

BEFORE THE IOWA REAL ESTATE COMMISSION  
1920 S.E. HULSIZER  
ANKENY, IOWA

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IN THE MATTER OF:	)	Case No. 07-302
	)	
The Referral Company	)	
Firm (F03016)	)	
	)	COMffINEDSTATEMENTOF
	)	CHARGES, INFORMAL
3501 Westown Parkway	)	SETTLEMENT AGREEMENT,
West Des Moines, IA. 50266	)	AND CONSENT ORDER IN A
	)	DISCIPLINARY CASE
Respondent.	)	

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The Iowa Real Estate Commission (Commission) and The Referral Company (Respondent) enter into this Combined Statement of Charges, Informal Settlement Agreement, and Consent Order in a Disciplinary Case (Order) pursuant to Iowa Code Sections 17A.10(1) and 272C.3(4) (2007).

1. The Commission issued the Respondent real estate firm license number F03016 on July 6, 1999. Respondent's license is current and in full force and effect until December 31, 2010. At all relevant times, the Respondent was a licensed firm located in West Des Moines, Iowa.

2. The Commission has jurisdiction of this disciplinary matter pursuant to Iowa Code chapters 17A, 272C, and 543B (2005). Licenses issued by the Commission are subject to the laws of the State of Iowa and to the administrative rules of the Commission.

STATEMENT OF CHARGES

COUNT I

3. The Respondent is charged with failing to diligently exercise reasonable skill and care in supervising a salesperson employed by the Respondent by allowing a salesperson employed by the Respondent to practice real estate in the state of Iowa without complying with mandatory errors and omissions insurance requirement in violation of Iowa Code sections 543B.29 (9), 543B.47(1), 543B.47(6), 543B.62(3)(b) (2005), and 193 Iowa Administrative Code sections 7.11, and 18.2(5), 18.14(5)(m), 19.6(6) & (7).

CIRCUMSTANCES

4. In September 2007, a random audit request for errors and omissions insurance coverage was sent to a licensee employed by the Respondent.

5. In response to the random audit, the licensee stated that he had provided The Referral Company with a check for payment of his errors and omissions insurance coverage.

6. Investigation revealed that the Respondent was sent a check by the licensee for his mandatory errors and omissions insurance in November of 2006, but that the Respondent had failed to obtain insurance coverage for the licensee.

### SETTLEMENT AGREEMENT

7. Respondent admits each and every allegation in the above-stated Statement of Charges.

8. Respondent acknowledges that it has a right to receive notice of the above-stated charges and to request a hearing before the Commission on the merits of the charges. By freely and voluntarily entering into this Order, the Respondent waives its right to notice and a hearing and all attendant rights, including the right to seek judicial review. This Order constitutes discipline against the Respondent, and is the final agency order in this contested case pursuant to Iowa Code section 17A.10 and 193 Iowa Administrative Code 7.4.

9. Respondent agrees that the State's attorney and/or Commission staff may present this Order to the Commission and may have *ex parte* communications with the Commission while presenting it. Respondent waives any right of notice of this meeting or any right that the Respondent might have to participate in the discussion of this Order among the Commission, the Commission staff and the State's attorney.

10. This Order shall be part of the permanent record of Respondent and shall be considered by the Commission in determining the nature and severity of any future disciplinary action to be imposed in the event of any future violations of the laws and rules governing the practice of real estate by the Respondent.

11. Failure to comply with the terms of this Order shall be prima facie evidence of a violation of Iowa Code sections 543B.29(3), 543B.34(2) and 272C.3(2)(a) (2007) and shall be grounds for further disciplinary action. However, no action may be taken against the Respondent for violations of this Order without a hearing, or waiver of hearing.

12. This Order is not binding on the Iowa Real Estate Commission until it has been formally approved by a majority of the Commission members.

(a) In the event that this Order is rejected by the Commission it shall be of no force or effect to either party, and it shall not be admissible for any purpose in further proceedings in this matter.

(b) If the Commission approves this Order, it shall fully dispose of all issues in this case.

13. Upon acceptance by both the Commission and Respondent, this Combined Statement of Charges, Informal Settlement and Consent Order shall be a public record available for

inspection and copying in its entirety in accordance with the requirements of Iowa Code chapter 22 (2005).

CONSENT ORDER

IT IS THEREFORE ORDERED:

14. REPRIMAND. Pursuant to 193E Iowa Administrative Code section 18.14(1)0), the Respondent is reprimanded.

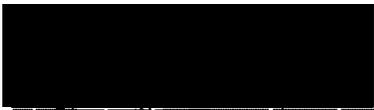
15. CIVIL PENALTY. The Respondent shall pay a civil penalty to the Commission in the amount of \$1000 no later than 30 calendar days after acceptance of this Order by the Commission. The civil penalty must come under a cover letter addressed to the Commission's Executive Officer and refer to case 07-302.

16. FUTURE COMPLIANCE. The Respondent shall at all future times fully and promptly comply with all pertinent Orders of the Commission and the statutes and Commission rules regulating the practice of real estate.

WHEREFORE, the terms of this Combined Statement of Charges, Informal Settlement Agreement, and Consent Order are agreed to and accepted by the Iowa Real Estate Commission and the Respondent.

FOR THE RESPONDENT:

Voluntarily agreed to and accepted by The Referral Company on this 7 day of April, 2008.



JAMES A. KOOLHOF, Broker in Charge

State of Iowa }  
County of Dick }

Signed and sworn to before me on this 7 day of April, 2008, by



Notary Public, State of Iowa  
Printed Name: Laurie Schellhase  
My Commission Expires: 8-30-10



**FOR THE COMMISSION:**

this



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**JAMES E. HUGHES**, Chair  
Iowa Real Estate Commission