

WISCONSIN DEPARTMENT OF REGULATION & LICENSING



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STATE OF WISCONSIN
BEFORE THE REAL ESTATE BOARD

IN THE MATTER OF	:	
DISCIPLINARY PROCEEDINGS	:	
AGAINST	:	FINAL DECISION AND ORDER
DOUGLAS J. NORTON,	:	
SOLUTIONS HOMEBUYERS, LLC, AND	:	
JACLYN M. PHILLIPS,	:	
RESPONDENTS	:	LS0808212REB

Division of Enforcement Case File # 06 REB 269

The parties to this action for the purpose of Wis. Stats. sec. 227.53 are:

Douglas J. Norton
5041 Washington St.
Butte des Morts, WI 54927

Solutions Homebuyers, LLC
435 Algoma Blvd.
Oshkosh, WI 54901

Wisconsin Real Estate Board
P.O. Box 8935
Madison, WI 53708-8935

Department of Regulation and Licensing
Division of Enforcement
P.O. Box 8935
Madison, WI 53708-8935

PROCEDURAL HISTORY

The parties in this matter agree to the terms and conditions of the attached Stipulation as the final disposition of this matter, subject to the approval of the Wisconsin Real Estate Board ("Board"). The Board has reviewed this Stipulation and considers it acceptable. Accordingly, the Board adopts the attached Stipulation in this matter and makes the following Findings of Fact, Conclusions of Law, and Order:

FINDINGS OF FACT

1. Douglas J. Norton is licensed in Wisconsin as a Real Estate Broker with license #90-53901, first issued on July 12, 2006. Mr. Norton was licensed Wisconsin as a Real Estate Salesperson with license # 94-65435 from October 17, 2005 to December 31, 2006. Mr. Norton's most recent address on file with the Department of Regulation and Licensing ("Department") is 5041 Washington St., Butte des Morts, WI 54927.
2. Solutions Homebuyers LLC is licensed in the State of Wisconsin as a Real Estate Business Entity with license # 91-701516, first issued on July 12, 2006. Solutions Homebuyers LLC's most recent address on file with the Department is 435 Algoma Blvd., Oshkosh, WI 54901.
3. Jaclyn Phillips was licensed in the State of Wisconsin as a Real Estate Salesperson with license number 94-58009, from September 17, 2003 to December 31, 2004.
4. Solutions Properties, Inc. has never been issued a real estate license.

5. On November 21, 2003, Mr. Norton drafted a “Standard Purchase and Sales Agreement” and a “Declaration of Trust” conveying property at 1429 Fox St. in Oshkosh, WI belonging to Timothy and Jennifer Wallace to a residential land trust with Jaclyn Phillips, Mr. Norton’s mother in law, as trustee, and with the Wallaces as beneficiaries of the trust. Communications with Mr. and Mrs. Wallace were written on the letterhead of Solutions Properties, Inc. Mr. Norton was using the “Lou Brown System”, a real estate system that he purchased. Mr. Norton did not use real estate forms approved by the Wisconsin Real Estate Board, and Mr. Norton was not a licensee at the time. The forms were drafted by an attorney in another state.

6. Once the trust was established, management of the property, including its rental, was handled by Solutions Homebuyers LLC.

7. Mr. Norton established at least 18 other trusts with similar terms using the Lou Brown system, and Solutions Homebuyers LLC may have been engaged in the management of some of the properties.

8. After Mr. Norton obtained his Real Estate Salesperson’s license on October 17, 2005 and until he obtained his Real Estate Broker’s license on July 12, 2006, he worked for Global Marketing Realty, Inc. where his supervisor was Tim Leikup. Mr. Norton continued to establish trusts using the Lou Brown system and to list them for sale, without fully informing his supervisor of this real estate activity.

9. Mr. Norton is currently licensed as a Real Estate Broker, and is currently the managing broker of Solutions Homebuyers, LLC.

CONCLUSIONS OF LAW

1. The Wisconsin Real Estate Board has jurisdiction to act in this matter pursuant to section 452.14 (3) of the Wisconsin Statutes and is authorized to enter into the attached Stipulation pursuant to sec. 227.44(5), Wis. Stats.

2. Respondent Douglas J. Norton is subject to discipline for

- having practiced real estate prior to obtaining a license as a real estate salesperson, contrary to sec. 452.03, Wis. Stats., and
- having practiced real estate with a salesperson’s license without being supervised in all of his real estate practice, contrary to sec. RL 17.03 (4), Wis. Admin. Code.

3. Respondent Solutions Homebuyers LLC is subject to discipline for being a business engaged in real estate prior to obtaining a license as a real estate business entity contrary to sec. 452.12 (2), Wis. Stats.

ORDER

NOW, THEREFORE, IT IS ORDERED that the attached Stipulation is hereby accepted.

IT IS FURTHER ORDERED that Douglas J. Norton is hereby REPRIMANDED.

IT IS FURTHER ORDERED that within six months of the date of this Order, Mr. Norton must successfully complete the Business Ethics module of the Broker’s Pre-License Program at an educational institution approved by the Department of Regulation and Licensing. Mr. Norton shall submit proof of successful completion in the form of verification from the institution providing the education to the following address:

Department Monitor
Department of Regulation and Licensing,
PO Box 8935, Madison, WI 53708-8935.
Fax (608) 266-2264
Tel. (608) 261-7904

None of the education completed pursuant to this order may be used to satisfy any continuing education requirements that are or may be instituted by the Board or the Department of Regulation and Licensing. In the event Mr. Norton fails to successfully

complete the educational requirements in the manner set forth, or to obtain an extension of time for good cause, his Real Estate Broker's license shall be suspended without further hearing and without further Order of the Board, and said suspension shall continue until further Order of the Board or until he provides to the Department proof of completion of all said educational requirements.

IT IS FURTHER ORDERED that Mr. Norton pay the Department's costs of this matter in the amount of **\$2,240**. Mr. Norton may make four payments of \$560, with the first payment due within 60 days of the date of this order, and the other three payments due at 90-day intervals. Payment shall be made by certified check or money order, payable to the Wisconsin Department of Regulation and Licensing and sent to the Department Monitor. In the event Mr. Norton fails to pay the costs within the time and in the manner as set forth above, his Real Estate Broker's license shall be suspended without further notice, without further hearing, and without further Order of the Board, and said suspension shall continue until the full amount of said costs have been paid to the Department of Regulation and Licensing.

IT IS FURTHER ORDERED that Solutions Homebuyers LLC is hereby REPRIMANDED

IT IS FURTHER ORDERED that Solutions Homebuyers LLC pay a forfeiture in the amount of **\$1,000.00**. Solutions Homebuyers LLC may make four payments of \$250, with the first payment due within 60 days of the date of this order, and the other three payments due at 90-day intervals. Payment shall be made by certified check or money order, payable to the Wisconsin Department of Regulation and Licensing and sent to the Department Monitor. In the event Solutions Homebuyers LLC fails to pay the costs within the time and in the manner as set forth above, its Real Estate Business Entity's license shall be suspended without further notice, without further hearing, and without further Order of the Board, and said suspension shall continue until the full amount of said forfeiture has been paid to the Department of Regulation and Licensing.

IT IS FURTHER ORDERED that file 06 REB 269 be closed as to all respondents.

Dated this 21st day of August, 2008.

WISCONSIN REAL ESTATE BOARD

By: Peter Sveum, Board Chair