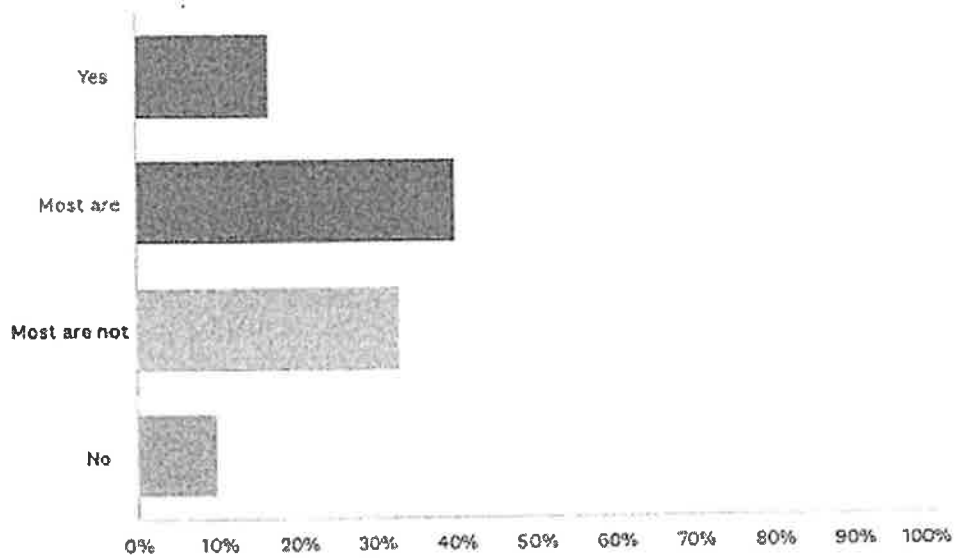


EXHIBIT 18b

Designated Broker Survey

Q1 Do you feel that newly licensed salespersons are adequately prepared to act as real estate salespersons in Nebraska?

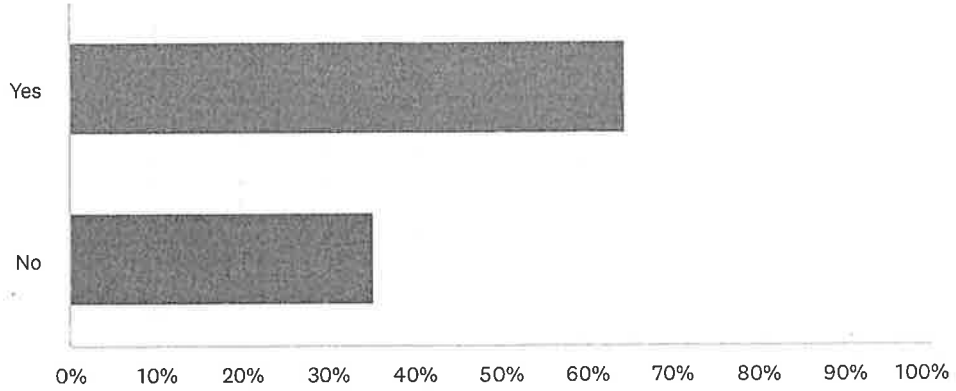
Answered: 323 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	16.72%	54
Most are	40.25%	130
Most are not	33.13%	107
No	9.91%	32
TOTAL		323

Q2 Do you feel that current pre-license education requirements are adequate to prepare salespersons to provide real estate agent services?

Answered: 322 Skipped: 6



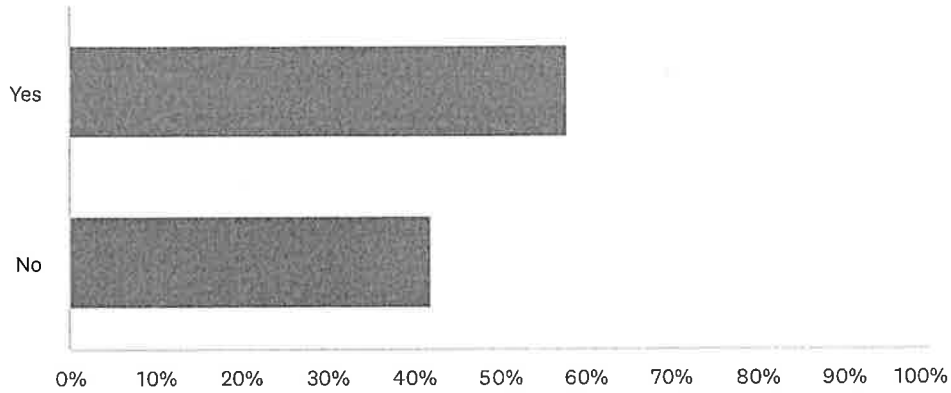
ANSWER CHOICES

RESPONSES

Yes	64.60%	208
No	35.40%	114
TOTAL		322

Q3 Do you feel there should be a more standardized pre-license education curriculum for salespersons?

Answered: 321 Skipped: 7



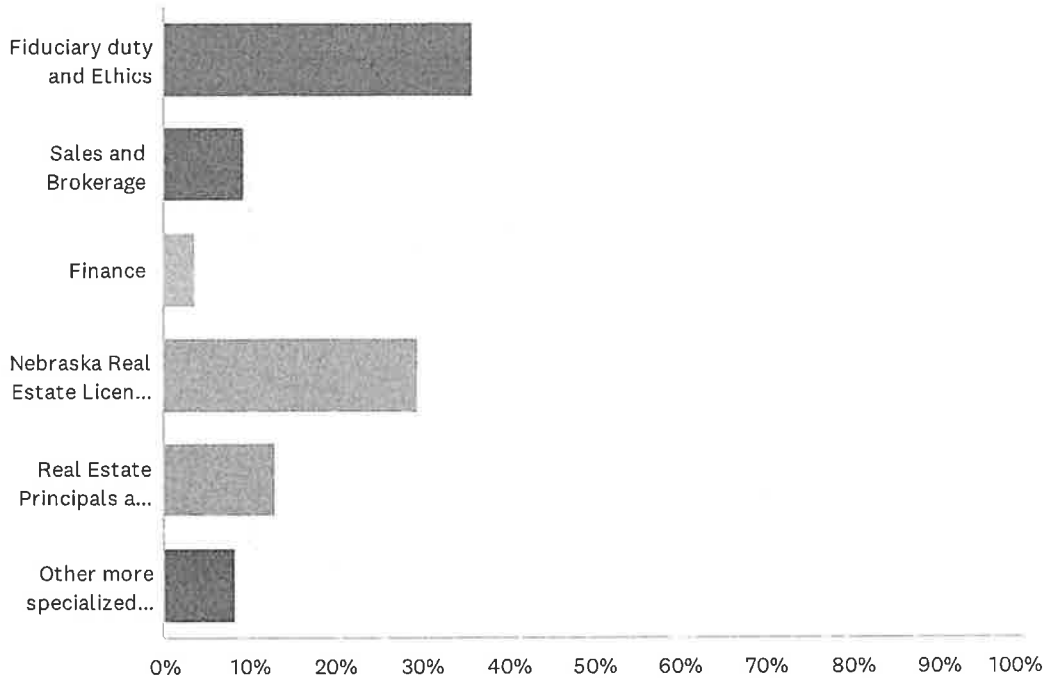
ANSWER CHOICES

RESPONSES

Yes	57.94%	186
No	42.06%	135
TOTAL		321

Q4 What areas of study do you believe are most crucial for a real estate education program? (Select all that apply)

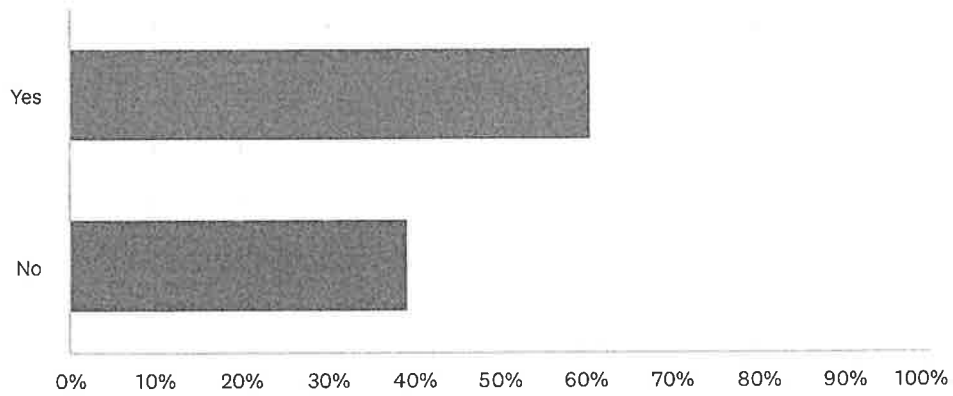
Answered: 328 Skipped: 0



ANSWER CHOICES	RESPONSES	
Fiduciary duty and Ethics	35.98%	118
Sales and Brokerage	9.45%	31
Finance	3.66%	12
Nebraska Real Estate License and Agency Law	29.57%	97
Real Estate Principals and Practices	13.11%	43
Other more specialized courses	8.23%	27
TOTAL		328

Q5 Would you support a proposal to add an additional 30 hour course to the two 30 hour courses and one 6 hour course required for salespersons applicants?

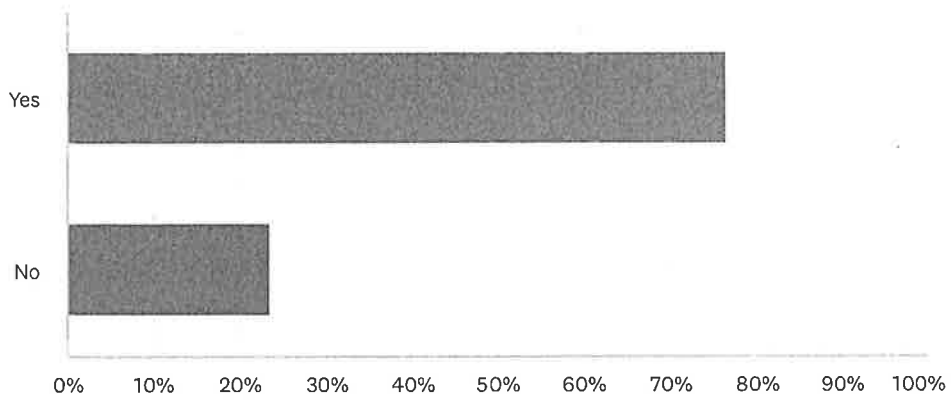
Answered: 322 Skipped: 6



ANSWER CHOICES	RESPONSES	
Yes	60.87%	196
No	39.13%	126
TOTAL		322

Q6 Would you support a proposal to make Nebraska Real Estate License Law and Principles and Practices mandatory pre-license courses for salespersons with a third elective 30 hour course?

Answered: 324 Skipped: 4



ANSWER CHOICES

RESPONSES

Yes	76.54%	248
No	23.46%	76
TOTAL		324