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Julie L. To (SBN 219482)
Bureau of Real Estate
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Los Angeles, California 90013-1105

Telephone: (213) 576-6916 (direct)
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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.

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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 | |
| 24 | |
| 25 6 | Code Section 10148 (A & E, E. HANSEN); |
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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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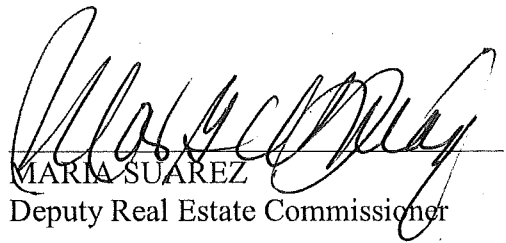
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1 WHEREFORE, Complainant prays that a hearing be conducted on the allegations
2 of this Accusation and that upon proof thereof, a decision be rendered imposing disciplinary
3 action against the licenses and license rights of Respondents ERIK M. HANSEN, 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 18th 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.
26
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