

By *K. M. [Signature]*

DEPARTMENT OF REAL ESTATE

STATE OF CALIFORNIA

* * *

In the Matter of the Accusation of)	No. H-28208 LA
)	
REAL ESTATE INSTITUTE USA;)	
CHRISTOPHER COCHEMS; JOHN D. BELL;)	
STACI ANN FARR; GREGORY JAMES)	
FELKER; JEREMY MARTIN GARN;)	
PENNY S. OLINE; HOWARD DEAN SEWELL;)	
and SANDRA ROACHELLE STRENGTH,)	
Respondents.)	

DISMISSAL

On December 1, 2000, a First Amended Accusation was filed herein.

On June 13, 2001, June 26, 2001 and July 19, 2001, hearings were held before Administrative Law Judge Carolyn D. Magnuson. On August 17, 2001, a Proposed Decision was issued.

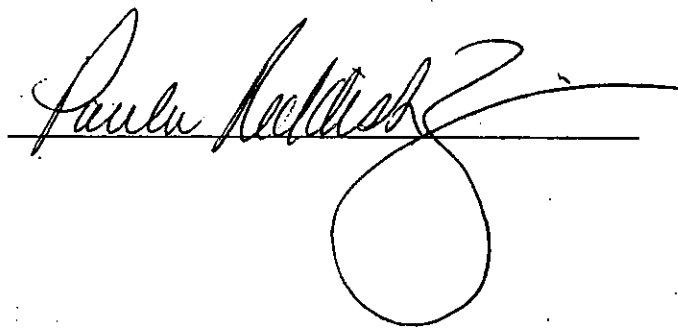
On October 9, 2001, the Proposed Decision was rejected. On October 19, 2001, a Notice of Rejection and Order Remanding Case To Administrative Law Judge To Take Additional Evidence was filed.

Good cause now appearing, the First Amended Accusation herein filed on December 1, 2000, is DISMISSED.

///

IT IS SO ORDERED this 19th day of September 2002.

PAULA REDDISH ZINNEMANN
Real Estate Commissioner


A handwritten signature in cursive script, reading "Paula Reddish Zinnemann", is written over a horizontal line. The signature is followed by a large, circular flourish.

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FILED
OCT 19 2001
DEPARTMENT OF REAL ESTATE

By *K. Kriederholz*

DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

* * *

In the Matter of the Accusation of)	DRE No. H-28208 LA
REAL ESTATE INSTITUTE USA;)	OAH No. L-2000090613
DAVID CHRISTOPHER COCHEMS;)	
JOHN D. BELL; STACI ANN FARR;)	
GREGORY JAMES FELKER;)	
JEREMY MARTIN GARN;)	
PENNY S. OLINE, HOWARD;)	
DEAN SEWELL; and SANDY ROACHELLE)	
STRENGTH,)	
)	
)	
Respondents.)	

NOTICE OF REJECTION AND ORDER REMANDING CASE TO ADMINISTRATIVE
LAW JUDGE TO TAKE ADDITIONAL EVIDENCE
(Section 11517(c) of the Government Code)

TO: REAL ESTATE INSTITUTE USA, and JOHN D. BELL, STACI ANN FARR, GREGORY JAMES FELKER, JEREMY MARTIN GARN, PENNY S. OLINE, HOWARD DEAN SEWELL, and SANDY ROACHELLE STRENGTH, Respondents

YOU ARE HEREBY NOTIFIED that the Proposed Decision
herein dated August 17, 2001, of the Administrative Law Judge is
not adopted as the Decision of the Real Estate Commissioner as to
all respondents except DAVID CHRISTOPHER COCHEMS.

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The Proposed Decision dated August 17, 2001, of the Administrative Law Judge of the Office of Administrative Hearings is hereby adopted as the Decision of the Real Estate Commissioner in the above-entitled matter with respect to DAVID CHRISTOPHER COCHEMS only.

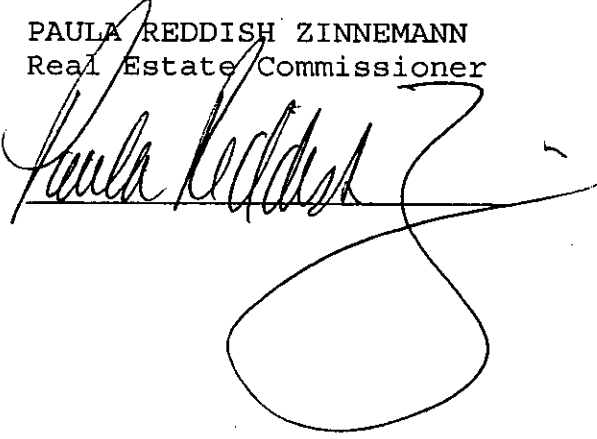
A copy of the Proposed Decision dated August 17, 2001, is attached hereto for your information.

IT IS HEREBY ORDERED, in accordance with Section 11517(c) of the Government Code, that this case be referred to Carolyn Magnuson, Administrative Law Judge of the Office of Administrative hearing, to take additional evidence.

This Decision shall become effective at 12 o'clock noon
on November 8, 2001.

IT IS SO ORDERED October 9, 2001

PAULA REDDISH ZINNEMANN
Real Estate Commissioner



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FILED
OCT 19 2001
DEPARTMENT OF REAL ESTATE

By *R. Wiedeholt*

DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

* * *

In the Matter of the Accusation of)	DRE No. H-28208 LA
REAL ESTATE INSTITUTE USA;)	
DAVID CHRISTOPHER COCHEMS;)	OAH No. L-2000090613
JOHN D. BELL; STACI ANN FARR;)	
GREGORY JAMES FELKER;)	
JEREMY MARTIN GARN;)	
PENNY S. OLINE, HOWARD;)	
DEAN SEWELL; and SANDY ROACHELLE)	
STRENGTH,)	
)	
Respondents.)	

DECISION

The Proposed Decision dated August 17, 2001, of the Administrative Law Judge of the Office of Administrative Hearings is hereby adopted as the Decision of the Real Estate Commissioner in the above-entitled matter with respect to DAVID CHRISTOPHER COCHEMS only.

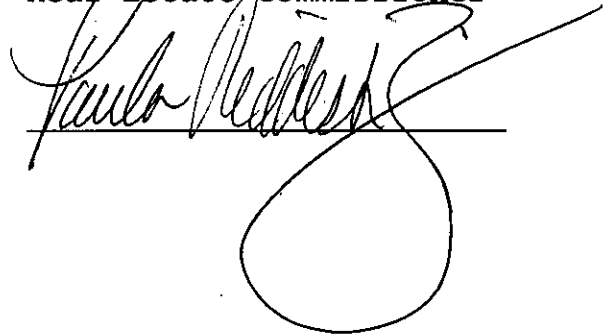
The Proposed Decision is not adopted with respect to the remaining respondents and the case is referred to Carolyn

1 Magnuson, Administrative Law Judge of the Office of
2 Administrative Hearing, to take additional evidence with respect
3 to the remaining respondents.

4 This Decision shall become effective at 12 o'clock noon
5 on October 9, 2001.

6 IT IS SO ORDERED October 9, 2001

8 PAULA REDDISH ZINNEBANN
9 Real Estate Commissioner

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FILED
SEP 21 2001
DEPARTMENT OF REAL ESTATE

BEFORE THE
DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

By K. Miederholf

In the Matter of the Accusation
Against:

DAT YEN, doing business as
Real Estate Institute USA, and
DAVID CHRISTOPHER CHOCHEMS,
JOHN D. BELL, STACI ANN FARR,
GREGORY JAMES FELKER, JEREMY
MARTIN GARN, PENNY S. OLINE,
HOWARD DEAN SEWELL,
SANDRA ROACHELLE STRENGTH,
And KELLY ANN WALTERS,

Respondents.

Agency No. H-28208 LA

OAH No. L-2000090613

PROPOSED DECISION

This matter came on regularly for hearing before Carolyn D. Magnuson, Administrative Law Judge of the Office of Administrative Hearings in Los Angeles, California on June 13, 2001, June 26, 2001, and July 19, 2001.

Elliot Mac Lennan, represented the Complainant.

Herman Thordsen and Sandra J. Morris, attorneys at law, represented Respondent David Cochems, who was personally present.

There was no appearance by or on behalf of Respondents John Bell, Staci Farr, Penny Oline, Howard Sewell and Sandra Strength. As to these Respondents, the matter proceeded by default.

The other named Respondents' cases were resolved before the instant trial.

Oral and documentary evidence was received and the matter submitted; the Administrative Law Judge finds the following facts:

FINDINGS OF FACT

1. Thomas McCrady made the Accusation and the First Amended Accusation in his official capacity as a Deputy Real Estate Commissioner, Department of Real Estate ("Department" or "DRE"), State of California.
2. David Christopher Cochems ("Cochems") is licensed by the Department as a real estate broker, holding license number 01148259. As of June 30, 1997, Cochems became the designated officer of Bann-Cor Mortgage ("Bann-Cor"), a mortgage loan broker. At all pertinent times, the license was in full force and effect.
3. John D. Bell is licensed by the Department as a real estate salesperson, holding license number 01228654, originally issued October 23, 1997 and expiring October 22, 2001. The license is under suspension pursuant to Business and Professions Code section 10153.4(c).
4. Staci Ann Farr is licensed by the Department as a real estate salesperson, holding license number 1228651, originally issued October 23, 1997 and expiring October 22, 2001.
5. Penny S. Oline is licensed by the Department as a real estate salesperson, holding license number 01224905, originally issued November 10, 1997 and expiring November 9, 2001. The license is under suspension pursuant to Business and Professions Code section 10153.4(c).
6. Howard Dean Sewell is licensed by the Department as a real estate salesperson, holding license number 01228652, originally issued October 23, 1997 and expiring October 22, 2001. The license is under suspension pursuant to Business and Professions Code section 10153.4(c).
7. Sandra Roachelle Strength is licensed by the Department as a real estate Salesperson, holding license number 01228645, originally issued November 3, 1997 and expiring on November 2, 2001. The license is under suspension pursuant to Business and Professions Code section 10153.4(c).
8. The individuals identified in paragraphs 3 – 7 are collectively referred to as the "Student Respondents."
9. The Complainant submitted copies of official DRE license certifications for each of the Student Respondents. Those certifications were prepared September 1, 1999 and reflected the Student Respondents' addresses of record as of

that date. The evidence established that all pleadings and notices for the instant case were sent to the Student Respondents' respective addresses of record as of September 1, 1999.

10. However, copies of the First Amended Accusation were served on each of the Student Respondents in December 2000, and the Notices of Hearing were sent to them in May and June 2001. The evidence did not establish the Student Respondents' addresses of record as of the dates on which those documents were served nor can it be presumed that, after a period of nearly two years, each of these individuals has remained at the same address. Thus, it was not established that the Student Respondents were properly served with the First Amended Accusation and the Notice of Hearing. Therefore, jurisdiction to hear the cases involving the Student Respondents has not been established.

11. Real Estate Institute USA ("REI") was owned by Dat Yen, a DRE licensee. REI was a business that offered real estate courses either in person or by correspondence. One of the courses it offered was principles of real estate ("principles course"). Individuals who want to be licensed as a real estate salesperson in California are required to pass principles of real estate and to obtain and submit to DRE, along with the application, a Certificate of Course Completion for that course.

12. Chochems began working for Bann-Cor in 1996. In May 1997, Cochems was named operations manager of Bann-Cor. About the middle of that month, Bann-Cor submitted a Corporation Change Application to the Department that was intended to substitute Cochems at the designated broker for the company. The application stated that the change of brokers was to be effective June 30, 1997.

13. On July 23, 1997, the Department wrote Bann-Cor and stated that the application was incomplete and that additional information was required to complete the application. When the application was complete, DRE made the change in designated brokers effective June 23, 1997.

14. In 1997, Bann-Cor had a policy of encouraging its employees to obtain a real estate salesperson's license. The business offered to pay for coursework and to increase the compensation of any employee who was licensed by DRE. The employees were allowed to choose the schools and courses they took, and Bann-Cor either paid an invoice from the school for the courses or reimbursed the employees for the cost of the courses.

15. At some time prior to June 1997, Cochems personally took a course from REI. He testified without rebuttal that his only direct contact with REI and its owner was at the time he took the course and one telephone call inquiring about costs.

16. The Student Respondents were among thirteen Bann-Cor employees who wanted to get a real estate salesperson's license and who purportedly

chose to take principles of real estate by correspondence from REI. It was suggested that the choice of REI was directed by Cochems. Cochems testified that he never personally told any employee where to take course work. That testimony was also un rebutted.

17. As part of the DRE license application process, each of the Student Respondents submitted to the Department a course completion certificate from REI that was dated July 1, 1997 and stated that each had enrolled in the REI principles course on May 17, 1997 and had passed the examination on June 30, 1997.

18. On July 1, 1997, Bann-Cor issued a check for \$1,950 made payable to Dat "Pat" Yen, owner of REI, and signed by Cochems. Cochems testified that normally payment was made before the coursework began, but he did not know if that was the case with this transaction.

19. Several Bann-Cor employees testified that employees were allowed to study at work when business was slack, but that no one monitored their studies or checked on their progress. They were not required to provide proof of successfully completing the coursework. This testimony was not refuted.

20. It was not established how the Student Respondents obtained their Certificates of Completion or when they obtained them, but it seems probable that the certificates were made available at Bann-Cor. However, it was not established who distributed them.

21. No witness testified that Cochems had directed them to take the principles course from REI, that Cochems had told them, or any one else, that it was not necessary to do the coursework or that Cochems was aware that any employee had obtained a Certificate of Completion without having fulfilled the course requirements or that Cochems had direct knowledge of any of the transactions between REI and the Bann-Cor employees. Cochems testified that he had no knowledge of any of these matters.

22. The sole witness who testified that she had not done the coursework or taken the examination before receiving the certificate testified that Cochems had said that the employees would all be getting Certificates of Completion.¹

23. This statement does not support an inference of guilty knowledge on Cochem's part. The statement could as easily be understood as a vote of

¹ Because this witness admitted to submitting a Certificate of Completion she knew was false but signed her application under penalty of perjury and still felt justified in doing so, her respect for the oath she took at the instant trial to tell the truth was suspect - as was her testimony.

confidence that the employees would succeed in the course as it could be interpreted as proof of collusion by him with REI to obtain false certificates.

24. It was established that at least some of the REI Certificates of Completion dated July 1, 1997 were issued improperly. However, it was not established that Cochems arranged for or participated in the irregularities or that he was aware of the conduct at the time.

DETERMINATION OF ISSUES

1. Cochems argues that the Department is collaterally estopped from bringing this action because the same issue was tried in an earlier accusation brought against him and Bann-Cor in which the allegation of using unlicensed loan agents was dismissed.

2. Collateral estoppel is applicable only where there is an identity of parties and issues. *People v. Taylor* (1974) 12 Cal.3d 686. Identity of issues is lacking in this case. The issue in this case is whether the Respondents committed fraud in order to obtain licenses from the Department. While both cases were concerned with licensure, the particular conduct charged in each is vastly different.

3. The fact that DRE may have been aware of irregularities in the REI Certificates of Completion at the time the earlier case was brought is not relevant to whether or not collateral estoppel bars the instant case; it does not.

4. Cochems further argued that, at the time that the certificates were issued, he was not the designated officer of Bann-Cor and, therefore, cannot be charged with violations in that capacity.

5. On July 1, 1997, when REI received payment from Bann-Cor for thirteen principles courses, Cochems thought he was the designated broker for Bann-Cor and was acting in that capacity when he signed the check. The fact that there were some irregularities in the application to change the designated broker that had to be corrected does not prevent the Department from effectuating the change of brokers on the effective date set forth in the application for corporate change.

6. Moreover, a review of paragraph 15 of the First Amended Accusation shows that Cochems is not being charged with violating Business and Professions Code sections 10177(a) or 10177(d) in his capacity as the designated broker. Rather the charges are against him personally for participating in a fraud on the Department and for violating the real estate law.

7. Cochems further contends that the Student Respondents were individually responsible for meeting the Department's requirements for licensure and for the content and accuracy of their application submissions. In other words, Cochems avers that he had no responsibility to ensure that the employee/applicants

properly completed their coursework before obtaining and submitting the Certificates of Completion. He is correct.

8. In sum, the evidence failed to establish that the Student Respondents had been properly served relevant documents and thus, it was not established that jurisdiction existed. Therefore, no determination on the merits of the allegations against the Student Respondents may be made, and the Accusation must be dismissed as to them.

9. The evidence adduced at trial certainly established that the certificates issued by REI that were dated July 1, 1997 were irregular, at least with regard to some of the Student Respondents. However, the evidence did not establish that Cochems caused or was aware of those irregularities. Thus, it was not established that cause exists to discipline Cochem's license under the provisions of Business and Professions Code sections 10177(a) and (d).

ORDER

WHEREFORE, THE FOLLOWING ORDER is hereby made:

The Accusation is dismissed.

Dated: August 17, 2001

Carolyn D. Magnuson

CAROLYN D. MAGNUSON
Administrative Law Judge
Office of Administrative Hearings

Decision adopted
for David C. Cochems
only

1 ELLIOTT MAC LENNAN, Counsel (SBN 66674)
2 Department of Real Estate
3 320 W. 4TH Street, Suite 350
4 Los Angeles, CA 90013-1105

5 Telephone: (213) 576-6982 (Office)
6 -or- (213) 576-6911 (Direct)

FILED
JUN 14 2001
DEPARTMENT OF REAL ESTATE

By K. Medich

8 DEPARTMENT OF REAL ESTATE

9 STATE OF CALIFORNIA

10 * * *

11 In the Matter of the Accusation of) No. H-28208 LA
12 REAL ESTATE INSTITUTE USA;)
13 DAVID CHRISTOPHER COCHEMS; JOHN)
14 D. BELL; STACI ANN FARR; GREGORY)
15 JAMES FELKER; JEREMY MARTIN GARN)
16 PENNY S. OLIVE; HOWARD DEAN)
17 SEWELL; and SANDY ROACHELLE)
18 STRENGTH,)
19 Respondent.)

STIPULATION
AND AGREEMENT

18 It is hereby stipulated by and between Respondent
19 GREGORY JAMES FELKER (sometimes referred to herein as
20 "Respondent") represented by TURNER, REYNOLDS, GRECO & O'HARA, a
21 Law Corporation and the Complainant, acting by and through
22 Elliott Mac Lennan, Counsel for the Department of Real Estate, as
23 follows for the purpose of settling and disposing of the First
24 Amended Accusation ("Accusation") filed on December 1, 2000, in
25 this matter.

26 1. All issues which were to be contested and all
27 evidence which was to be presented by Complainant and Respondent

1 at a formal hearing on the Accusation, which hearing was to be
2 held in accordance with the provisions of the Administrative
3 Procedure Act ("APA"), shall instead and in place thereof be
4 submitted solely on the basis of the provisions of this
5 Stipulation and Agreement ("Stipulation").

6 2. Respondent has received, read and understands
7 the Statement to Respondent, the Discovery Provisions of the
8 APA and the Accusation, filed by the Department of Real Estate
9 ("Department") in this proceeding.

10 3. On August 20, 1999, Respondent filed a Notice of
11 Defense pursuant to Section 11506 of the Government Code for the
12 purpose of requesting a hearing on the allegations in the
13 Accusation. Respondent hereby freely and voluntarily withdraws
14 said Notice of Defense. Respondent acknowledges that he
15 understands that by withdrawing said Notice of Defense, he will
16 thereby waive his right to require the Commissioner to prove the
17 allegations in the Accusation at a contested hearing held in
18 accordance with the provisions of the APA and that he will waive
19 other rights afforded to him in connection with the hearing, such
20 as the right to present evidence in defense of the allegations in
21 the Accusation and the right to cross-examine witnesses.

22 4. This Stipulation and Agreement is based on the
23 factual allegations contained in the Accusation filed in this
24 proceeding. In the interest of expedience and economy,
25 Respondent chooses not to contest these factual allegations, but
26 to remain silent and understands that, as a result thereof, these
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1 factual statements, without being admitted or denied, will serve
2 as a prima facie basis for the disciplinary action stipulated to
3 herein. This Stipulation and Respondent's decision not to
4 contest the Accusation are hereby expressly limited to this
5 proceeding and made for the sole purpose of reaching an agreed
6 disposition of this proceeding. Respondent's decision not to
7 contest the factual allegations is made solely for the purpose of
8 effectuating this Stipulation and is intended by Respondent to be
9 non-binding upon Respondent in any actions against Respondent by
10 third parties. The Real Estate Commissioner shall not be
11 required to provide further evidence to prove such allegations.

12 5. This Stipulation and any Order made pursuant to
13 this Stipulation shall have no collateral estoppel or res
14 judicata effect in any proceedings in which the Respondent and
15 the Department (or the Department's representative) are not
16 parties. This Stipulation is made by Respondent and received
17 by the Commissioner and the Department, with the express
18 understanding and agreement that it is for the purpose of
19 settling these proceedings only, and that this Stipulation is
20 not intended as, and shall not be deemed, used, or accepted as
21 an acknowledgment or admission of fact in any other judicial,
22 administrative, or other proceeding to which the Department is
23 not a party.

24 6. It is understood by the parties that the Real
25 Estate Commissioner may adopt the Stipulation as her decision
26 in this matter, thereby imposing the penalty and sanctions on
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1 Respondent's real estate license and license rights as set forth
2 in the below "Order." In the event that the Commissioner in her
3 discretion does not adopt the Stipulation, the Stipulation shall
4 be void and of no effect, and Respondent shall retain the right
5 to a hearing on the Accusation under all the provisions of the
6 APA and shall not be bound by any stipulation or waiver made
7 herein.

8 7. The Order or any subsequent Order of the Real
9 Estate Commissioner made pursuant to this Stipulation shall
10 not constitute an estoppel, merger or bar to any further
11 administrative or civil proceedings by the Department of Real
12 Estate with respect to any matters which were not specifically
13 alleged to be causes for accusation in this proceeding.

14 DETERMINATION OF ISSUES

15 By reason of the foregoing stipulations and waivers and
16 solely for the purpose of settlement of the pending Accusation
17 without a hearing, it is stipulated and agreed that the following
18 determination of issues shall be made:

19 The conduct, acts and/or omissions of Respondent
20 GREGORY JAMES FELKER as set forth in the Paragraph 4, constitutes
21 cause to suspend or revoke the real estate broker license and
22 license rights of Respondent under the provisions of Code Section
23 10177(a) of the Business and Professions Code for violation of
24 said Code Section.

1 Respondent has violated provisions of the California Real Estate
2 Law, the Subdivided Lands Law, Regulations of the Real Estate
3 Commissioner or conditions attaching to the restricted license.

4 3. Respondent shall not be eligible to apply for the
5 issuance of an unrestricted real estate license nor for the
6 removal of any of the conditions, limitations or restrictions of
7 a restricted license until two (2) years have elapsed from the
8 effective date of this Decision.

9 4. Respondent shall, within nine (9) months from the
10 effective date of this Decision, present evidence satisfactory to
11 the Real Estate Commissioner that Respondent has, since the most
12 recent issuance of an original or renewal real estate license,
13 taken and successfully completed the continuing education
14 requirements of Article 2.5 of Chapter 3 of the Real Estate Law
15 for renewal of a real estate license. If Respondent fails to
16 satisfy this condition, the Commissioner may order the suspension
17 of the restricted license until the Respondent presents such
18 evidence. The Commissioner shall afford Respondent the
19 opportunity for a hearing pursuant to the Administrative
20 Procedure Act to present such evidence.

21 5. Respondent shall within six (6) months from the
22 effective date of the restricted license, take and pass the
23 Professional Responsibility Examination administered by the
24 Department including the payment of the appropriate examination
25 fee. If respondent fails to satisfy this condition, the
26 Commissioner may order suspension of the restricted license
27 until respondent passes the examination.

1 6. Respondent shall submit with any application for
2 license under an employing broker, or any application for
3 transfer to a new employing broker, a statement signed by the
4 prospective employing real estate broker on a form approved by
5 the Department of Real Estate which shall certify:

6 (a) That the employing broker has read the
7 Decision of the Commissioner which granted
8 the right to a restricted license; and

9 (b) That the employing broker will exercise
10 close supervision over the performance by
11 the restricted licensee relating to activities
12 for which a real estate license is required.

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15 DATED: 6-12-01

15 E. J. L.
16 ELLIOTT MAC LENNAN, Counsel for
17 the Department of Real Estate

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EXECUTION OF THE STIPULATION

I have read the Stipulation and Agreement, and have
discussed it with my counsel. Its terms are understood by me and
are agreeable and acceptable to me. I understand that I am
waiving rights given to me by the California Administrative
Procedure Act (including but not limited to Sections 11506,
11508, 11509 and 11513 of the Government Code), and I willingly,
intelligently and voluntarily waive those rights, including the
right of requiring the Commissioner to prove the allegations in
the Accusation at a hearing at which I would have the right to
cross-examine witnesses against me and to present evidence in
defense and mitigation of the charges.

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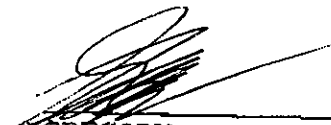
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FACSIMILE TRANSMISSION

Respondent can signify acceptance and approval of the terms and conditions of this Stipulation and Agreement by faxing a copy of its signature page, as actually signed by Respondent, to the Department at the following telephone/fax number: (213) 576-6917, Attention: Elliott Mac Lennan. Respondent agrees, acknowledges and understands that by electronically sending to the Department a fax copy of Respondent's actual signature as it appears on the Stipulation and Agreement, that receipt of the faxed copy by the Department shall be as binding on Respondent as if the Department had received the original signed Stipulation and Agreement.

DATED: 6-7-01



GREGORY JAMES FELKER,
Respondent

DATED: 6/1/01

TURNER, REYNOLDS, GRECO & O'HARA, a
Law Corporation, Attorneys for
GREGORY JAMES FELKER, Respondent

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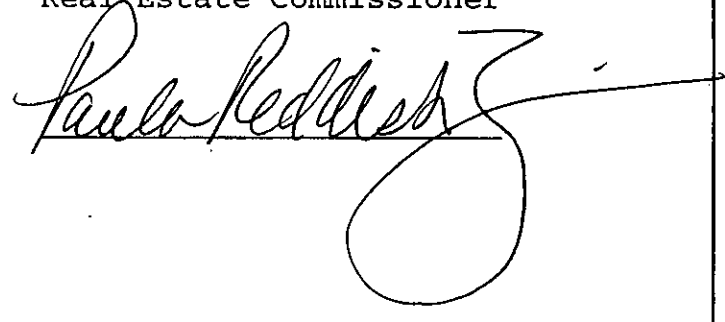
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The foregoing Stipulation and Agreement is hereby
adopted as my Decision as to Respondent GREGORY JAMES FELKER, and
shall become effective at 12 o'clock noon
on July 5, 2001.

IT IS SO ORDERED June 12, 2001.

PAULA REDDISH ZINNEMANN
Real Estate Commissioner



Walt Jones

**BEFORE THE DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA**

FILED
MAY 31 2001
DEPARTMENT OF REAL ESTATE

In the Matter of the Accusation of

REAL ESTATE INSTITUTE INC., et al.,

By *[Signature]*

Case No. H-28208 LA

OAH No. L-200090613

Respondent

CONTINUED
NOTICE OF HEARING ON ACCUSATION

To the above named respondent:

You are hereby notified that a hearing will be held before the Department of Real Estate at Office of Administrative Hearings, 320 W. Fourth St., Ste. 630, Los Angeles, CA on June 13 - 15, 2001, at the hour of 9:00 a.m., or as soon thereafter as the matter can be heard, upon the Accusation served upon you. If you object to the place of hearing, you must notify the presiding administrative law judge of the Office of Administrative Hearings within ten (10) days after this notice is served on you. Failure to notify the presiding administrative law judge within ten days will deprive you of a change in the place of the hearing.

You may be present at the hearing. You have the right to be represented by an attorney at your own expense. You are not entitled to the appointment of an attorney to represent you at public expense. You are entitled to represent yourself without legal counsel. If you are not present in person nor represented by counsel at the hearing, the Department may take disciplinary action against you based upon any express admission or other evidence including affidavits, without any notice to you.

You may present any relevant evidence and will be given full opportunity to cross-examine all witnesses testifying against you. You are entitled to the issuance of subpoenas to compel the attendance of witnesses and the production of books, documents or other things by applying to the Department of Real Estate.

The hearing shall be conducted in the English language. If you want to offer the testimony of any witness who does not proficiently speak the English language, you must provide your own interpreter and pay his or her costs. The interpreter must be certified in accordance with Sections 11435.30 and 11435.55 of the Government Code.

DEPARTMENT OF REAL ESTATE

Dated: May 31, 2001

By *[Signature]*
ELLIOTT MAC LENNAN *[Signature]* Counsel

cc: Real Estate Institute USA
David Christopher Cochens
John D. Bell
Stacy Ann Farr
Gregory James Felker
Sacto OAH PI

Jeremy Martin Garn
Penny S. Oline
Howard Dean Sewell
Sandy Rochelle Strength
Maxine Monaghan, Esq.
Herman Thordsen, Esq.
Frederick E. Turner, Esq. RE 501 (Rev. 8/97)

Handwritten initials

BEFORE THE DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

FILED
MAY 18 2001
DEPARTMENT OF REAL ESTATE

In the Matter of the Accusation of

REAL ESTATE INSTITUTE, ET AL.,

By *K. Mederholt*

Case No. H-28208 LA

OAH No. L-200090613

} (Grouping bracket for case and OAH numbers)

Respondent

NOTICE OF HEARING ON ACCUSATION

To the above named respondent:

You are hereby notified that a hearing will be held before the Department of Real Estate at Office of Administrative Hearings, 320 W. Fourth St., Ste. 630, Los Angeles on June 11 to June 15, 2001, at the hour of 9:00 a.m., or as soon thereafter as the matter can be heard, upon the Accusation served upon you. If you object to the place of hearing, you must notify the presiding administrative law judge of the Office of Administrative Hearings within ten (10) days after this notice is served on you. Failure to notify the presiding administrative law judge within ten days will deprive you of a change in the place of the hearing.

You may be present at the hearing. You have the right to be represented by an attorney at your own expense. You are not entitled to the appointment of an attorney to represent you at public expense. You are entitled to represent yourself without legal counsel. If you are not present in person nor represented by counsel at the hearing, the Department may take disciplinary action against you based upon any express admission or other evidence including affidavits, without any notice to you.

You may present any relevant evidence and will be given full opportunity to cross-examine all witnesses testifying against you. You are entitled to the issuance of subpoenas to compel the attendance of witnesses and the production of books, documents or other things by applying to the Department of Real Estate.

The hearing shall be conducted in the English language. If you want to offer the testimony of any witness who does not proficiently speak the English language, you must provide your own interpreter and pay his or her costs. The interpreter must be certified in accordance with Sections 11435.30 and 11435.55 of the Government Code.

DEPARTMENT OF REAL ESTATE

Dated: May 18, 2001

By *JMG*

cc: Real Estate Institute USA
David Christopher Cochens
John D. Bell
Stacy Ann Farr
Gregory James Felker
Sacto OAH PI

Jeremy Martin Garn
Penny S. Oline
Howard Dean Sewell
Sandy Rochelle Strength
Maxine Monaghan, Esq.
Herman Thordsen, Esq.

Counsel

Sacto file

BEFORE THE DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

FILED
DEC - 4 2000
DEPARTMENT OF REAL ESTATE

In the Matter of the Accusation of

REAL ESTATE INSTITUTE USA, et al.,

By *K. Kneider*
Case No. H-28208 LA

OAH No. L-2000090613

Respondent

NOTICE OF HEARING ON ACCUSATION

To the above named respondent:

You are hereby notified that a hearing will be held before the Department of Real Estate at Office of Administrative Hearings, 320 W. Fourthstreet, Ste. 630
Los Angeles, CA 90013

on March 5 to March 9, 2001, at the hour of 9:00 a.m., or as soon thereafter as the matter can be heard, upon the Accusation served upon you. If you object to the place of hearing, you must notify the presiding administrative law judge of the Office of Administrative Hearings within ten (10) days after this notice is served on you. Failure to notify the presiding administrative law judge within ten days will deprive you of a change in the place of the hearing.

You may be present at the hearing. You have the right to be represented by an attorney at your own expense. You are not entitled to the appointment of an attorney to represent you at public expense. You are entitled to represent yourself without legal counsel. If you are not present in person nor represented by counsel at the hearing, the Department may take disciplinary action against you based upon any express admission or other evidence including affidavits, without any notice to you.

You may present any relevant evidence and will be given full opportunity to cross-examine all witnesses testifying against you. You are entitled to the issuance of subpoenas to compel the attendance of witnesses and the production of books, documents or other things by applying to the Department of Real Estate.

The hearing shall be conducted in the English language. If you want to offer the testimony of any witness who does not proficiently speak the English language, you must provide your own interpreter and pay his or her costs. The interpreter must be certified in accordance with Sections 11435.30 and 11435.55 of the Government Code.

DEPARTMENT OF REAL ESTATE

Dated: December 4, 2000

By *Elliott MacLennan*
(M) Counsel

cc: Real Estate Institute USA
David Christopher Cochens
John D. Bell
Staci Ann Farr
Gregory James Felker
Sacto OAH PI

Jeremy Martin Garn
Penny S. Oline
Howard Dean Sewell
Sandy Roachelle Strength
Maxine Monaghan, Esq.
Herman Thordsen, Esq.

RE 501 (Rev. 8/97)

1 ELLIOTT MAC LENNAN, Counsel
2 State Bar No. 66674
3 Department of Real Estate
4 320 West 4th Street, Suite 350
5 Los Angeles, California 90013-1105
6
7 (213) 576-6911

FILED
DEC - 1 2000
DEPARTMENT OF REAL ESTATE

By K. Miederholt

8 DEPARTMENT OF REAL ESTATE

9 STATE OF CALIFORNIA

10 * * * * *

11 In the Matter of the Accusation of)
12 REAL ESTATE INSTITUTE USA;)
13 DAVID CHRISTOPHER COCHEMS;)
14 JOHN D. BELL; STACI ANN FARR;)
15 GREGORY JAMES FELKER;)
16 JEREMY MARTIN GARN;)
17 PENNY S. OLINE;)
18 HOWARD DEAN SEWELL; and)
19 SANDY ROACHELLE STRENGTH,)
20 Respondents.)

No. H-28208 LA

FIRST AMENDED ACCUSATION

21 The Accusation filed August 5, 1999, is amended in its
22 entirety as follows:

23 The Complainant, Thomas McCrady, a Deputy Real Estate
24 Commissioner of the State of California, for cause of Accusation
25 against REAL ESTATE INSTITUTE USA, DAVID CHRISTOPHER COCHEMS,
26 JOHN D. BELL, STACI ANN FARR, GREGORY JAMES FELKER, JEREMY MARTIN
27 GARN, PENNY S. OLINE, HOWARD DEAN SEWELL and SANDY ROACHELLE
STRENGTH, as follows:

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The Complainant, Thomas McCrady, a Deputy Real Estate Commissioner of the State of California, makes this Accusation in his 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 and more specifically to the Private Vocational School Approvals commencing with Regulation Section 3000.

3

REAL ESTATE INSTITUTE USA (hereafter REI) is the sponsor of the pre-licensing course offerings. On September 1, 1992, the Department of Real Estate (Department) approved the offering of a statutorily required pre-license correspondence Real Estate Principles course pursuant to Certificate Number 1156-90, and a resident course pursuant to Certificate Number 1157-90. Dat Yen, a revoked real estate broker, is the owner of REI and at all times herein pertinent was its Director, controlling the operations of REI including the distribution of the instructional materials and further including supervising and administering the Final Examination. The primary business conducted by REI is the teaching of courses to applicants for real estate licenses. The correspondence course method of instruction was the course offering under which the Student Respondents were matriculated as opposed to the resident or classroom course method.

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DAVID CHRISTOPHER COCHEMS (COCHEMS), sometimes referred to as Respondent, is presently licensed and/or has license rights under the Real Estate Law (Part 1 of Division 4 of the Business and Professions Code). COCHEMS was originally licensed as a real estate broker on November 2, 1992. He is the designated officer of Bann-Cor Mortgage, a corporate real estate broker, aka Bancorp Mortgage or Bancorp.

GREGORY JAMES FELKER, JOHN D. BELL, STACI ANN FARR, JEREMY MARTIN GARN, PENNY S. OLIN, HOWARD DEAN SEWELL and SANDY ROACHELLE STRENGTH, sometimes referred to as Respondents or Student Respondents, are presently licensed and/or have license rights subject to Section 10153.4(c) under the Real Estate Law (Part 1 of Division 4 of the California Business and Professions Code) (hereafter Code).

At all times mentioned, REI and Dat Yen were acting as the agent of each other.

On September 1, 1992, the Department issued to REI approvals for the following pre-licensing course offerings pursuant to Business and Professions Code (hereafter Code) Sections 10153.2, 10153.3 and 10153.5 and Sections 3000 and 3002 of Chapter 6, Title 10 of the California Code of Regulations (hereafter the Regulations):



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Date	Course Title
9-1-92	Real Estate Principles (taught as an attended course)
9-1-92	Real Estate Principles (taught as a correspondence course)

8

Conditions to the approval of a Real Estate Principles course offering to be taught included the requirement that students enrolled in the correspondence course complete 15 separate lesson assignments. Regulation 3000 (a)(1). Successful passing of a final examination. Regulation 3000 (a)(2)(B). Further, instructors must be credentialed by the Board of Governors of the California Community Colleges or by a comparable California teacher-credentialing agency or be approved by the Real Estate Commissioner. Regulation 3000(a)(3). A sponsoring school authorized to teach a correspondence course must maintain records sufficient to allow for the preparation of a duplicate certificate upon request by a student. Regulation 3000(a)(4). REI specific authorization was that the Real Estate Principles correspondence course be not less than three weeks in length, and read four hundred eighty pages of text prior to be eligible to take a one of two one hundred question multiple choice open book final examination, and the resident or classroom course to be not less than six weeks in length.

9

Successful completion of a Real Estate Principles course at an accredited institution, evidenced by a certificate, is a condition precedent to taking an examination to become a

4

1 real estate salesperson or real estate broker. Code Section
2 10153.3.

3
4 10

5 On June 30, 1997, COCHEMS, in his capacity as
6 designated officer of Bann-Cor Mortgage, met with Dat Yen to seek
7 a solution for Bann-Cor Mortgage's problem of having twelve
8 unlicensed loan agents conducting mortgage and loan brokering
9 activities requiring a license.

10 11

11 On July 1, 1997, one day later, Dat Yen delivered
12 twelve Principles Course Completion Certificates to COCHEMS for
13 the Student Respondents and the following individuals who are not
14 Respondents: Ellenburg, Geiss, Stemrich, Webster and Westerman.

15 12

16 The Student Respondents, assisted by COCHEMS, submitted
17 their respective Principle Course Completion Certificates to the
18 Department of Real Estate. The certificates were false in that
19 they represented that the Student Respondents had enrolled in the
20 REI Principles Course on May 17, 1997, and had taken a final
21 examination on June 30, 1997. In truth and in fact the students
22 were "enrolled" by COCHEMS, the same day the certificates were
23 issued by REI, and one day before COCHEMS paid for the course,
24 July 1, 1997. These false certificates were in total disregard
25 of the statutory-mandated requirements of the Principles Course.
26 According to Dat Yen, he shortened the three week course to ten
27 days and permitted COCHEMS to administer the final examination on



1 the date of enrollment, June 30, 1997, at Bann-Cor Mortgage's
2 office at Bann-Cor Mortgage.

3
4 13

5 An investigation of REI's statutory course offerings by
6 the Department also revealed that REI failed to the appropriate
7 records for the Student Respondents.

8 14

9 The conduct of Respondent REAL ESTATE INSTITUTE USA
10 subjects its Real Estate Course Approvals, correspondence and
11 resident, to withdrawal under the provisions of Code and
12 Regulations Sections:

13 (a) Regulation 3010 for failure to maintain prescribed
14 statutory and regulatory standards for its course offerings, and
15 Code Section 10177(d) for violations of:

16 (i) Regulation 3000(a)(1) for:

17 (a) For issuance of a Statutory Course
18 Completion Certificate in Real Estate Principles purportedly
19 taught as a correspondence course without requiring the Student
20 Respondents to complete 15 separate lesson assignments as
21 required for a correspondence course.

22 (b) Regulation 3000(a)(2)(B) for failure to have a final
23 examination administered and supervised by a person designated by
24 the school, to wit allowing COCHEMS to administer the final
25 examination at Bann-Cor Mortgage, and,

26 (c) Regulation 3000(a)(3) for failure to
27 provide instructors, instructional material and classroom



1 facilities adequate to achieve the objective of the course
2 offered by REI.

3
4 (d) Regulation 3000(a)(4) for failure to
5 maintain records required by that Regulation.

6 15

7 The conduct of Respondent DAVID CHRISTOPHER COCHEMS,
8 constitutes grounds to suspend or revoke his real estate license
9 and license rights pursuant to Code Sections:

10 a. 10177(a) for fraud, misrepresentation or deceit in
11 attempting to procure a license for the Student Respondents.

12 b. 10177(d) for violation of the real estate law.

13 16

14 The conduct of the Student Respondents JOHN D BELL,
15 STACI ANN FARR, GREGORY JAMES FELKER, JEREMY MARTIN GARN, PENNY
16 S. OLINE, HOWARD DEAN SEWELL, and SANDY ROACHELLE, STRENGTH,
17 constitutes grounds to suspend or revoke their respective real
18 estate license and license rights pursuant to Code Section
19 10177(a) for fraud, misrepresentation or deceit in attempting to
20 procure a license for themselves.

21 WHEREFORE, Complainant prays that a hearing be
22 conducted on the allegations made by the accusation and, that
23 upon proof thereof, a decision be rendered imposing disciplinary
24 action against REAL ESTATE INSTITUTE USA including withdrawal of
25 its Real Estate Course Approval for both correspondence and
26 resident courses, under the Real Estate Law (Part 1 of Division 4
27 of the Business and Professions Code) and for such other and



1 further relief as may be proper under other applicable provisions
2 of law.

3
4 AND WHEREFORE, Complainant prays that a hearing be
5 conducted on the allegations of this Accusation and that upon
6 proof thereof a decision be rendered imposing disciplinary action
7 against all licenses and license rights of Respondents DAVID
8 CHRISTOPHER COCHEMS, JOHN D. BELL, STACI ANN FARR, GREGORY JAMES
9 FELKER, JEREMY MARTIN GARN, PENNY S. OLIVE, HOWARD DEAN SEWELL
10 and SANDY ROACHELLE STRENGTH under the Real Estate Law (Part 1 of
11 Division 4 of the Business and Professions Code) and for such
12 other and further relief as may be proper under other applicable
13 provisions of law.

14 Dated at Los Angeles, California
15 this 1st day of Decembr, 2000.

THOMAS MC CRADY

Deputy Real Estate Commissioner

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22 cc: Real Estate Institute USA
23 David C. Cochems
24 John D Bell
25 Staci Ann Farr
26 Gregory James Felker
27 Jeremy Martin Garn
Penny S. Oline
Howard Dean Sewell
Sandy Roachelle Strength
Sacto.
PI
Maxine Monaghan, Esq.
Herman Thordsen, Esq.

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FILED
AUG 1 8 1999
DEPARTMENT OF REAL ESTATE

By *K. Hudek*

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DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

* * * * *

In the Matter of the Accusation of)	No. H-28208 LA
)	
DAT YEN, doing business as.)	
Real Estate Institute USA,)	
and DAVID CHRISTOPHER COCHEMS,)	
JOHN D. BELL, STACI ANN FARR,)	
GREGORY JAMES FELKER,)	
JEREMY MARTIN GARN,)	
PENNY S. OLINE, HOWARD)	
DEAN SEWELL, SANDY ROACHELLE)	
STRENGHT, KELLY ANN WALTERS,)	
)	
Respondents.)	

ORDER SUSPENDING RESTRICTED REAL ESTATE LICENSE

TO: DAT YET aka Dat Pat Yen

On June 2, 1998, a restricted real estate broker license was issued by the Department of Real Estate (herein "the Department") to DAT YEN on the terms, conditions and restrictions set forth in the Stipulation and Agreement effective June 2, 1998, in Case No. H-2073 SA and subject to the provision of Section 10156.7 of the Business and Professions Code (herein "the Code") and to enumerated additional terms, conditions and restrictions imposed under authority of Section 10156.6 of the Code.

1 On August 5, 1999, in Case No. H-28208 LA, an
2 Accusation was filed against DAT YEN charging him with violating
3 Sections 10177(a), 10177(d), 10177(g) and 10177(j) of the Code.

4 NOW THEREFORE, IT IS ORDERED under authority of Section
5 10156.7 of the Code that the restricted real estate broker license
6 heretofore issued to Respondent DAT YEN and the exercise of any
7 privileges thereunder are hereby suspended pending final
8 determination made after the hearing on the aforesaid Accusation.


9 IT IS FURTHER ORDERED that all license certificates and
10 identification cards issued by the Department which are in the
11 possession of Respondent DAT YEN be immediately surrendered by
12 personal delivery or by mailing in the enclosed self-addressed
13 envelope to:

14 DEPARTMENT OF REAL ESTATE
15 ATTN: Elliott Mac Lennan, Esq.
16 320 West 4th Street, Suite 350
Los Angeles, California 90013-1105
(213) 576-6911

17 This Order shall be effective immediately.

18 DATED: August 13, 1999.

19 John R. Liberator
20 Acting Real Estate Commissioner

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ELLIOTT MAC LENNAN, Counsel
State Bar No. 66674
Department of Real Estate
320 West 4th Street, Suite 350
Los Angeles, California 90013-1105

(213) 576-6911

FILED
AUG - 5 1999
DEPARTMENT OF REAL ESTATE
By *K. Niederholt*

DEPARTMENT OF REAL ESTATE
STATE OF CALIFORNIA

* * * * *

In the Matter of the Accusation of)
)
DAT YEN, doing business as)
Real Estate Institute USA,)
and DAVID CHRISTOPHER COCHEMS,)
JOHN D BELL, STACI ANN FARR,)
GREGORY JAMES FELKER,)
JEREMY MARTIN GARN,)
PENNY S. OLINE, HOWARD)
DEAN SEWELL, SANDRA ROACHELLE)
STRENGTH, KELLY ANN WALTERS,)
)
Respondents.)

No. H-28208 LA

A C C U S A T I O N

The Complainant, Thomas McCrady, a Deputy Real Estate
Commissioner of the State of California, for cause of Accusation
against DAT YEN aka Dat Pat Yen and aka Pat Yen, dba Real Estate
Institute USA, DAVID CHRISTOPHER COCHEMS, JOHN D. BELL, STACI ANN
FARR, GREGORY JAMES FELKER, JEREMY MARTIN GARN, PENNY S. OLINE,
HOWARD DEAN SEWELL, SANDRA ROACHELLE STRENGTH, and KELLY ANN
WALTERS, is informed and alleges in his official capacity as
follows:

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DAT YEN, DAVID CHRISTOPHER COCHEMS (COCHEMS), JOHN D BELL, STACI ANN FARR, GREGORY JAMES FELKER, JEREMY MARTIN GARN, PENNY S. OLINE, HOWARD DEAN SEWELL, SANDRA ROACHELLE STRENGTH, and KELLY ANN WALTERS sometimes referred to as Respondents, are presently licensed and/or have license rights under the Real Estate Law (Part 1 of Division 4 of the California Business and Professions Code).

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.

3

DAT YEN was originally licensed as a real estate broker on August 17, 1978. Effective June 2, 1998, a restricted real estate broker license was issued to him as a result of the discipline imposed in Case Number H-2073 SA as more fully set forth in Paragraph 12 below.

4

Real Estate Institute USA (REI) is a real estate school authorized to offer a statutorily required pre-license course. On September 1, 1992, the Department of Real Estate (Department) approved the offering of a correspondence Real Estate Principles course pursuant to Certificate Number 1156-90. DAT YEN is the owner, operator and course sponsor of REI.

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1
2 At all times mentioned, DAT YEN and REI were acting as
3 the agent of each other.

4
5 The Department's authorization to Respondent REI to
6 offer the correspondence course in Real Estate Principles, was
7 based on representations by DAT YEN that the Real Estate Institute
8 USA correspondence school would require the students to complete
9 fifteen assignments in not less than two and one half weeks, and
10 pass a one hundred question multiple choice open book final
11 examination prior to the issuance of a certificate evidencing
12 successful completion. Such certificate is required before an
13 applicant can take an examination to become licensed as a real
14 estate broker or salesperson.

15
16 On June 30, 1997, DAT YEN and COCHEMS, designated
17 officer of Bann-Cor Mortgage, met to seek an immediate solution
18 for Bann-Cor Mortgage's problem of having thirteen unlicensed
19 employees that required a licensed to continue their mortgage and
20 loan brokering activities. On July 1, 1997, one day later, DAT
21 YEN delivered thirteen Principles Course Completion Certificates
22 to COCHEMS, for the following thirteen individuals, eight of which
23 are named Respondents herein: (Respondents) JOHN D BELL, STACI ANN
24 FARR, GREGORY JAMES FELKER, JEREMY MARTIN GARN, PENNY S. OLIVE,
25 HOWARD DEAN SEWELL, SANDRA ROACHELLE STRENGTH, KELLY ANN WALTERS,
26 and (non-Respondents) Ellenburg, Geiss, Stemrich, Webster and
27 Westerman.



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The certificates issued by DAT YEN for REI were false. They represented that the thirteen "students" enrolled in the REI Principles course on May 17, 1997, and had taken a final examination on June 30, 1997. At no time were the "students" required to attend classes, complete assignments or take any examinations before receiving the course completion certificates.

The conduct or omissions of Respondent DAT YEN constitutes grounds to suspend or revoke his restricted real estate license and license rights pursuant to Code Sections:

- a. 10177(a) for fraud, misrepresentation or deceit in attempting to procure a license.
- b. 10177(d) for willful violation of Regulations Sections 3000(a)(1) and 3000(a)(2)(B) and 3000(a)(4).
- c. 10177(j) for dishonest dealing.
- d. 10177(g) for negligence.

The conduct or omissions of Respondents DAVID CHRISTOPHER COCHEMS, JOHN D BELL, STACI ANN FARR, GREGORY JAMES FELKER, JEREMY MARTIN GARN, PENNY S. OLIVE, HOWARD DEAN SEWELL, SANDRA ROACHELLE STRENGTH, and KELLY ANN WALTERS constitutes grounds to suspend or revoke their respective real estate license and license rights pursuant to Code Section 10177(a) for fraud, misrepresentation or deceit in attempting to procure a license for themselves, or for another (DAVID CHRISTOPHER COCHEMS).

/

PRIOR DISCIPLINE

On April 26, 1996, in Case No. H-2073 SA, an Accusation was filed against DAT YEN that resulted in discipline effective May 2, 1998, for him for violations of Code Sections 10137, 10161.8, 10176(g) and 10240 and Regulations Sections 2725, 2731, 2752, 2830, 2831, 2831.1, 2831.2, 2840, 2842.5 and 2951.

WHEREFORE, Complainant prays that a hearing be conducted on the allegations made by the accusation and, that upon proof thereof, a decision be rendered imposing disciplinary action against the license and license rights of DAT YEN, DAVID CHRISTOPHER COCHEMS, JOHN D BELL, STACI ANN FARR, GREGORY JAMES FELKER, JEREMY MARTIN GARN, PENNY S. OLIVE, HOWARD DEAN SEWELL, SANDRA ROACHELLE STRENGTH, and KELLY ANN WALTERS under the Real Estate Law (Part 1 of Division 4 of the Business and Professions Code) and for such other and further relief as may be proper under other applicable provisions of law.

Dated at Los Angeles, California
this 5th day of August, 1999.

THOMAS MC CRADY

Deputy Real Estate Commissioner

cc: Dat Yen
c/o Real Estate Institute USA
David C. Cochems
John D Bell
Staci Ann Farr
Gregory James Felker
Jeremy Martin Garn
Penny S. Oline
Howard Dean Sewell
Sandra Roachelle Strength
Kelly Ann Walters
Sacto.
PI

