

acted upon until such time as applicant presents proof that he is licensed in the state of his residence and maintains an active place of business in the state of Wisconsin.

(b) *Reference letter from local board.* No action shall be taken on any new application for brokers' or salesmen's licenses received from any applicant who resides or has his place of business in any county except the counties of Dane and Milwaukee, in which there is a local board, until after inquiry shall be made concerning such applicant from such local board and until after such local board has had reasonable time to respond.

(c) *Financial responsibility.* No action shall be taken on any new application for a broker's license until an inquiry and an investigation is made as to the financial responsibility of each applicant, and whenever it appears that the applicant's financial responsibility is not well established and particularly in all cases where there are unsatisfied judgments of records against the applicant, such applicant shall be required, as a condition to receiving a license, to sign an affidavit stating that he will place and keep all funds of other persons entrusted to him or coming into his hands in a separate bank account in which the applicant is designated as trustee.

(d) *Minors.* No action shall be taken on any new application for a broker's or salesman's license received from any applicant unless said applicant is a person of the age of 21 years or over.

STATEMENT OF GENERAL POLICY ADOPTED OCTOBER 29, 1956. NO REAL ESTATE OR BUSINESS OPPORTUNITY LICENSE WILL BE ISSUED TO ANY INDIVIDUAL UNDER THE AGE OF 21 YEARS.

(e) *Hearing.* The board shall hold hearings on applicants who indicate their intent to sell or lease lands not located in the state of Wisconsin. Before acting upon applications involving out-of-state lands or any other applications for a license, the board may in its discretion examine applicants and other witnesses on oath.

History: 1-2-56; am. (2) (d), Register, December, 1959, No. 48, eff. 1-1-60.

REB 2.03 Examinations. (1) **WRITTEN EXAMINATIONS.** Each applicant for a broker's or a salesman's license shall be required to read and write a comprehensive examination in English, testing his competency to transact the business of a real estate broker or salesman or business opportunity broker or salesman. The examination shall be in conformity with section 136.05, Wis. Stats., as applicable.

(2) **COMPETENCY.** The grade of 75 or above may be evidence of competency and a grade below 75 shall be proof of incompetency. In addition to a grade of 75, the board may, in its discretion, require further supplemental proof of competency. In all cases, the grade below 75 received on the written examination shall be controlling on the question of incompetency and cannot be supplemented by other proof.

(3) **TRUSTWORTHINESS.** In addition to the written examination, applicants for brokers' or salesmen's licenses may be required to answer oral interrogatories relating to their general background and experience, insofar as they bear on the applicant's trustworthiness.

(4) **FAILURE TO PASS.** (a) *General.* No applicant previously denied a broker's or a salesman's license by reason of a determination by the

board of incompetency, shall be permitted to apply for or rewrite a similar examination until the expiration of 90 days from the date of the order of denial of said board.

(b) *Broker*. Nothing herein shall prevent a broker applicant from applying for and writing an examination for the position of salesman.

(c) *Salesman*. An applicant who has been denied a salesman's license by reason of incompetency shall not be permitted to write examination for a broker's license until after the expiration of 90 days from the date of the order of denial of said board of his salesman's license.

(5) WRITTEN EXAMINATIONS WAIVED. (a) *Change of salesman's status*. Any salesman who wishes to transfer his employment from one licensed broker to another must, prior thereto, submit in addition to his present salesman's license card, a transfer application accompanied by the usual fee and in addition, thereto, attach a written recommendation from his former employer, asserting trustworthiness and competency of such employe. Such transfer application does not require a written examination prior to transfer.

(b) *Change of broker's status*. Individuals already licensed as brokers under this board, either individually, as corporation officers, or as members of a co-partnership or co-partnerships, making application to this board to be licensed as brokers under another title or firm name or another form of organization, must make application in anticipation of a change in their form of organization or name under which they conduct business and the application shall be granted under the new name upon payment of the usual fee, without examination, provided said title or trade name does not conflict with any other title or trade name already registered with the board.

(c) *Armed forces*. Individuals previously licensed as salesmen or brokers under this board, but who have not been the holder thereof during the calendar year immediately preceding the date of such application, because of service in the armed forces of the United States of America, must make application to the board to be licensed in their previous capacity, to wit: as a salesman or broker, respectively, within 6 months from the date of discharge or separation of such applicant from active military service and such application shall be granted to such individual upon payment of the usual fee, without written examination, subject to proof of trustworthiness.

(d) *Non-waiver*. The board may in its discretion orally examine any individual, exempt by the aforementioned subsections from written examination, as to his general background and experience, insofar as they bear on the applicant's trustworthiness.

History: 1-2-56; am. (2), Register, December, 1959, No. 48, eff. 1-1-60.

REB 2.04 Renewal of license. (1) REAL ESTATE, BUSINESS OPPORTUNITY AND CEMETERY. Applications for renewal of the license of real estate, business opportunity and cemetery salesmen or real estate or business opportunity brokers for the year 1961 and thereafter shall be filed with the board on or before August 31 of the current license year. Only applications properly completed, executed and the correct fee prepaid, that are filed or postmarked prior to 12:00 P.M. on August 31, shall be accepted as timely filed. In the event an application for renewal of a real estate or business opportunity salesman's or broker's license or cemetery salesman's license for the ensuing calendar year is not timely filed with the board on or before the 31st

day of August of each year, but is filed or postmarked before 12:00 P.M. on December 31 of the ensuing calendar year, it shall be accompanied by a late filing fee of \$10.00 in addition to the required renewal fee.

(2) **BUSINESS OPPORTUNITY.** Applications for renewal of the license of business opportunity salesmen or brokers for the period of July 1, 1960, to December 31, 1960, shall be filed with the board on or before 12:00 P.M. on June 30, 1960. Only applications properly completed, executed and the correct fee prepaid, that are filed or postmarked prior to 12:00 P.M. on June 30, 1960, shall be accepted as timely filed.

(3) **UNLICENSED ACTIVITY.** If an application for renewal is not filed with the board on or before December 31 of the current license year, the applicant shall be prohibited from engaging in any of the activities covered by such license until his license is renewed or a new license issued.

(4) **LATE RENEWAL.** The board shall accept renewal applications at any time during the year after the license expired upon payment of the renewal fee and the \$10.00 penalty.

(5) **WRITTEN EXAMINATION.** The board shall not issue a license to any applicant who has not held a license for a period longer than one year after his last license expired until the applicant passes the required written examination and such applicant shall be considered a new applicant.

(6) **NOTICE.** The board may immediately after August 31, of any license year, send a notice by certified mail to the last known address of each individual, advising said licensee that he has failed to renew his license.

History: 1-2-56; r. and recr. (1) and (2), Register, December, 1958, No. 36, eff. 1-1-59; r. and recr. (1), (2) and (3) and cr. (4), (5) and (6), Register, June, 1960, No. 54, eff. 7-1-60.

REB 2.05 License fees. (1) **NEW APPLICANTS.** New applicants for a real estate broker's or business opportunity broker's license shall pay an application fee of \$20.00 for a license for the current year or the remaining portion thereof. New applicants for a real estate salesman's, cemetery salesman's or business opportunity salesman's license shall pay an application fee of \$15.00 for a license for the current year or the remaining portion thereof.

(2) **RENEWAL APPLICANTS.** (a) Renewal applicants for a real estate broker's license shall pay a license fee of \$15.00 per year and renewal applicants for a real estate or cemetery salesman's license shall pay a license fee of \$10.00 per year.

(b) Renewal applicants for a business opportunity broker's license for the period of July 1 to December 31, 1960, shall pay a license fee of \$7.50 and renewal applicants for a business opportunity salesman's license for the period of July 1 to December 31, 1960, shall pay a license fee of \$5.00. Renewal applicants for a business opportunity broker's license for the year 1961 and thereafter, shall pay a license fee of \$15.00 per year and renewal applicants for a business opportunity salesman's license for the year 1961 and thereafter, shall pay a license fee of \$10.00 per year.

(3) **APPRENTICES.** Applicants for a temporary apprentice license shall pay an application fee of \$15.00 for the current year or remaining portion thereof.

History: Cr. Register, November, 1959, No. 47, eff. 12-1-59.

Register, June, 1960, No. 54