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1 2 3 4 5 6	Department of Real Estate 320 W. 4 th St., Room 350 Los Angeles, California 90013 Telephone: (213) 576-6982
7	
8	BEFORE THE DEPARTMENT OF REAL ESTATE
9	STATE OF CALIFORNIA
10	* * *
11	In the Matter of the Accusation of) No. H-31974 LA
12	PACIFIC FINANCIAL NETWORK, INC.,) and EDWARD THEODORE HIGGINS,) STIPULATION AND AGREEMENT
13	and EDWARD THEODORE HIGGINS,) <u>STIPULATION AND AGREEMENT</u> individually and as) designated officer of)
14	Pacific Financial Network, Inc.,) and MARY ELIZABETH DELGADO,)
15)
16	Respondents.)
17)
18	It is hereby stipulated by and between PACIFIC
19	FINANCIAL NETWORK, INC., and EDWARD THEODORE HIGGINS (sometimes
20	referred to as Respondents) and their attorney, Frank M. Buda,
21	and the Complainant, acting by and through James R. Peel,
22 23	Counsel for the Department of Real Estate, as follows for the
23	purpose of settling and disposing of the Accusation filed on May
25	27, 2005, in this matter.
26	1. All issues which were to be contested and all
27	evidence which was to be presented by Complainant and

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

2. Respondents have received, read and understand the
Statement to Respondent, the Discovery Provisions of the
Administrative Procedure Act ("APA") and the Accusation filed by
the Department of Real Estate in this proceeding.

10 On June 15, 2005, Respondents filed a Notice of 3. 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. Respondents hereby freely and voluntarily withdraw 14 said Notices of Defense. Respondents acknowledge that they 15 understand that by withdrawing said Notices of Defense they will 16 thereby waive their right to require the Commissioner to prove 17 the allegations in the Accusation at a contested hearing held in 18 accordance with the provisions of the APA and that they will 19 waive other rights afforded to them in connection with the 20 hearing, such as the right to present evidence in defense of the 21 allegations in the Accusation and the right to cross-examine 22 witnesses.

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4. This Stipulation is based on the factual allegations contained in the Accusation filed in this proceeding. In the interest of expedience and economy, Respondents choose not to contest these factual allegations, but

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to remain silent and understand that, as a result thereof, these factual statements, will serve as a prima facie basis for the disciplinary action stipulated to herein. The Real Estate Commissioner shall not be required to provide further evidence to prove such allegations.

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5. This Stipulation and Respondents' decision not to
contest the Accusation is made for the purpose of reaching an
agreed disposition of this proceeding and is expressly limited
to this proceeding and any other proceeding or case in which the
Department of Real Estate ("Department"), the state or federal
government, or an agency of this state, another state or the
federal government is involved.

6. It is understood by the parties that the Real 14 Estate Commissioner may adopt the Stipulation as his decision 15 in this matter thereby imposing the penalty and sanctions on 16 Respondents' real estate licenses and license rights as set 17 forth in the below "Order". In the event that the Commissioner 18 in his discretion does not adopt the Stipulation, the 19 Stipulation shall be void and of no effect, and Respondents 20 shall retain the right to a hearing on the Accusation under all 21 the provisions of the APA and shall not be bound by any 22 23 stipulation or waiver made herein.

The Order or any subsequent Order of the Real
 Estate Commissioner made pursuant to this Stipulation shall not
 constitute an estoppel, merger or bar to any further
 administrative or civil proceedings by the Department of Real

- 3 -

Estate with respect to any conduct which was not specifically 1 alleged to be causes for accusation in this proceeding. 2 DETERMINATION OF ISSUES 3 By reason of the foregoing stipulations and waivers 4 and solely for the purpose of settlement of the pending 5 Accusation without a hearing, it is stipulated and agreed that 6 7 the following determination of issues shall be made: 8 The conduct, acts and/or omissions of Respondents 9 PACIFIC FINANCIAL NETWORK, INC., and EDWARD THEODORE HIGGINS, as 10 set forth in the Accusation, constitute cause for the suspension 11 or revocation of all of the real estate licenses and license 12 rights of Respondents under the provisions of Section 10177(d) 13 of the Business and Professions Code ("Code") for violations of 14 Code Section 10137 and Regulation 2731, Title 10, Chapter 6, 15 California Code of Regulations. 16 ORDER 17 All licenses and licensing rights of Respondents 18 PACIFIC FINANCIAL NETWORK, INC., and EDWARD THEODORE HIGGINS 19 under the Real Estate Law are suspended for a period of ninety 20 (90) days from the effective date of this Decision; provided, 21 however, that thirty (30) days of said suspension shall be 22 23 stayed for two (2) years upon the following terms and 24 conditions: 25 1. Respondent shall obey all laws, rules and 26 regulations governing the rights, duties and responsibilities of 27 a real estate licensee in the State of California; and

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2. That no final subsequent determination be made, 1 after hearing or upon stipulation that cause for disciplinary 2 action occurred within two (2) years of the effective date of 3 this Decision. Should such a determination be made, the 4 Commissioner may, in his discretion, vacate and set aside the 5 stay order and reimpose all or a portion of the stayed 6 suspension. Should no such determination be made, the stay 7 imposed herein shall become permanent. 8 9 Provided, however, that if Respondent petitions, 3. 10 the remaining sixty (60) days of said ninety (90) day suspension 11 shall be stayed upon condition that: 12 a. Respondent pays a monetary penalty pursuant to 13 Section 10175.2 of the Business and Professions Code at the rate 14 of \$33.33 for each day of the suspension for a total monetary 15 penalty of \$2,000 (\$4,000 for both Respondents). 16 Said payment shall be in the form of a b. 17 cashier's check or certified check made payable to the Recovery 18 Account of the Real Estate Fund. Said check must be received by 19 the Department prior to the effective date of the Decision in 20 this matter. 21 22 No further cause for disciplinary action с. against the real estate licenses of Respondent occurs within two 23 24 (2) years from the effective date of the Decision in this 25 matter. 26 If Respondent fails to pay the monetary d. 27 penalty in accordance with the terms and conditions of the - 5 -

Decision, the Commissioner may, without a hearing, order the immediate execution of all or any part of the stayed suspension in which event the Respondent shall not be entitled to any repayment nor credit, prorated or otherwise, for money paid to the Department under the terms of this Decision.

If Respondent pays the monetary penalty and if e. no further cause for disciplinary action against the real estate license of Respondent occurs within two (2) years from the effective date of the Decision, the stay hereby granted shall become permanent.

DATED: May 16,2000 13 14 15

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'T VI Counsel for the

Department of Real Estate

We have read the Stipulation and Agreement, have discussed it with our attorney, and its terms are understood by 18 us and are agreeable and acceptable to us. We understand that we am waiving rights given to us by the California Administrative Procedure Act (including but not limited to Sections 11506, 11508, 11509 and 11513 of the Government Code), and we 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 we would have the right to cross-examine witnesses against us and to present evidence in defense and mitigation of the charges.

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	Respondents can signify acceptance and approval of the
1	terms and conditions of this Stipulation and Agreement by faxing
2	a copy of the signature page, as actually signed by Respondents,
3	to the Department at the following telephone/fax number:
* 5	(213) 576-6917. Respondents agree, acknowledge and understand
6	that by electronically sending to the Department a fax copy of
7	his or her actual signature as it appears on the Stipulation and
8	Agreement, that receipt of the faxed copy by the Department
9	shall be as binding on Respondent as if the Department had
10	received the original signed Stipulation and Agreement.
11	Further, if the Respondents are represented, the
12	Respondents' Counsel can signify his or her agreement to the
13	terms and conditions of the Stipulation and Agreement by
14	submitting that signature via fax.
15	
16	DATED: PACIFIC FINANCIAL NETWORK, INC.,
17	Respondent
18	DATED:
19	EDWARD THEODORE HIGGINS, Respondent
20	
21	DATED:FRANK M. BUDA,
22	Counsel for Respondents
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NO.139 P001/001 05/11/06 13:47 SEACOAOST FUNDING → 818 999 9869 L DOM STA Ή^Ξυ*ί* Χ**ύ**δ MAY-11-06 1HU 11:64 AM ŀĂXĨŇU Respondents can signify acceptance and approval of the 1 terms and conditions of this Stipulation and Agreement by faxing 2 a copy of the signature page, as actually signed by Respondents, 3 to the Department at the following telephone/fax number: 4 (213) 576-5917. Respondents agree, acknowledge and understand Б that by electronically sending to the Department a fax copy of 6 his or her actual signature as it appears on the Stipulation and 7 Agreement, that receipt of the faxed copy by the Department ß shall be as binding on Respondent as if the Department had 9 received the original signed Stipulation and Agreement. 10 Further, if the Respondents are represented, the 11 Respondents' Counsel can signify his or her agreement to the 12 terms and conditions of the Stipulation and Agreement by 11 submitting that signature via fax. 14 RES. 15 05/11/2006 DATED: C WORK, INC. 16 DACIFIC FINANC Respondent 17 18 DATED: C EDWARD THEODORE HIGGINS, 19 Respondent 20 DATED 21 FRANK M. BUDA. Counsel for Respondents 22 23 24 25 26 27 - 7 -

The foregoing Stipulation and Agreement is hereby adopted as my Decision and Order in this matter, and shall become effective at 12 o'clock noon on _ July 26, 2006 -0 ____ IT IS SO ORDERED _ JEFF DAVI Real Estate Commissioner

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1 2	Department of Real Estate 320 W. 4 th St., Room 350 Los Angeles, California 90013
3	Telephone: (213) 576-6982
4	By Mill Dating
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8	BEFORE THE DEPARTMENT OF REAL ESTATE
9	STATE OF CALIFORNIA
10	* * *
11	In the Matter of the Accusation of) No. H-31974 LA
12	PACIFIC FINANCIAL NETWORK, INC.,) STIPULATION and EDWARD THEODORE HIGGINS,) AND
13	individually and as) AGREEMENT
14	designated officer of) Pacific Financial Network, Inc.,)
15	and MARY ELIZABETH DELGADO,)
16	Respondents.)
17	
18	It is hereby stipulated by and between MARY ELIZABETH
19	DELGADO (sometimes referred to as Respondent), and her attorney
20	Rose Pothier, and the Complainant, acting by and through James
21	R. Peel, Counsel for the Department of Real Estate, as follows
22	for the purpose of settling and disposing of the Accusation
23	filed on May 27, 2005, in this matter.
24	1. All issues which were to be contested and all
25	evidence which was to be presented by Complainant and Respondent
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at a formal hearing on the Accusation, which hearing was to be held in accordance with the provisions of the Administrative Procedure Act ("APA"), shall instead and in place thereof be submitted solely on the basis of the provisions of this Stipulation and Agreement ("Stipulation").

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

10 3. On June 15, 2005, 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 she 15 understands that by withdrawing said Notice of Defense she will 16 thereby waive her 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 she will 19 waive other rights afforded to her in connection with the 20 hearing, such as the right to present evidence in defense of the 21 allegations in the Accusation and the right to cross-examine 22 witnesses.

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4. This Stipulation is based on the factual 24 allegations contained in the Accusation filed in this proceeding. In the interest of expedience and economy, Respondent chooses not to contest these factual allegations, but

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to remain silent and understands that, as a result thereof, these factual statements, will serve as a prima facie basis for the disciplinary action stipulated to herein. The Real Estate Commissioner shall not be required to provide further evidence to prove such allegations.

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5. This Stipulation and Respondent's decision not to
 contest the Accusation is made for the purpose of reaching an
 agreed disposition of this proceeding and is expressly limited
 to this proceeding and any other proceeding or case in which the
 Department of Real Estate ("Department"), the state or federal
 government, or an agency of this state, another state or the
 federal government is involved.

6. It is understood by the parties that the Real 14 Estate Commissioner may adopt the Stipulation as his decision 15 in this matter thereby imposing the penalty and sanctions on 16 Respondent's real estate licenses and license rights as set 17 forth in the below "Order". In the event that the Commissioner 18 in his discretion does not adopt the Stipulation, the 19 Stipulation shall be void and of no effect, and Respondent shall 20 retain the right to a hearing on the Accusation under all the 21 provisions of the APA and shall not be bound by any stipulation 22 23 or waiver made herein.

7. The Order or any subsequent Order of the Real
 Estate Commissioner made pursuant to this Stipulation shall not
 constitute an estoppel, merger or bar to any further
 administrative or civil proceedings by the Department of Real

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· 1	Estate with respect to any conduct which was not specifically
2	alleged to be causes for accusation in this proceeding.
3	DETERMINATION OF ISSUES
4	By reason of the foregoing stipulations and waivers
5	and solely for the purpose of settlement of the pending
6	Accusation without a hearing, it is stipulated and agreed that
7	the following determination of issues shall be made:
8	The conduct, acts and/or omissions of Respondent
9	MARY ELIZABETH DELGADO, as set forth in the Accusation,
10	constitute cause for the suspension or revocation of all of the
11	real estate licenses and license rights of Respondent under the
12	provisions of Section <u>10177(d)</u> of the Business and Professions
13	Code ("Code") for violations of Code Section 10130.
14	ORDER
15	All licenses and licensing rights of Respondent MARY
17	ELIZABETH DELGADO under the Real Estate Law are suspended for a
18	period of ninety (90) days from the effective date of this
19	Decision; provided, however, that thirty (30) days of said
20	suspension shall be stayed for two (2) years upon the following
21	terms and conditions:
22	1. Respondent shall obey all laws, rules and
23	regulations governing the rights, duties and responsibilities of
24	a real estate licensee in the State of California; and
25	2 That no final subservest determination have
26	2. That no final subsequent determination be made,
27	after hearing or upon stipulation that cause for disciplinary
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action occurred within two (2) years of the effective date of 1 this Decision. Should such a determination be made, the 2 Commissioner may, in his discretion, vacate and set aside the 3 stay order and reimpose all or a portion of the stayed Δ suspension. Should no such determination be made, the stay 5 imposed herein shall become permanent. 6 7 3. Provided, however, that if Respondent petitions, the remaining sixty (60) days of said ninety (90) day 8 9 suspension, or any portion thereof, shall be stayed upon 10 condition that: 11 Respondent pays a monetary penalty pursuant to a. 12 Section 10175.2 of the Business and Professions Code at the rate 13 of \$60 for each day of the suspension for a maximum monetary 14 penalty of \$3,600. 15 Said payment shall be in the form of a b. 16 cashier's check or certified check made payable to the Recovery 17 Account of the Real Estate Fund. Said check must be received by 18 the Department prior to the effective date of the Decision in 19 this matter. 20 No further cause for disciplinary action с. 21 22 against the real estate licenses of Respondent occurs within two 23 (2) years from the effective date of the Decision in this 24 matter. 25 11 26 17 27 - 5 -

d. If Respondent fail to pay the monetary penalty in accordance with the terms and conditions of the Decision, the Commissioner may, without a hearing, order the immediate execution of all or any part of the stayed suspension in which event the Respondent shall not be entitled to any repayment nor credit, prorated or otherwise, for money paid to the Department under the terms of this Decision.

e. If Respondent pays the monetary penalty and if
 no further cause for disciplinary action against the real estate
 license of Respondent occurs within two (2) years from the
 effective date of the Decision, the stay hereby granted shall
 become permanent.

DATED: Jan. 11, 2006

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JAME: R. ounsel for

Department of Real Estate

I have read the Stipulation and Agreement, have discussed it with my counsel, and 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

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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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Respondent can signify acceptance and approval of the terms and conditions of this Stipulation and Agreement by faxing a copy of the signature page, as actually signed by Respondent, to the Department at the following telephone/fax number: (213) 576-6917. Respondent agrees, acknowledges and understands that by electronically sending to the Department a fax copy of his or her 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.

Further, if the Respondent is represented, the Respondent's counsel can signify his or her agreement to the terms and conditions of the Stipulation and Agreement by submitting that signature via fax.

20 DATED: MARY ELIZABETH DELGADO 21 Respondent 22 DATED: 23 ROSE POTHIER Counsel for Respondent 24 25 11 26 17 27

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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 detense and mitigation of the charges.

Respondent can signify acceptance and approval of the 5 terms and conditions of this Stipulation and Agreement by faxing 6 a copy of the signature page, as actually signed by Respondent, 7 to the Department at the following telephone/tax number: 0 (213) 576-6917. Respondent agrees, acknowledges and understands ÿ that by electronically sending to the Department a fax copy of 10 his or her actual signature as it appears on the Stipulation and 11 Agreement, that receipt of the faxed copy by the Department 12 shall be as binding on Respondent as if the Department had 13 received the original signed Stipulation and Agreement. 14

Further, if the Respondent is represented, the Respondent's counsel can signify his or her agreement to the terms and conditions of the Stipulation and Agreement by submitting that signature via fax.

18 19 20 DATED 21 22 23 24 25

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ROSE POTHIER Counsel for Respondent

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The foregoing Stipulation and Agreement is hereby adopted as my Decision and Order in this matter, and shall become effective at 12 o'clock noon on _ February 15, 2006 10-0 IT IS SO ORDERED _____ JEFF DAVI Real Estate Commissioner - 8 -

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1	JAMES R. PEEL, Counsel (SBN 47055) Department of Real Estate
2	320 West Fourth Street, Suite 350 Los Angeles, CA 90013-1105
- 3	Telephone: (213) 576-6982
5	-or- (213) 576-6913 (Direct)
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. 8	BEFORE THE DEPARTMENT OF REAL ESTATE
9	STATE OF CALIFORNIA
10	* * *
. 11	In the Matter of the Accusation of) No. H-31974 LA
12) <u>ACCUSATION</u>
13	PACIFIC FINANCIAL NETWORK, INC.,) and EDWARD THEODORE HIGGINS,) individually and as)
14	designated officer of) Pacific Financial Network, Inc.,)
15	and MARY ELIZABETH DELGADO,)
16	Respondents.)
17	
18	The Complainant, Janice A. Waddell, a Deputy Real
19	Estate Commissioner of the State of California, for cause of
20	accusation against PACIFIC FINANCIAL NETWORK, INC., EDWARD
21	THEODORE HIGGINS, individually and as designated officer of
22	Pacific Financial Network, Inc., and MARY ELIZABETH DELGADO,
23	alleges as follows:
24	I
. 25	The Complainant, Janice A. Waddell, acting in her
26	official capacity as a Deputy Real Estate Commissioner of the
27	State of California, makes this Accusation against PACIFIC
	- 1 -

FINANCIAL NETWORK, INC., EDWARD THEODORE HIGGINS, and MARY 1 2 ELIZABETH DELGADO. 3 II PACIFIC FINANCIAL NETWORK, INC., EDWARD THEODORE 5 HIGGINS, individually and as designated officer of said 6 corporation, and MARY ELIZABETH DELGADO (hereinafter referred to 7 as "Respondents"), are presently licensed and/or have license rights under the Real Estate Law (Part 1 of Division 4 of the 8 9 Business and Professions Code) (hereinafter Code). 10 TTT 11 Respondent PACIFIC FINANCIAL NETWORK, INC., was 12 originally licensed as a real estate broker on December 21, 2001 13 with Respondent EDWARD THEODORE HIGGINS as its designated 14 officer. Respondent MARY ELIZABETH DELGADO was licensed as a 15 real estate salesperson on July 23, 2003. 16 IV 17 At all times material herein, Respondent PACIFIC 18 FINANCIAL NETWORK, INC. engaged in the business of, acted in the 19 capacity of, advertised or assumed to act as a real estate broker 20 in the State of California, within the meaning of Section 21 10131(a) and (d) of the Code. Respondent engaged in escrow 22 activities pursuant to the exemption provided by Financial Code 23 Section 17006(a)(4). 24 V 25 On or about June 22, 2004, the Department completed an 26 examination of Respondent PACIFIC FINANCIAL NETWORK, INC.'s books 27 and records, pertaining to the activities described in Paragraph

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IV above, covering a period from January 31, 2003, through April 30, 2004, which examination revealed violations of the Code and of Title 10, Chapter 6, California Code of Regulations (hereinafter Regulations) as set forth below.

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The examination described in Paragraph V, above,
determined that, in connection with the activities described in
Paragraph IV above, Respondent PACIFIC FINANCIAL NETWORK, INC.
accepted or received funds, including funds in trust (hereinafter
"trust funds") from or on behalf of principals, and thereafter
made deposit or disbursement of such funds.

VII

In the course of activities described in Paragraphs IV
 through VI and during the examination period described in
 Paragraph V, Respondents acted in violation of the Code and the
 Regulations as follows, and as more specifically set forth in
 Audit Report No. LA 030287 and related exhibits:

(1) Violated Section 10137 of the Code by employing
 Respondent MARY ELIZABETH DELGADO, while unlicensed, to solicit
 and negotiate loans on real property on behalf of borrowers
 Juanita Gorsuch for property at 4109 Grosvenor Lane, Salida,
 California, and Gilbert Amis for property at 421 South Hollenbeck
 Street, West Covina, California.

(2) Violated Regulation 2731 by using an unlicensed
 fictitious business name Genisys in its broker activities.

(3) Violated Section 10240 of the Code by failing to
 provide borrowers with the required Mortgage Loan Disclosure

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Statement including borrowers Allison, Gorsuch, Wheeler, Penn,
 Sorto, Darling and Fischer.

(4) Violated Section 10176(a) by failing to disclose
to borrowers that Respondent was receiving a yield spread premium
rebate from the lender including borrowers Allison, Gorsuch,
Wheeler, Fischer, and Penn.

VIII

8 The conduct of Respondents PACIFIC FINANCIAL NETWORK, 9 INC., and EDWARD THEODORE HIGGINS, as alleged above, subjects 10 their real estate licenses and license rights to suspension or 11 revocation pursuant to Section 10176(a), 10177(d) and/or 10177(g) 12 of the Code.

IX

The conduct of Respondent EDWARD THEODORE HIGGINS, as
 alleged above, subjects his real estate licenses and license
 rights to suspension or revocation pursuant to Section 10159.2
 and 10177(h) of the Code.

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¹⁹ The conduct of Respondent MARY ELIZABETH DELGADO, as ²⁰ alleged above, subjects her real estate license to suspension or ²¹ revocation pursuant to Section 10177(d) of the Code for violation ²² of Section 10130 of the Code.

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1 WHEREFORE, Complainant prays that a hearing be 2 conducted on the allegations of this Accusation and that upon 3 proof thereof, a decision be rendered imposing disciplinary 4 action against all licenses and license rights of Respondents 5 PACIFIC FINANCIAL NETWORK, INC., EDWARD THEODORE HIGGINS, and 6 MARY ELIZABETH DELGADO under the Real Estate Law (Part 1 of 7 Division 4 of the Business and Professions Code) and for such 8 other and further relief as may be proper under other applicable 9 provisions of law. 10 Dated at Los Angeles, California this 35 day of 1/11 11 2005. 12 13 JÁNICE A. WADDELL 14 Deputy Real Estate Commissioner 15 cc: Pacific Financial Network, Inc. Edward Theodore Higgins 16 Mary Elizabeth Delgado Janice A. Waddell 17 Audit Section/Darryl Thomas Sacto. 18 19 20 21 22 23 24 25 26 27 5