

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING MINUTES

The Real Estate Board Education Committee met on Wednesday, July 13, 2011, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Clifford Wells
Sandra Ferebee

Staff Members present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:02 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

A. Seven Proprietary School applications were reviewed and approved:

1. Monarch Title, Inc. McLean, VA
Contact Person: Alissa Haksar
2. Capital Area Title, LLC,
dba Universal Title, Annandale, VA
Contact Person: David K. Mason
3. American Real Estate Educators Limited Liability Company
Savannah, GA
Contact Person: Chris Wigley
4. Alltech Title Group, Inc. Fairfax, VA
Contact Person: Pam Beatty
5. Midlothian Partners, LLC,
dba Keller Williams Midlothian, Midlothian VA
Contact Person: Patty Williams
6. Old Dominion Settlement Inc., dba Key Title, Annandale VA
Contact Person: Celeste Weinstein
7. Dan River Region Association of Realtors, Danville, VA
Contact Person: Neathery "Nikki" Harris

B. One-hundred and sixteen continuing education course applications were reviewed; of these courses:

One-hundred and fifteen original applications for continuing education courses offered by approved schools were considered and approved. One application was withdrawn by the education

provider. It was noted by the Committee that education providers need to provide current standard forms when including standard forms in course applications. It was also noted that course applications addressing the use of social media by real estate licensees need to include a reference to the Board's Regulations governing Online Advertising. Staff was instructed to conduct random audits of ARELLO-approved online courses to ensure these courses meet the Board's standards.

1. 63114 Insurance Consumer Protection: What Every Agent Should Know V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
2. 63115 Know the Code: Real Estate Ethics V1.0 (On-line), 4 hours Ethics & Standards of Conduct, Dearborn Financial Publishing, Inc.
3. *63119 Night Court: Take the "R" (Risk) Out of REOS! 2 hours Real Estate Contracts, Peninsula Real Estate School
4. *63121 Update on Foreclosures and Short Sales, 2 hours Real Estate Related, Peninsula Real Estate School
5. 63123 Handling Real Estate Transactions with Confidence, 1 hour Ethics and Standards of Conduct, 7 hours Legal Updates, NBI, Inc. **(Application Withdrawn)**
6. *63125 Confessions of a Commercial Real Estate Consultant, 2 hours Real Estate Related, VAR
7. *63127 Investment Real Estate Financing & Valuation - Part 1 (ASM 603), 8 hours Real Estate Related, IREM
8. *63129 Human Resource Essentials for Real Estate Managers - HRS 402, 8 hours Real Estate Related, IREM
9. *63131 Today's Leadership Challenges - HRS 603, 8 hours Real Estate Related, IREM
10. *63133 Growth Strategies for Real Estate Management Co. - BDM 601, 8 hours Real Estate Related, IREM
11. *63135 Investment Real Estate: Financial Tools - FIN 402, 8 hours Real Estate Related, IREM
12. *63137 Property Maintenance & Risk Management - MNT 402, 8 hours Real Estate Related, IREM
13. *63139 Ethics for the Real Estate Manager - ETH 800, 7 hours Ethics & Standards of Conduct, IREM

14. *63141 Investment Real Estate: Financing & Valuation - Part 3 (ASM 605), 8 hours Real Estate Related, IREM
15. *63143 Investment Real Estate: Financing & Valuation - Part 2 (ASM 604), 8 hours Real Estate Related, IREM
16. *63145 Risk Management for Social Media, 1 hour Legal Updates, and 1 hour Real Estate Related, VAR
17. 63147 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 4 hours Legal Updates, VAR
18. 63148 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 4 hours Broker Management, VAR
19. 63149 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 3 hours Legal Updates, VAR
20. 63150 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 3 hours Broker Management, VAR
21. 63151 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 2 hours Legal Updates, VAR
22. 63152 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 2 hours Broker Management, VAR
23. *63155 The Matrix Advantage, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
24. 63157 Short Sales and Foreclosures (Online), 3 hours Real Estate Related, American School of Real Estate Express
25. *63168 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 2 hours Legal Updates, Piedmont School of Real Estate
26. *63170 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 3 hours Legal Updates, Piedmont School of Real Estate
27. 63172 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines, 4 hours Broker Management, Piedmont School of Real Estate
28. *63173 Update on Foreclosure and Short Sales, 2 hours Real Estate Contracts, Piedmont School of Real Estate
29. *63175 Update on Foreclosure and Short Sales, 3

- hours Real Estate Contracts, Piedmont School of Real Estate
30. *63177 Commissions: Being Paid the Right Way, 2 hours Legal Updates, VAR
 31. *63179 Legislative and Legal Updates, 3 hours Legal Updates, RAR
 32. *63181 Working with Lenders on Short Sales and Foreclosures, 2 hours Real Estate Related, RAR
 33. *63184 Facebook for Realtors, 2 hours Real Estate Related, Alpha College of Real Estate
 34. 63186 Facebook for Realtors, 2 hours Broker Management, Alpha College of Real Estate
 35. *63187 Getting Found Online, 2 hours Real Estate Related, Alpha College of Real Estate
 36. 63189 Getting Found Online, 2 hours Broker Management, Alpha College of Real Estate
 37. *63190 Twitter for Realtors, 1 hour Real Estate Related, Alpha College of Real Estate
 38. 63192 Twitter for Realtors, 1 hour Broker Management, Alpha College of Real Estate
 39. 63193 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Shenandoah Valley Training Center
 40. *63196 Owning Your Online Brand: Digital Reputation Management for 2011 and Beyond, 2 hours Real Estate Related, VAR
 41. *63198 Taking Your Business Completely Mobile, 2 hours Real Estate Related, VAR
 42. *63200 LinkedIn for Realtors, 2 hours Real Estate Related, Alpha College of Real Estate
 43. 63202 LinkedIn for Realtors, 2 hours Broker Management, Alpha College of Real Estate
 44. 63203 Who's Driving the Bus? 2 hours Real Estate Related, VAR
 45. 63204 Who's Driving the Bus? 2 hours Broker Management, VAR
 46. *63205 It's a Price War to the Door, 2 hours Real Estate Related, VAR
 47. *63207 Real Estate Laws You Need to Know! 2 hours Legal Updates, VAR
 48. *63209 2011 VRLTA Update and Current Legislative Issues, 3 hours Legal Updates, VAR
 49. 63211 2011 VRLTA Update and Current Legislative Issues, 3 hours Broker Management, VAR
 50. *63212 Technology and Its Use in Commercial Real Estate, 2 hours Real Estate Related, VAR
 51. *63214 The Ethical Use of Social Networking in the

Real Estate Arena, 2 hours Real Estate Related, VAR

End Phase I

- 52. *63216 Earnest Money Deposits: Navigating Dangerous Water! 1 hour Legal Updates, VAR
- 53. *63233 Top 10 Technology Mistakes that 99% of Agent Make, 3 hours Real Estate Related, VAR
- 54. *63235 Negotiation 101: The Psychology of the Deal, 1 hour Real Estate Related, The RGS Title Real Estate Academy
- 55. 63238 Management of a Real Estate Brokerage Firm, 4 hours Broker Management, WAAR
- 56. 63239 Supervision & Management of Real Estate Agents, 4 hours Broker Management, WAAR
- 57. *63240 Risk Management Course, 3 hours Real Estate Related, WAAR
- 58. 63242 Risk Management Course, 3 hours Broker Management, WAAR
- 59. *63243 Getting Found Online, 2 hours Real Estate Related, WAAR
- 60. 63246 Getting Found Online, 2 hours Broker Management, WAAR
- 61. *63247 The Basics of Using Linked in for Real Estate, 2 hours Real Estate Related, WAAR
- 62. 63249 The Basics of Using Linked in for Real Estate, 2 hours Broker Management, WAAR
- 63. *63250 Twitter for Real Estate, 1 hour Real Estate Related, WAAR
- 64. 63252 Twitter for Real Estate, 1 hour Broker Management, WAAR
- 65. *63253 Facebook for Realtors, 2 hours Real Estate Related, WAAR
- 66. 63255 Facebook for Realtors, 2 hours Broker Management, WAAR
- 67. *63256 Mastering the Art of the Short Sale, 6 hours Real Estate Related, Long & Foster Institute of Real Estate
- 68. *63258 FHA/HUD Foreclosure Procedures, 3 hours Real Estate Related, Carruthers Academy of Real Estate
- 69. *63264 Facts About Underground Storage Tanks, 2 hours Legal Updates, CVSRE
- 70. *63266 BPOR, 6 hours Real Estate Related, Long & Foster Institute of Real Estate
- 71. 63268 Understanding Reverse Mortgage Process, 1 hour Real Estate Related, Old Dominion Real Estate Institute

72. *63269 Utilizing Smart Phones in Your Real Estate Business, 2 hours Real Estate Related, RAR
73. *63271 The Mars Rule Implications for Short Sales, 1 hour Legal Updates, RAR
74. *63273 Realtors Property Resource Fundamentals, 1 hour Real Estate Related, CVSRE
75. *63278 Cyber Security and Social Media Safety, 3 hours Real Estate Related, WAAR
76. 63280 Cyber Security and Social Media Safety, 3 hours Broker Management, WAAR
77. *63281 Where have the Ads Gone in Real Estate?, 1 hour Real Estate Related, Alpha College of Real Estate
78. *63283 Buying & Selling Land, 2 hours Real Estate Related, DAAR
79. *63285 What Lies Beneath: Digging Up the Facts About Underground Oil Tanks, 1 hour Real Estate Related, DAAR
80. *63287 What Lies Beneath: Digging Up the Facts About Underground Oil Tanks, 2 hours Real Estate Related, DAAR
81. *63289 Home Staging - The Merits of Preparation in the RE Market, 1 hour Real Estate Related, CVSRE
82. *63304 Triple Your Business in 90 days, 1 hour Real Estate Related, Realtor Association of Prince William
83. *63306 Mold and Water Damage, 2 hours Real Estate Related, VAR
84. *63308 Why Risk It? 1 hour Real Estate Related, VAR
85. *63310 Blogging Made Easy, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
86. 63312 Mortgage Basics (3.0), 3 hours Real Estate Related, GCAAR
87. *63315 Property Owner's Association and Condominium Disclosures, 1 hour Real Estate Related, Champion Title & Settlements, Inc/Champion University
88. *63317 Social Media 101, 2 hours Real Estate Related, Real Estate III School of Real Estate
89. 63319 Bridging the Gap: Combining Yesterday's Practices with Today's Trends to Win in this Market, 2 hours Broker Management, VAR
90. 63320 Bridging the Gap: Combining Yesterday's Practices with Today's Trends to Win in this Market, 2 hours Real Estate Related,

- VAR
91. *63321 Professional Makeover, 2 hours Real Estate Related, VAR
 92. *63323 Zeppelins and Other Airships: Representing Clients in Buying and Selling Real Estate of Deceased Owners, 3 hours Legal Updates, VAR
 93. 63325 Docusign Workshop, 2 hours Broker Management, Xtreme Agent Training, LLC
 94. *63326 Docusign Workshop, 2 hours Real Estate Related, Xtreme Agent Training, LLC
 95. *63328 Pricing in a Competitive Market, 2 hours Real Estate Related, VAR
 96. *63330 Search Engine Optimization (SEO) 1 hour Real Estate Related, Alpha College of Real Estate
 97. *63332 Android Real Estate Apps, 1 hour Real Estate Related, Alpha College of Real Estate
 98. *63334 Facebook Technology, 1 hour Real Estate Related, Alpha College of Real Estate
 99. *63336 I-Pad & I-Phone Real Estate, 1 hour Real Estate Related, Alpha College of Real Estate
 100. *63338 Linkedin Technology, 1 hour Real Estate Related, Alpha College of Real Estate
 101. *63340 Video Marketing Technology, 1 hour Real Estate Related, Alpha College of Real Estate
 102. *63342 Websites and Blogging Technology, 1 hour Real Estate Related, Alpha College of Real Estate
 103. *63344 Short Sales, HAFA, MARS Oh My, 2 hours Real Estate Related, Alpha College of Real Estate
 104. *63346 Computer Tips, Tricks & Techniques, 1 hour Real Estate Related, WAAR
 105. 63348 The 7 Secrets to Running Powerful Sales Meetings, 2 hours Broker Management, VAR
 106. 63349 The 7 Secrets to Running Powerful Sales Meetings, 2 hours Real Estate Related, VAR
 107. *63350 Death to Divorce: Their Impact on Real Estate Transactions, 1 hour Real Estate Related, RECA
 108. *63352 Negotiating Effectively: The Path to Your Success, 2 hours Real Estate Related, VAR
 109. 63354 Take Me to Your Leaders, 4 hours Broker Management, Long & Foster Institute of Real

- Estate
- 110. 63355 Law of Easements: Legal Issues and Valuation Considerations, 7 hours Real Estate Related, Lorman Business Center, Inc.
 - 111. *63359 Financing Residential Mortgages, 3 hours Real Estate Related, Towne Realty School of Real Estate
 - 112. 63361 Selling REO Properties, 1 hour Real Estate Contracts, Old Dominion Real Estate Institute
 - 113. *63362 Commissions, 2 hours Legal Updates, Piedmont School of Real Estate
 - 114. *63364 Real Estate Laws You Need to Know, 2 hours Legal Updates, Piedmont School of Real Estate
 - 115. *63366 Earnest Money Deposits, 1 hour Legal Updates, Piedmont School of Real Estate
 - 116. *63368 Blackberry Real Estate Apps, 1 hour Real Estate Related, Alpha College of Real Estate

One original continuing education course application offered by a school with a pending school application was approved:

- 1. *63313 Distressed Properties Professional Designation, 1 hour Real Estate Contracts, 8 hours Real Estate Related, American Real Estate Educators, LLC

C. Eighty-five post license education course applications were reviewed; of these courses:

One previously approved post license education course application offered by an approved school was considered and approved:

- 1. 63237 Virginia Post Licensing: Technology Issues V3.0 - On-line (Technology), 3 hours Residential Real Estate Elective Topics, Kaplan Real Estate Schools

Eighty-three original applications for post license education courses offered by approved schools were considered and approved. It was noted by the Committee that education providers need to provide current standard forms when including standard forms in course applications. It was also noted that course applications addressing the use of social media by real

estate licensees need to include a reference to the Board's Regulations governing Online Advertising.

1. *63120 Night Court: Take the "R" (Risk) Out of REOS! (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
2. *63122 Update on Foreclosures and Short Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
3. *63126 Confessions of a Commercial Real Estate Consultant (Consulting Services), 2 hours Commercial Real Estate Elective Topics, VAR
4. *63128 Investment Real Estate Financing & Valuation - Part 1 (ASM 603) (Other Real Estate Related), 16 hours Property Management Elective Topics, IREM
5. *63130 Human Resource Essentials for Real Estate Managers - HRS 402 (Other Real Estate Related), 16 hours Property Management Elective Topics, IREM
6. *63132 Today's Leadership Challenges - HRS 603 (Other Real Estate Related), 8 hours Property Management Elective Topics, IREM
7. *63134 Growth Strategies for Real Estate Management Co. - BDM 601 (Other Real Estate Related), 16 hours Property Management Elective Topics, IREM
8. *63136 Investment Real Estate: Financial Tools - FIN 402 (Other Real Estate Related), 16 hours Property Management Elective Topics, IREM
9. *63138 Property Maintenance & Risk Management - MNT 402 (Other Real Estate Related), 16 hours Property Management Elective Topics, IREM
10. *63140 Ethics for the Real Estate Manager - ETH 800 (Other Real Estate Related), 7 hours Property Management Elective Topics, IREM
11. *63142 Investment Real Estate: Financing & Valuation - Part 3 (ASM 605) (Other Real Estate Related), 8 hours Property Management Elective Topics, IREM
12. *63144 Investment Real Estate: Financing & Valuation - Part 2 (ASM 604) (Other Real Estate Related), 16 hours Property

- Management Elective Topics, IREM
13. *63146 Risk Management for Social Media (Technology), 2 hours Residential Real Estate Elective Topics, VAR
 14. *63156 The Matrix Advantage (Technology), 2 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
 15. *63169 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
 16. *63171 The Firm Audit: Surviving Your Company Audit Under the New VREB Guidelines (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate
 17. *63174 Update on Foreclosure and Short Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School Real Estate
 18. *63176 Update on Foreclosure and Short Sales (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Piedmont School Real Estate
 19. *63178 Commissions: Being Paid the Right Way (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 20. *63180 Legislative and Legal Updates (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RAR
 21. *63182 Working with Lenders on Short Sales and Foreclosures (Finance), 2 hours Residential Real Estate Elective Topics, RAR
 22. *63185 Facebook for Realtors (Technology), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 23. *63188 Getting Found Online (Technology), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 24. *63191 Twitter for Realtors (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 25. *63197 Owning Your Online Brand: Digital Reputation Management for 2011 and Beyond (Technology), 2 hours Residential Real Estate Elective Topics, VAR

26. *63199 Taking Your Business Completely Mobile (Technology), 2 hours Residential Real Estate Elective Topics, VAR
27. *63201 Linkedin for Realtors (Technology), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
28. *63206 It's a Price War to the Door (Selling Process), 2 hours Residential Real Estate Elective Topics, VAR
29. *63208 Real Estate Laws You Need to Know! (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
30. *63210 2011 VRLTA Update and Current Legislative Issues (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, VAR
31. *63213 Technology and Its Use in Commercial Real Estate (Other Real Estate Related), 2 hours Commercial Real Estate Elective Topics, VAR
32. *63215 The Ethical Use of Social Networking in the Real Estate Arena (Other Real Estate Related), 2 hours Commercial Real Estate Elective Topics, VAR
- End Phase I**
33. *63217 Earnest Money Deposits: Navigating Dangerous Water! (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
34. 63218 Virginia Post Licensing: Technology Issues V3.0 - On-line (Technology), 3 hours Residential Real Estate Elective Topics, Dearborn Financial Publishing, Inc. dba REcampus.com
35. *63234 Top 10 Technology Mistakes that 99% of Agent Make (Technology), 3 hours Residential Real Estate Elective Topics, VAR
36. *63236 Negotiation 101: The Psychology of the Deal (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
37. *63241 Risk Management Course (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, WAAR
38. *63244 Getting Found Online (Technology), 2 hours Residential Real Estate Elective Topics, WAAR
39. *63248 The Basics of Using Linked in for Real

- Estate (Technology), 2 hours Residential Real Estate Elective Topics, WAAR
40. *63251 Twitter for Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, WAAR
41. *63254 Facebook for Realtors (Technology), 2 hours Residential Real Estate Elective Topics, WAAR
42. *63257 Mastering the Art of the Short Sale (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
43. *63259 FHA/HUD Foreclosure Procedures (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
44. *63265 Facts About Underground Storage Tanks (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CVSRE
45. *63267 BPOR (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
46. *63270 Utilizing Smart Phones in Your Real Estate Business (Technology), 2 hours Residential Real Estate Elective Topics, RAR
47. *63272 The Mars Rule Implications for Short Sales (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
48. *63274 Realtors Property Resource Fundamentals (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
49. 63277 MLS Rules & Regulations - What Every Broker and Agent Needs to Know (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
50. *63279 Cyber Security and Social Media Safety (Technology), 3 hours Residential Real Estate Elective Topics, WAAR
51. *63282 Where have the Ads Gone in Real Estate? (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
52. *63284 Buying & Selling Land (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, DAAR

53. *63286 What Lies Beneath: Digging Up the Facts About Underground Oil Tanks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, DAAR
54. *63288 What Lies Beneath: Digging Up the Facts About Underground Oil Tanks (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, DAAR
55. *63290 Home Staging - The Merits of Preparation in The RE Market, (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
56. *63305 Triple Your Business in 90 days (Business Planning), 1 hour Residential Real Estate Elective Topics, Realtor Association of Prince William
57. *63307 Mold and Water Damage (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
58. *63309 Why Risk It? (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
59. *63311 Blogging Made Easy (Technology), 2 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
60. *63316 Property Owner's Association and Condominium Disclosures (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion Title & Settlement, Inc./Champion University
61. *63318 Social Media 101 (Technology), 2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
62. *63322 Professional Makeover (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
63. *63324 Zeppelins and Other Airships: Representing Clients in Buying and Selling Real Estate of Deceased Owners (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, VAR
64. *63327 Docusign Workshop (Technology), 2 hours Residential Real Estate Elective Topics, Xtreme Agent Training, LLC
65. *63329 Pricing in a Competitive Market (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, VAR

66. *63331 Search Engine Optimization (SEO) (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
67. *63333 Android Real Estate Apps (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
68. *63335 Facebook Technology (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
69. *63337 I-Pad & I-Phone Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
70. *63339 Linkedin Technology (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
71. *63341 Video Marketing Technology (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
72. *63343 Websites and Blogging Technology (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
73. *63345 Short Sales, HAFA, MARS Oh My (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
74. *63347 Computer Tips, Tricks & Techniques (Technology), 1 hour Residential Real Estate Elective Topics, WAAR
75. *63351 Death to Divorce: Their Impact on Real Estate Transactions (Selling Process), 1 hours Residential Real Estate Elective Topics, RECA
76. *63353 Negotiating Effectively: The Path to Your Success (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
77. 63356 Listing Process and Value Story (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, Weichert Real Estate School
78. 63358 Expanding Housing Opportunities (Selling Process), 6 hours Residential Real Estate Elective Topics, RECA
79. *63360 Financing Residential Mortgages (Finance), 3 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate

80. *63363 Commissions (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
81. *63365 Real Estate Laws You Need to Know (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
82. *63367 Earnest Money Deposits (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
83. *63369 Blackberry Real Estate Apps (Technology), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate

One original post license education course application offered by a school with a pending school application was approved:

1. *63314 Distressed Properties Professional Designation (Other Real Estate Related), 9 hours Residential Real Estate Elective Topics, American Real Estate Educators, LLC

D. Eight pre-licensing instructor applications were reviewed and approved:

1. David Sherman Shockley
2. Kathleen M. Lunsford
3. James Francis Crawford
4. Sharon C. Nilsen
5. Adrienne Gwen Stone
6. Deborah Elaine Clark - **expert (Principles)**
7. Matthew Alexander Cambra - **expert (Principles)**
8. Romilda Pierce Smith - **expert (Principles)**

E. Eleven continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed. Ten of these applications were approved outright. One additional instructor applicant was approved to teach all courses applied for except Ethics and Standards of Conduct courses because this instructor does not have expertise in Ethics and Standards of Conduct with at least three years of active experience in Ethics and Standards of Conduct.

1. **Rebecca Stanley** - 56405 (2007 New Agency Law in VA) 62538/62539 (A Mock Settlement), 62679/62680 (Agency Demystified), 56403/56404 (Agency Law Demystified)

59617/59618 (An Introduction to Short Sales and the Short Sale Addendum), 57203/57204 (Bankruptcy and Foreclosure), 62673/62674 (Closing Real Estate Sales in Virginia), 60553/60554 (Contracts with Escalators - An Elevator to the Top Sales Price), 62597/62598 (Death, Divorce, & Bankruptcy - The Ins and Outs of these Unconventional Transactions) 59439/59440 (Earnest Money Deposits), **56919/56920 (Ethics for RE Agents), 62821/62822 (Ethics for Real Estate Agents), 56402/56550 (Ethics for RE Agents - The Basics)**, 62619/62620 (Excellence in Profession) 56921/56922 (Fair Housing), 62819/62820 (Fair Housing Laws), 57587/57588 (Foreclosures, REOs, Short Sales) 57585/57586 (Foreclosure, REOs and Short Sales - A Primer, 62817/62818 (Foreclosures, REO's and Short Sales), 57239/57240 (Foreign Sellers and Buyers), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), 57266/57267 (Home Inspections), 58399/58400 (Legal Updates and Emerging Trends), 56585/56586 (Limited Service Agency) 57256/57257 (Mold: A Growing Problem) 59435/59436 (Navigating the VA Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract), 57921/57922 (New Forms for 2008) 57919/57920 (NVAR's 2007 Listing Agreement) 57923/57924 (NVAR's 2008 Contingencies/Clauses Addendum Sales Contract), 62530/62531 (Taxes for the Independent Contractor), 59437/59438 (The Final RESPA Rule), 55557/55558 (New Regional Sales Contract - A Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (New VA Residential Property Disclosure Statement) 57499/57500 (Newest Appraisal & Financing Contingencies), 62696/62697 (Title Insurance and Surveys), 56593/56594 (Title Insurance - What is It?) 62815/62816 (Transactions Involving FHA/VA Financing) 62813/62814 (Unconventional Transactions) 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 62607/62608 (Understanding Deeds and Tenancy - Effectively Transferring Title to Real Property), 56166/56167 (Understanding Your Upcoming VA Transaction), 57201/57202 (What is Delivery?), 62811/62812 (Why Didn't My Short Sale Close), 62809/62810 (Wills, Estates, and Title Issues), **MBH Settlement Group - (Not approved to teach Ethics and Standards of Conduct courses because the applicant does not have expertise in Real Estate Ethics and Standards of Conduct with at least three**

years of active experience in Real Estate Ethics and Standards of Conduct)

2. **Gary E. Dogan** - 62601/62602 (2011 Ethics Seminar), **NRVAR**
3. **Win Singleton** - 62642/62643 (Seller Representative Specialist), **Long and Foster Institute of Real Estate**
4. **Aaron Lewis, Bradley Hanks, and Mark Boyland** - 60562/60563 (Certified Distressed Property Expert), 60564 (Certified Distressed Property Expert - Part 3), 60565 (Certified Distressed Property Expert - Part 2), **Alpha College of Real Estate**
5. **James Allen** - 60398/60399 (Escrow Management), **Alpha College of Real Estate**
6. **Allison Spears** - 62973/62974 Closing with a Twist (Non-Standards Transactions), 62975/62976 (Renovation Financing), **RGS Title**
7. **Karen Froese** - 61587/61588 (Financing Workshop), **Cindy Bishop Worldwide, LLC**
8. **Sean Everhart, Charles Fincher, William (Bill) Roth** - 60636 (Real Estate Law & Legal Update) 60637 (Real Estate Agency), 60638 (Real Estate Contracts), 60639/60640 (Ethics & Standards of Conduct), 62972 (Real Estate Agency), 62963 (Real Estate Law & Legal Issues), 62980 (Offer to Purchase) 60641 (Fair Housing) - **(William (Bill) Roth** 62679 (Fair Housing) - **(William (Bill) Roth, DAAR**
9. **Mumtaz Bhatti, Dawn Cales, Denese Kerns, Marion Sparks, and Brian Terrebonne** - 58806 (Real Estate Contract), 58840 (Virginia Legislative Updates) 58796 (Real Estate Agency), 58802 (Smart Growth in Virginia), 58804 (Internet's Effect on Virginia Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics and Professionalism in Real Estate Law), 58792 (Home Sales and the Economy) 58790 (Do Not Call Rules and Regulations), 58798 (Ethics and Standards of Conduct), 58844 (Virginia Real Estate Law Update), 58699 (Limited Service Agency), 58846 (Virginia Salesperson CE: Mandatory and Elective Topics), 62734/62735 (Ethics and Standards of Conduct), 62736/62737 (Fair Housing) 62750/62751 (Finance), 62744/62745 (Property Law) 62742/62743 (Real Estate Technology), 62740/62741 (Real Estate Law), 62732/62733 (Agency Law) 62748/62749 (Land Use Issues), 62746/62747 (Property Valuation & Listing Process), 62738/62739 (Offers to Purchase)
Denese Kerns, Marion Sparks, and Brian Terrebonne 58848 (Virginia Broker CE: Mandatory and Elective

- Topics), 58587 (Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions) 58585 (Agent Supervision and Management: Cases Personal Misconduct and Proper Supervision) 58545 (Agent Supervision and Management: Cases in Advertising and Communication) 58547 (Agent Supervision and Management: Cases in Agency Initiation, Supervision and Management), 58549 (Agent Supervision and Management: Cases in Improper Disclosures and Disclosures Management), 58551 - (Agent Supervision and Management: Cases in Escrow Account Management) 58553 (Agent Supervision and Management: Cases in Improper Dealing and Financial Management) 57941 (Agent Supervision and Management: Cases in Agent Misconduct), 58794 (Agent Supervision and Management, **Moseley Real Estate School**
10. **Hope Roots** - 60346 (8 Hr. Required Continuing Education Classroom), 60347 (3 Hr. Ethics and Standards of Conduct/Current Industry Issues and Trends), **Alpha College of Real Estate**
 11. **Ann Palmateer, Ann Randolph, and Douglas Wolfe** - 60336/60337 (3 Hr. Ethics and Standards of Conduct/Current Industry Issues and Trends), **Alpha College of Real Estate**

F. Other Business

1. The Committee continued its discussion of the Board's March 17, 2011, decision to deny six online continuing education course applications with ARELLO Distance Education Certification (DEC) because a disproportionate amount of course time was allocated to quiz/final exam materials. On March 17, 2011, the Board indicated that an online course should consist of no more than 25% of quiz/final exam materials to ensure that a minimally acceptable amount of course content is covered in the course. Ms. Childress discussed this matter with ARELLO Director Joe McClary at the April ARELLO meeting in Florida and by e-mail. After discussion, the Committee recommends that the Board allow online courses to consist of no more than 40% of quiz/final exam materials to ensure that a minimally acceptable amount of course content is covered in the course. Staff will notify Board-approved education providers of this decision if The Board concurs. This decision applies only to new online course applications received by the Board.

2. The Committee discussed whether to grant broker pre-license education credit to broker licensees in the states of Arizona and Florida who apply for a Virginia broker license by reciprocity. The Committee determined the broker pre-license education completed by reciprocal applicants from Arizona is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept the 90 hours of broker pre-license education completed by broker license reciprocal applicants from Arizona toward the Board's 180 classroom-hour broker pre-license education requirement. Broker license reciprocal applicants from Arizona must make up the difference in hours by completing a Board-approved 45-hour Real Estate Brokerage pre-license education course and another Board-approved 45-hour Broker Pre-license education course.

The Committee determined the 72 hours of broker pre-license education and the 60 hours of broker post license education completed by reciprocal applicants from Florida is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept the 132 hours of broker pre-license and post-license education completed by broker license reciprocal applicants from Florida toward the Board's 180 classroom-hour broker pre-license education requirement. Broker license reciprocal applicants from Florida must make up the difference in hours by completing a Board-approved 45-hour Real Estate Brokerage pre-license education course and another Board-approved 45-hour Broker Pre-license education course.

3. Staff reviewed the "Residential Standard Agency Continuing Education Course Implementation Plan" document with the Committee.
4. The Committee discussed whether a videoconference course or live webinar should be considered a classroom course. The Committee instructed staff to list criteria for a video-conference course or live webinar to be considered a classroom course.

There being no further business or public comment, the meeting adjourned at 5:15 p.m.

* **Continuing Ed. & Post License Ed. Course Companion Applications**