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DEPT. OF REAL ESTATE
By *[Signature]*

9 BEFORE THE DEPARTMENT OF REAL ESTATE
10 STATE OF CALIFORNIA

11 * * *

12 In the Matter of the Accusation of) No. H-42107 LA
13 JASON R ANDERSON, RICHARD ALLEN)
14 RAYL, and LEEANN SCHUMACHER,) ACCUSATION
15 Respondents.)

16 The Complainant, Veronica Kilpatrick, a Supervising Special Investigator of the
17 State of California, for cause of Accusation against JASON R ANDERSON, RICHARD
18 ALLEN RAYL, and LEEANN SCHUMACHER (collectively "Respondents") alleges as
19 follows:

20 1.

21 The Complainant, Veronica Kilpatrick, a Supervising Special Investigator of the
22 State of California, makes this Accusation in her official capacity.

23 2.

24 All references to the "Code" are to the California Business and Professions Code
25 and all references to "Regulations" are to Title 10, Chapter 6, California Code of Regulations.

26 ///
27 ///

1 LICENSE HISTORY

2 3.

3 (JASON R ANDERSON)

4 a. Respondent JASON R ANDERSON ("ANDERSON") is presently licensed
5 and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the California
6 Business and Professions Code, as a real estate broker ("REB"), Department license ID
7 01956002.

8 b. The Department originally issued ANDERSON's REB license on or about
9 March 14, 2016.

10 c. ANDERSON's license is scheduled to expire on March 13, 2024, unless
11 renewed.

12 d. According to the Department's records, ANDERSON does not have any
13 registered fictitious business names associated with his REB license.

14 e. From approximately September 24, 2020 until February 26, 2021,
15 ANDERSON was the designated officer for Rayl Enterprises, A California Corporation ("Rayl
16 Enterprises"). The Department issued Rayl Enterprises' corporate license on or about
17 September 24, 2020. According to the Department's records, since September 24, 2020, Rayl
18 Enterprises has a registered fictitious business name "Transworld Business Advisors of the
19 Coachella Valley".

20 4.

21 (RICHARD ALLEN RAYL)

22 a. Respondent RICHARD ALLEN RAYL ("RAYL") is presently licensed
23 and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the California
24 Business and Professions Code, as a REB, Department license ID 02052577.

25 b. The Department originally issued RAYL's REB license on or about
26 November 14, 2020. RAYL's REB license is scheduled to expire on November 13, 2024,
27 unless renewed

1 c. The Department issued RAYL's real estate salesperson ("RES") license on or
2 about May 17, 2018.

3 d. RAYL is the designated officer for Rayl Enterprises.

4 5.

5 (LEEANN SCHUMACHER)

6 a. Respondent LEEANN SCHUMACHER ("SCHUMACHER") is presently
7 licensed and/or has license rights under the Real Estate Law, Part 1 of Division 4 of the
8 California Business and Professions Code, as a RES, Department license ID 02065120.

9 b. The Department originally issued SCHUMACHER's RES license on or about
10 July 6, 2018.

11 c. SCHUMACHER's RES license is scheduled to expire on July 5, 2022, unless
12 renewed.

13 LICENSED ACTIVITIES

14 6.

15 At all times mentioned herein, Respondents engaged in the performance of
16 activities requiring a real estate license pursuant to Code Section 10130.

17 FACTS DISCOVERED BY THE DEPARTMENT

18 7.

19 In or about June 2019, advertisements were placed on the internet for the sale of
20 an auto body shop in Coachella Valley area of Riverside County. The business would later be
21 discovered as Rembrandt's Paint and Body ("RPB") located in Cathedral City in Riverside
22 County and Yucca Valley in San Bernardino County. The price listed for RPB was \$600,000
23 with gross revenue around \$1,636,017 and net revenue around \$377,113.

24 8.

25 On or about June 10, 2019, Buyer Kevin C. ("Buyer") responded to such an
26 advertisement in hopes of purchasing the business. Buyer was contacted by SCHUMACHER in
27 response to his inquiry. SCHUMACHER was to be the dual agent in the transaction. At the

1 time, SCHUMACHER was employed by Rayl Enterprises, doing business as Transworld
2 Business Advisors of the Coachella Valley ("Transworld"). Neither Rayl Enterprises nor
3 Transworld were licensed by the Department as real estate corporations. According to the
4 Department's records, SCHUMACHER was affiliated with REB ANDERSON in 2019.

5 9.

6 On or about June 10, 2019, a Disclosure Regarding Real Estate Agency
7 Relationship ("Disclosure") was executed by Buyer and SCHUMACHER. The listed the broker
8 as Transworld Business Advisors of Coachella Valley with the Department license ID
9 019560020, which is ANDERSON's license number. SCHUMACHER was listed as the
10 salesperson with the Department license ID 02065120.

11 10.

12 On or about June 25, 2019, Buyer entered into an Asset Purchase Agreement for
13 the purchase of RPB. The listed the broker, for both buyer and seller, was Transworld Business
14 Advisors - CV with the Department license ID 019560020, which is ANDERSON's license
15 number. SCHUMACHER was listed as the salesperson with the Department license ID
16 02065120. Throughout the transaction, Buyer was in contact with SCHUMACHER and RAYL
17 regarding the purchase of RPB. Buyer claims that SCHUMACHER and RAYL made
18 misrepresentations about RPB's finances and operation status.

19 11.

20 On or about September 20, 2019, Buyer and Seller Stephen L. cancelled escrow,
21 with Glen Oaks Escrow, for the purchase of RPB.

22 12.

23 Thereafter, the Department investigated into other transactions Respondents
24 conducted with Glen Oaks Escrow for the sale of a business. The Department discovered that
25 Respondents were involved with another seven (7) transaction for the sale of businesses with
26 Transworld as the broker.

27

1 a. On or about November 8, 2019, an Asset Purchase Agreement was executed
2 for the business Brown Bag Sandwich Shoppe. RAYL and Transworld were listed as the
3 buyer's and seller's agent. ANDERSON was listed as the broker. A commission of \$500.00
4 was paid to Jason R. Anderson and a commission of \$4,500.00 was paid to Transworld.

5 b. On or about February 14, 2020, an Asset Purchase Agreement was executed
6 for the business Monster Shakes. RAYL and Transworld were listed as the buyer's and seller's
7 agent. ANDERSON was listed as the broker. A commission of \$500.00 was paid to Jason R.
8 Anderson and a commission of \$9,500.00 was paid to Transworld.

9 c. On or about February 17, 2020, an Asset Purchase Agreement was executed
10 for the business Temecula Cable Car Wine Tours. RAYL and Transworld were listed as the
11 buyer's and seller's agent. ANDERSON was listed as the broker. A commission of \$500.00
12 was paid to Jason R. Anderson and a commission of \$14,500.00 was paid to Transworld.

13 d. On or about February 1, 2019, an Asset Purchase Agreement was executed for
14 the business Copier Specialists, Inc. RAYL and Transworld were listed as the buyer's agent.
15 ANDERSON was listed as the broker. A commission of \$500.00 was paid to Jason R.
16 Anderson and a commission of \$96,625.00 was paid to Transworld.

17 e. On or about October 14, 2018, an Asset Purchase Agreement was executed for
18 the business Star Wash, Inc. RAYL and Transworld were listed as the buyer's and seller's
19 agent. ANDERSON was listed as the broker. A commission of \$500.00 was paid to Jason R.
20 Anderson and a commission of \$10,000.00 was paid to Transworld.

21 f. On or about April 18, 2019, an Asset Purchase Agreement was executed for
22 the business Popeye's Chicken. RAYL and Transworld were listed as the buyer's and seller's
23 agent. ANDERSON was listed as the broker. A commission of \$500.00 was paid to Jason R.
24 Anderson and a commission of \$84,761.00 was paid to Transworld.

25 g. On or about July 25, 2019, an Asset Purchase Agreement was executed for the
26 business Marivic's Scrubs & More. SCHUMACHER was listed as the buyer's and seller's
27

1 agent. ANDERSON was listed as the broker. A commission of \$500.00 was paid to Jason R.
2 Anderson and a commission of \$36,500.00 was paid to Transworld.

3 13.

4 On or about October 21, 2019, Transworld paid SCHUMACHER \$16,790.00 as
5 commission for the transaction for the business Marivic's Scrubs & More. The payment was by
6 check (check no. 0775) from Rayl Enterprise's account ending in 7259.

7 APPLICABLE SECTIONS OF THE REAL ESTATE LAW

8 Code Section 10137

9 14.

10 Code Section 10137 provides, in pertinent part, that "No real estate salesperson
11 shall accept compensation for activity requiring a real estate license from any person other than
12 the broker under whom he or she is at the time licensed."

13 Code Section 10159.5

14 15.

15 Code Section 10159.5 provides, in pertinent part, that "Every person applying
16 for a license under this chapter who desires to have the license issued under a fictitious business
17 name shall file with his or her application a certified copy of his or her fictitious business name
18 statement filed with the county clerk . . ."

19 Regulations Section 2725

20 15.

21 Regulations Section 2725 provides, in pertinent part, that "A broker shall
22 exercise reasonable supervision over the activities of his or her salespersons. Reasonable
23 supervision includes, as appropriate, the establishment of policies, rules, procedures and
24 systems to review, oversee, inspect and manage . . ."

25 Regulations Section 2731

26 16.

27 Regulations Section 2731 provides, in pertinent part, that "A licensee shall not

1 use a fictitious name in the conduct of any activity for which a license is required under the
2 Real Estate Law unless the licensee is the holder of a license bearing the fictitious name. . .”

3 Grounds for Disciplinary Action – Code Section 10177

4 17.

5 Pursuant to Code Section 10177, “The commissioner may suspend or revoke the
6 license of a real estate licensee, delay the renewal of a license of a real estate licensee, or deny
7 the issuance of a license to an applicant, who has done any of the following:

8 . . .

9 (h) As a broker licensee, failed to exercise reasonable supervision over the
10 activities of that licensee’s salespersons, or, as the officer designated by a corporate broker
11 licensee, failed to exercise reasonable supervision and control of the activities of the
12 corporation for which a real estate license is required. . . .”

13 VIOLATIONS OF THE REAL ESTATE LAW – CAUSES FOR DISCIPLINE

14 18.

15 In the course of the activities described above in Paragraph 6, and based on the
16 facts discovered by the Department in Paragraphs 7 through 13, above, Respondents acted in
17 violation of the Code and Regulations, as described below.

18 19.

19 From approximately October 18, 2018 to September 23, 2020, Respondents used
20 the fictitious business name Transworld Business Advisors of Coachella Valley without first
21 registering the name with the Department in violation of **Code Section 10159.5 and**
22 **Regulations Section 2731.**

23 20.

24 On or about October 21, 2019, RAYL, owner of Rayl Enterprises, paid
25 commission to SCHUMACHER for her work as buyer’s and seller’s agent in the sale of the
26 business Marivic’s Scrubs & More in violation of **Code Section 10137.**

27 21.

1 Respondent ANDERSON failed to exercise adequate supervision and control
2 over Transworld, RAYL, and SCHUMACHER's real estate activities in violation of Code
3 Section 10177(h) and Regulations Section 2725.

4 COSTS

5 22.

6 Code Section 10106 provides, in pertinent part, that in any order issued in
7 resolution of a disciplinary proceeding before the Department, the Commissioner may request
8 the administrative law judge to direct a licensee found to have committed a violation of this part
9 to pay a sum not to exceed the reasonable costs of investigation and enforcement of the case.

10 PRAYER

11 WHEREFORE, Complainant prays that a hearing be conducted on the
12 allegations of this Accusation and that upon proof thereof, a decision be rendered imposing
13 disciplinary action against all licenses and/or license rights under the Real Estate Law (Part 1 of
14 Division 4 of the California Business and Professions Code) of JASON R ANDERSON,
15 RICHARD ALLEN RAYL, and LEEANN SCHUMACHER, for the cost of investigation and
16 enforcement as permitted by law, and for such other and further relief as may be proper under
17 applicable provisions of law.

18
19 Dated at Los Angeles, California this 31 day of August, 2021.

20
21
22 
23 Veronica Kilpatrick
24 Supervising Special Investigator

25 cc: JASON R ANDERSON
26 RICHARD ALLEN RAYL
27 LEEANN SCHUMACHER
Veronica Kilpatrick
Sacto.