

COMMISSION MEETING

May 23-24, 2019

PRE-LICENSE EDUCATION  
INSTRUCTOR APPROVAL

**EXHIBIT**

**9a**

Boyd, Douglas Ray  
Lincoln, NE

Nebraska License Law (0047R)  
Real Estate Finance (0042R)  
Real Estate Principles & Practices (0040)

**EXHIBIT**

**9b**

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CONTINUING EDUCATION  
ACTIVITY APPROVAL

American Society of Farm Managers  
Glendale, CO

Farmland Drainage Tile: Valuation and Usage (1140)-6  
hours (Basic)

Reesults Coaching  
Omaha, NE

Your Value Proposition for Real Estate Buyers (1141R)-  
3 hours (Basic)  
Your Value Proposition for Real Estate Sellers (1142R)-  
3 hours (Basic)

**EXHIBIT**

**9c**

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CONTINUING EDUCATION  
INSTRUCTOR APPROVAL

Mark Wehner  
Results Coaching  
Omaha, NE

Your Value Proposition for Real Estate Buyers (1141R)  
Your Value Proposition for Real Estate Sellers (1142R)

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CONTINUING EDUCATION  
ACTIVITY SIGNIFICANT CHANGE

JMSK Corp, Craig Larabee Seminars  
Lincoln, NE

From: Team Go Team (1000R)  
To: Team & Agent Championship Advertising (1000R)

Reesults Coaching  
Omaha, NE

From: The Licensee's Role for the Seller Property  
Condition Disclosure Statement (0525R) - Classroom  
To: The Licensee's Role for the Seller Property  
Condition Disclosure Statement (0525R) - Classroom  
and Real Time Audio and Visual Interaction version

COMMISSION MEETING  
May 23-24, 2019  
COMMISSION APPROVED TRAINING  
ACTIVITY RECOGNITION

EXHIBIT

9e

Farrell, Stephen M. Omaha, NE Phone (402) 778-7550 Stephen M. Farrell	Land Sales Due Diligence (9999T)-1 hour
Nebraska Realty Omaha, NE Phone (402) 491-0100 Paul Vojchehoske Jr.	Dotloop 2.0 for Agents (9999T)-2 hours
Nebraska Title Omaha, NE Phone (402) 861-9220 Natalie J. Wordekemper	Breaking Down the Purchase Agreement (9999T)-1 hour
Omaha Area Board of Realtors Omaha, NE Phone (402) 619-5555 Donna Shipley	Appraiser Says...What? (9999T)-1 hour
Real Estate Group of Grand Island Grand Island, NE Phone (308) 381-9999 Mary Harder	Managing Your Time Management (9999T)-1 hour
Reesults Coaching Omaha, NE Phone (402) 676-0101 Mark Timothy Wehner	Business Planning (9999T)-2 hours Closing Cost Workshop (9999T)-2 hours Contract Language (9999T)-2 hours Entrepreneurial Branding Strategies-2019 (9999T)-3 hours Entrepreneurial Leadership Strategies (9999T)-3 hours Entrepreneurial Perspective on Business Ethics-2019 (9999T)-3 hours Entrepreneurial Perspective on Social Media-2019 (9999T)-3 hours Entrepreneurship –From Passion to Potential-2019 (9999T)-3 hours Handling Objections (9999T)-2 hours How to Avoid the Top 10 Entrepreneurial Mistakes-2019 (9999T)-3 hours Introduction to Prospecting I (9999T)-2 hours Introduction to Prospecting II (9999T)-2 hours Key Strategies of Entrepreneurial Networking-2019 (9999T)-3 hours Negotiating a "Win-Win" Agreement (2 hours) (9999T)-2 hours Prime Directives of Entrepreneurship-2019 (9999T)-3 hours Real Estate Finance (9999T)-2 hours Risk Reduction (9999T)-2 hours Showing a Property (9999T)-2 hours The Agent's Role in Home Inspections (9999T)-2 hours The Listing Presentation (9999T)-2 hours Winning Mindsets of Entrepreneurship-2019 (9999T)-3 hours

Reesults Coaching (continued)

Winning Strategies for Entrepreneurial Achievement-  
2019 (9999T)-3 hours

Winning Strategies for Entrepreneurial Actions-2019  
(9999T)-3 hours

Writing the Listing Agreement (9999T)-2 hours

**EXHIBIT**

**9f**

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**COMMISSION APPROVED TRAINING  
ACTIVITY SIGNIFICANT CHANGE**

**Reesults Coaching  
Omaha, NE**

**From: How to Avoid the Top 10 Entrepreneurial  
Mistakes-2019 (9999T) - Classroom  
To: How to Avoid the Top 10 Entrepreneurial  
Mistakes-2019 (9999T) - Classroom and Real Time  
Audio and Visual Interaction version**