10 CONCLUSIONS OF LAW

11 9. Based on the findings of fact contained in paragraphs 1 through 8, A & E and  
12 HANSEN, using the names "A & E REAL ESTATE SERVICES INC.," "A & E Real E Rent,"  
13 and/or other names or fictitious names unknown at this time, performed and/or participated in  
14 real property management activities, including, but not limited to solicitation of listings of places  
15 for rent, solicitation of prospective tenants, and collecting and refunding rental and security  
16 deposit payments. These acts, which require a real estate broker license under Code Section  
17 10131(b), were performed during a period of time when A & E was not licensed by the Bureau  
18 as a real estate broker, a violation of Code Section 10130.

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Julie L. To (SBN 219482)  
Bureau of Real Estate  
320 West 4th Street, Suite. 350  
Los Angeles, California 90013-1105  
  
Telephone: (213) 576-6916 (direct)  
-or- (213) 576-6982 (office)

**FILED**

JAN 13 2015

BUREAU OF REAL ESTATE  
By *[Signature]*

BEFORE THE BUREAU OF REAL ESTATE  
STATE OF CALIFORNIA

\* \* \*

In the Matter of the Accusation of

No. H-39705 LA  
**ACCUSATION**

ERIK M. HANSEN, individually and as former designated  
officer of A & E Real Estate Services Inc.;  
ANN E. HANSEN, individually and as designated  
officer of Ventura Management Consulting Inc.;  
VENTURA MANAGEMENT CONSULTING INC.;  
and A & E REAL ESTATE SERVICES INC.

Respondents.

The Complainant, Maria Suarez, a Deputy Real Estate Commissioner of the State of California, for cause of Accusation against ERIK M. HANSEN, individually and as former designated officer of A & E Real Estate Services Inc.; ANN E. HANSEN, individually and as designated officer of Ventura Management Consulting Inc.; VENTURA MANAGEMENT CONSULTING INC.; and A & E REAL ESTATE SERVICES INC. alleges as follows:

1.

The Complainant, Maria Suarez, a Deputy Real Estate Commissioner of the State of California, makes this Accusation in her official capacity.

2.

All references to the "Code" are to the California Business and Professions Code and all references to "Regulations" are to Title 10, Chapter 6, California Code of Regulations.

LICENSE HISTORY

3.

A. ERIK M. HANSEN

1. Respondent ERIK M. HANSEN (hereinafter "E. HANSEN" or "E.H.") is presently licensed and/or has license rights under the Real Estate Law (Part 1 of Division 4 of the Code) as a real estate broker, license ID 01274167. Respondent E. HANSEN was originally licensed as a real estate salesperson by the Bureau (then "Department") on or about February 5, 2000 and licensed as a real estate broker since November 28, 2000.

2. Respondent E. HANSEN was the designated officer of A & E REAL ESTATE SERVICES INC. until April 2, 2013.

3. Respondent E. HANSEN has no current DBAs listed under his license.

B. ANN E. HANSEN

1. Respondent ANN E. HANSEN (hereinafter "A. HANSEN" or "A.H.") is presently licensed and/or has license rights under the Real Estate Law (Part 1 of Division 4 of the Code) as a real estate broker, license ID 01274161. Respondent A. HANSEN was originally licensed as a real estate salesperson by the Bureau (then "Department") on or about February 4, 2000 and licensed as a real estate broker since April 10, 2001.

2. Respondent A. HANSEN is currently the designated officer of Ventura Management Consulting Inc. with an expiration date of February 12, 2018.

3. Respondent A. HANSEN has no current DBAs listed under her license.

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1                                    C. VENTURA MANAGEMENT CONSULTING INC.

2                                    1. Respondent VENTURA MANAGEMENT CONSULTING INC. (hereinafter  
3 “VMCI”) is presently licensed and/or has license rights under the Real Estate Law (Part 1 of  
4 Division 4 of the Code) as a real estate corporation, license ID 01949420. Respondent VMCI  
5 was originally licensed as a real estate corporation by the Bureau on or about February 13, 2014.

6                                    D. A & E REAL ESTATE SERVICES INC.(Expired/Unlicensed Entity)

7                                    1. A & E Real Estate Services Inc. (hereinafter “A & E”) is not now licensed by  
8 the Bureau in any capacity. Respondent A & E was originally licensed as a real estate  
9 corporation by the Bureau on or about February 27, 2001, license ID 01304288.

10                                    2. A & E’s Articles of Incorporation filed with the California Secretary of State on  
11 December 27, 2000 named Erik Mark Hansen and Ann Evelyn Hansen as its directors, and Eric  
12 Mark Hansen as its agent for service of process. A & E filed its Statement of Information with  
13 the Secretary of State on November 28, 2007 and listed Erik Hansen and Ann Hansen as its  
14 officers and directors, and identified its business as residential property management. A & E  
15 filed a Certificate of Dissolution with the California Secretary of State on April 8, 2013.

16                                    3. Respondent A & E’s corporate real estate license expired on April 2, 2013.  
17 Pursuant to Code Section 10201 Respondent retains renewal rights. Pursuant to Section 10103  
18 the Bureau retains jurisdiction.

19                                    E. All further references to “Respondent” or “Respondents” herein include the  
20 parties identified in Paragraphs 3A, 3B, 3C, and 3D, above, and also include the officers,  
21 directors, employees, agents and real estate licensees employed by or associated with said parties  
22 and who at all times herein mentioned were engaged in the furtherance of the business or  
23 operations of said party and who were acting within the course and scope of their authority and  
24 employment.

25 ///



1 for the Dorsey Property between Daniel P. and Elizabeth D. and A & E also listed A & E as the  
2 Landlord.

3 3. The Lease/Rental Mode and Ventilation Addendum (California Association of  
4 Realtors Form LRM, rev. 4/05) dated July 1, 2013 and attached to the “Residential Lease or  
5 Month-to-Month Rental Agreement” between Daniel P. and Elizabeth D. and A & E for the  
6 Dorsey Property also listed A & E as the Landlord.

7 4. On or about January 2, 2014, Daniel P.’s JP Morgan Chase Bank checking  
8 account made a payment to payee “A & E Real E Rent” in the amount \$1,695.00 for the Dorsey  
9 Property.

10 5. A & E advertised its offerings of rental property management and leasing  
11 through its website, <http://venturamanagement.us/>. An April 4, 2014 screen print of A & E’s  
12 website showed multiple current listings of vacancies, listed A & E’s Bureau of Real Estate  
13 license ID, and introduced Erik and Ann Hansen as the firm’s principals and real estate  
14 practitioners.

15 6. A & E, acting through one or more agents, associates, representatives, and/or  
16 co-conspirators, including, but not limited to E. HANSEN, and using the name “A & E Real  
17 Estate Services Inc” or other names or fictitious names unknown at this time, held itself out to  
18 prospective tenants as a landlord with a residential real property for tenancy listing. This act,  
19 which requires a real estate broker license under Code Section 10131(b), was performed during a  
20 period of time when A & E was not licensed by the Bureau, a violation of Code Section 10130.

21 SECOND CAUSE FOR DISCIPLINE

22 (FAILURE TO RETAIN RECORDS – B & P 10148)

23 6.

24 A. On or about October 2, 2013, the Bureau sent a letter to A & E, addressed to  
25 Respondent E. HANSEN as its designated officer to inquire about the services under the expired  
26

27 CALBRE ACCUSATION – ERIK M. HANSEN ET AL.

1 corporation license of A & E. Respondent E. HANSEN replied with an October 15, 2013 letter  
2 in which he indicated, among other things, that he renewed his license not to work but for his  
3 pride; that he no longer works because he is unable to work; and that he is moving to state of  
4 Georgia. E. HANSEN's letter did not address A & E's real estate activities.

5 B. On or about April 11, 2014, the Bureau sent another letter to Respondent E.  
6 HANSEN inquiring about A & E's real estate activities and, pursuant to Business & Professions  
7 Code Section 10148, requested the transactional files for the Daniel P. and Elizabeth D.  
8 transaction, as well as the files of three other rental properties listed on the A & E website.  
9 Respondent E. HANSEN responded with an April 24, 2014 letter in which he indicated that  
10 A & E was closed and that he had no documentation.

11 C. On April 14, 2014, a Bureau representative went to the address of record on  
12 file for Respondent E. HANSEN. No contact was made with E. HANSEN. The location was  
13 determined to be a P.O. Box within a mailing center.

14 D. On June 13, 2014, the Bureau served a Subpoena Duces Tecum on Respondent  
15 E. HANSEN at his address of record requesting the transactional file for the Dorsey Property  
16 transaction and for three other rental properties listed on the A & E website. On June 23, 2014,  
17 Respondent E. HANSEN sent a letter to the Bureau indicating he did not have any records  
18 regarding the properties identified in the Bureau's subpoena.

19 E. Respondent E. HANSEN's failure to make available the records and  
20 documents requested by the Bureau is a violation of Code Section 10148.

21 THIRD CAUSE FOR DISCIPLINE

22 (UNLICENSED FICTITIOUS BUSINESS NAME – B & P 10159.5/ REGULATION 2731)

23 7.

24 A. Respondent E. HANSEN continued to use the fictitious business name "A & E  
25 REAL ESTATE SERVICES INC." after its real estate corporation license had expired (April 2,  
26

1 2013) and without renewing a license from the Bureau bearing such fictitious name, in violation  
2 of Code Section 10159.5 and Regulation 2731.

3 FOURTH CAUSE FOR DISCIPLINE

4 (FAILURE TO MAINTAIN DEFINITE PLACE OF BUSINESS –

5 B & P 10162/ REGULATION 2715)

6 8.

7 A. The address of record for Respondents E. HANSEN, A. HANSEN, VMCI,  
8 and A & E is 5235 Mission Oaks Boulevard, Suite 671, Camarillo, California 93012.

9 B. On or about April 14, 2014, a representative of the Bureau went to the address  
10 of record and determined that the location is a P.O. Box within a mailing center.

11 C. At a time known to Respondents, but unknown to the Bureau, Respondents A.  
12 HANSEN, E. HANSEN, VMCI, and A & E left and/or abandoned their former business and  
13 mailing address, and to the Bureau's knowledge, Respondents presently maintain no definite  
14 place of business in the State of California as their office for the transaction of business  
15 requiring a real estate license, in violation Code Section 10162 and Regulation 2715.

16 DISCIPLINARY STATUTES

17 9.

18 The conduct of Respondents ERIK M. HANSEN, ANN E. HANSEN, VENTURA  
19 MANAGEMENT CONSULTING INC., and A & E REAL ESTATE SERVICES INC., as  
20 described in Paragraphs 5 through 8, above, violated the Code and the Regulations as set forth  
21 below:

<u>Paragraph</u>	<u>Provisions Violated</u>
22 5	Code Section 10130 (A & E);
23 6	Code Section 10148 (A & E, E. HANSEN);

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27 CALBRE ACCUSATION – ERIK M. HANSEN ET AL.

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7 Code Section 10159.5 and Regulation 2731 (A & E,  
E. HANSEN); and

8 Code Section 10162 and Regulation 2715 (A & E.,  
A. HANSEN, E. HANSEN, and VMCI)

The foregoing violations, as described in Paragraph 9, constitute cause for discipline of the real estate licenses and license rights of Respondents ERIK M. HANSEN, individually and as former designated officer of A & E Real Estate Services Inc.; ANN E. HANSEN, individually and as designated officer of Ventura Management Consulting Inc.; VENTURA MANAGEMENT CONSULTING INC.; and A & E REAL ESTATE SERVICES INC., as aforesaid, under the provisions of Code Sections 10176(a) for substantial misrepresentation; 10177(d) for willful disregard of the Real Estate Law; 10177(g) for negligence; and 10176(i) and 10177(j) for dishonest dealing.

ADDITIONAL CAUSES FOR DISCIPLINE

(Willful Disregard of the Real Estate Law)

10.

The overall conduct of Respondents ERIK M. HANSEN, ANN E. HANSEN, VENTURA MANAGEMENT CONSULTING INC., and A & E REAL ESTATE SERVICES INC. constitutes a willful disregard and violation of the Real Estate Law. This conduct and violation are cause for the suspension or revocation of the real estate license and license rights of said Respondents pursuant to the provisions of Code Section 10177(d).

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(Negligence)

11.

The overall conduct of Respondents ERIK M. HANSEN, ANN E. HANSEN, VENTURA MANAGEMENT CONSULTING INC., and A & E REAL ESTATE SERVICES INC. constitutes negligence. This conduct and violation are cause for the suspension or revocation of the real estate license and license rights of said Respondents pursuant to the provisions of Code Section 10177(g).

(Breach of Fiduciary Duty/ Dishonest Dealing)

12.

The overall conduct of Respondents ERIK M. HANSEN, ANN E. HANSEN, VENTURA MANAGEMENT CONSULTING INC., and A & E REAL ESTATE SERVICES INC. constitutes a breach of fiduciary duty. This conduct and violation are cause for the suspension or revocation of the real estate license and license rights of said Respondents pursuant to the provisions of Code Section 10176(i) and 10177(j).

COSTS

13.

Code Section 10106 provides, in pertinent part, that in any order issued in resolution of a disciplinary proceeding before the Bureau of Real Estate, the Commissioner may request the administrative law judge to direct a licensee found to have committed a violation of this part to pay a sum not to exceed the reasonable costs of the investigation and enforcement of the case.

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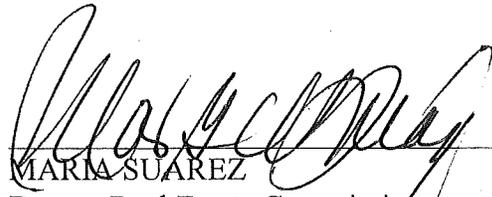
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1                   WHEREFORE, Complainant prays that a hearing be conducted on the allegations  
2 of this Accusation and that upon proof thereof, a decision be rendered imposing disciplinary  
3 action against the licenses and license rights of Respondents ERIK M. HANSEN, ANN E.  
4 HANSEN, VENTURA MANAGEMENT CONSULTING INC., and A & E REAL ESTATE  
5 SERVICES INC., under the Real Estate Law (Part 1 of vision 4 of the Business and Professions  
6 Code), for the cost of investigation and enforcement as permitted by law, and for such other and  
7 further relief as may be proper under other provisions of law, and for costs of audit.

8 Dated at Los Angeles, California

9 this 18<sup>th</sup> day of December, 2014.

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13 MARIA SUAREZ  
14 Deputy Real Estate Commissioner  
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20 cc: ERIK M. HANSEN  
21 ANN E. HANSEN  
22 VENTURA MANAGEMENT CONSULTING INC.  
23 A & E REAL ESTATE SERVICES INC.  
24 Maria Suarez  
25 Sacto.  
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