



- 5 00900 Property Management and Managing Risk (CRP), 4 hours Real Estate Related, Dearborn Financial Publishing Inc
- 6 01800 Understanding Real Estate Math & Appraising (CRP), 4 hours Real Estate Related, Institute For Continuing Education Inc
- 7 06200 Diversity and Doing Business (CRP), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc
- 8 06400 Real Estate Finance Today (CRP), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc
- 9 06500 Risk Management (CRP), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc

66 original applications for courses offered by approved schools were approved

- 1 54713 Understanding 1031 Tax-Free Exchanges, 4 hours Real Estate Related, Dearborn Financial Publishing, Inc
- 2 54714 The Truth About Mold, 4 hours Real Estate Related, Dearborn Financial Publishing Inc
- 3 54715 Electronic Transactions in Real Estate, 4 hours Real Estate Related, Dearborn Financial Publishing, Inc
- 4 54716 Pricing Property for Your Clients, 4 hours Real Estate Related, MAI Institute
- 5 54717 Borrow Smart, 4 hours Real Estate Related, Kendall Todd Inc
- 6 54726 Fair Housing, 3 hours Fair Housing, Potomac Real Estate Institute, Inc
- 7 54728 Ethics and Standards of Conduct, 3 hours Ethics & Standards of Conduct, Potomac Real Estate Institute, Inc
- 8 54730 Environmental Update, 3 hours Real Estate Related, Potomac Real Estate Institute, Inc
- 9 54741 Strategic Planning, 3 hours Real Estate Related, Kirks Institute
- 10 54763 Settlement Form Review, 1 hour Real Estate Related, Coldwell Banker Residential Brokerage
- 11 54765 Buyer Representation in Real Estate (CRP), 4 hours Real Estate Related, Avery Hess Academy of Real Estate
- 12 54766 Buyer Representation in Real Estate, 4 hours Real Estate Related, Avery Hess Academy of Real Estate
- 13 54767 Property Disclosures - The Real Estate Professional Guide to Reducing Risk, 4 hours Real Estate Related Avery - Hess Academy of Real Estate
- 14 54768 Property Disclosures - The Real Estate Professional Guide to Reducing Risk (CRP), 4 hours Real Estate Related, Avery - Hess Academy of Real Estate
- 15 54769 Fundamentals of Real Estate Closings - 7 hours Real Estate Related, Lorman Business Center, Inc
- 16 54782 Required CE Modules, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, Peninsula Real Estate School
- 17 54783 Required CE Modules (CRP-Correspondence), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct,

- 1 hour Legal Updates, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, Peninsula Real Estate School
- 18 54784 Required CE Modules (CRP-Online), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 Legal Updates, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, Peninsula Real Estate School
- 19 54786 Raw Land Purchase & Construction, 2 hours Real Estate Related, Provident School of Real Estate
- 20 54788 The Settlement Process - Contract Through Closing, 4 hours Real Estate Related, Provident School of Real Estate
- 21 54792 Running A Profit and Loss, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 22 54794 Road Map For Success, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 23 54796 Lead Generation and Tracking, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 24 54798 Personal Budgeting, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 25 54800 Introduction to Home Purchase Financing, 3 hours Real Estate Related, Central Virginia School of Real Estate
- 26 54803 CRS 200 Business Planning & Marketing, 8 hours Real Estate Related, Richmond Association of Realtors
- 27 54807 Selling Historic Properties What You Need To Know, 4 hours Real Estate Related, Richmond Association of Realtors
- 28 54810 Environmental Issues, 2 hours Real Estate Related, Richmond Association of Realtors
- 29 54812 Environmental Issues, 4 hours Real Estate Related, Richmond Association of Realtors
- 30 54814 Home Construction, 2 hours Real Estate Related, Richmond Association of Realtors
- 31 54816 Identity Theft, 2 hours Real Estate Related, Richmond Association of Realtors
- 32 54818 Client Analysis, 3 hours Real Estate Related, Kirks Institute
- 33 54820 Laws and Regulations, 3 hours Legal Updates, Kirks Institute
- 34 54821 2 hour Fair Housing, 2 hours Fair Housing, Alpha College of Real Estate
- 35 54824 Environmental Issues 4 Hours Continuing Education, 4 hours Real Estate Related, Alpha College of Real Estate
- 36 54826 1 Hour Home Warranty Contract Disclosure, 1 hour Real Estate Related, Alpha College of Real Estate
- 37 54827 3 Hour Home Warranty Contract Disclosure, 3 hours Real Estate Related, Alpha College of Real Estate
- 38 54829 3 Hour Fair Housing Classroom, 3 hours Fair Housing, Alpha College of Real Estate
- 39 54831 Anatomy of a House, 6 hours of Real Estate Related, Alpha College of Real Estate
- 40 54833 Legal Risk Reduction, 2 hours Legal Updates, Alpha College of Real Estate
- 41 54834 3 Hour Contract To Closing, 3 hours Real Estate Related, Alpha College of Real Estate

- 42 54837 Working with Buyers Bankruptcy, 4 hours Real Estate  
Related, Alpha College of Real Estate
- 43 54838 Navigating the Ethics of Agency, 2 hours Real Estate  
Agency, Alpha College of Real Estate
- 44 54840 Sales Manager Advisory Committee Contract Revisions  
Sem, 4 hours Real Estate Contract, Real Estate  
Information Network, Inc
- 45 54844 Real Estate Finance Today, 8 hours Real Estate Related,  
Henderson Professional Development Seminars
- 46 54845 Professional Realtor Ethics, 2 hours Real Estate  
Related, Dulles Area Real Estate School
- 47 54846 How To Do A Like Kind Exchange Of Real Estate, 4  
hours Real Estate Related, Dulles Area Real Estate  
School
- 48 54848 Real Estate Financing 101, 102 and Beyond, 4 hours  
Real Estate Related, Dulles Area Real Estate School
- 49 54850 Real Estate Finance Using the Qualifier Plus  
Calculator, 1 hour Real Estate Related, Dulles Area  
Real Estate School
- 50 54852 Real Estate Finance Using The Qualifier Plus  
Calculator, 3 hours Real Estate Related, Dulles Area  
Real Estate School
- 51 54854 Relocation Services, 3 hours Real Estate Related, Mai  
Institute
- 52 54855 The Settlement Statement Understanding The Hud-1, 2  
hours Real Estate Related, Provident School of Real  
Estate
- 53 54857 2006 Ethics Seminar, 3 hours Ethics and Standards of  
Conduct, Virginia Association of Realtors
- 54 54859 The New Bankruptcy Abuse Prevention Act What Real  
Estate Professionals Need To Know, 2 hours Legal  
Updates, Virginia Association of Realtors
- 55 54861 Writing Effective Contracts Understanding The VAR  
Purchase Agreement, 3 hours Real Estate Contracts,  
Virginia Association of Realtors
- 56 54863 Writing Effective Contracts Understanding the VAR  
Purchase Agreement, 2 hours Real Estate Contracts,  
Virginia Association of Realtors
- 57 54865 Take It To The Bank! Tax Strategies, 3 hours Real  
Estate Related, Virginia Association of Realtors
- 58 54867 Mock IFF Hearing With The VREB, 2 hours Legal Updates,  
Virginia Association of Realtors
- 59 54869 Effective Money Management For Today's Realtor, 2  
hours Real Estate Related, Virginia Association of  
Realtors
- 60 54871 A New Look At Buyer Agency Putting The Client First,  
3 hours Real Estate Agency, Virginia Association of  
Realtors
- 61 54873 Creative Land Planning For Profits, 8 hours Real  
Estate Related, Virginia Association of Realtors
- 62 54877 Analyzing & Selling Investment Real Estate, 6 hours  
Real Estate Related, Virginia Association of Realtors
- 63 54879 A New Look At Buyer Agency Putting The Client First,  
2 hours Real Estate Agency, Virginia Association of  
Realtors

- 64 54881 2006 Professional Standards Seminar, 3 hours Ethics & Standards of Conduct, 3 hours Real Estate Related Virginia Association of Realtors
- 65 54883 Make It Your Firm's Mission Promote Loss Prevention Awareness, 1 hour Legal Updates, Virginia Association of Realtors
- 66 54885 Make It Your Firm's Mission. Promote Loss Prevention Awareness, 2 hours Legal updates, Virginia Association of Realtors

1 original application for a course offered by an approved school was approved pending submission of course content

- 1 54781 10<sup>th</sup> Annual Advanced Real Estate Seminar, 6 hours Legal Updates, 7 hours Real Estate Related, Virginia Continuing Legal Education

1 original application for a course offered by an approved school was not approved because there was no integration between the subject matter being presented and the topics and number of hours requested

- 1 54725 Single Family Residential Real Estate Development, 4 hours Legal Updates, 10 hours Real Estate Related, 2 hours Ethics and Standards of Conduct, 3 hours Real Estate Agency, 2 hours Real Estate Contracts, Virginia Polytechnic Institute & State University

70 original Post License education course applications were approved, of these courses

All 70 were original applications for courses offered by approved schools were

- 1 54718 Finance (Borrow Smart), 4 hours Residential Real Estate Elective Topics, Kendall Todd Inc
- 2 54724 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Avery Hess Academy of Real Estate
- 3 54727 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Potomac Real Estate Institute, Inc
- 4 54739 Technology (CBRB Contracts Program), 2 hours Residential Real Estate Elective Topics, Coldwell Banker Residential Brokerage
- 5 54742 Other Real Estate Related (Strategic Planning), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
- 6 54764 Other Real Estate Related (Settlement Form Review), 1 hour Residential Real Estate Elective Topic, Coldwell Banker Residential Brokerage

- 7 54770 Other Real Estate Related (Procuring Cause with a Twist), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
- 8 54771 Other Real Estate Related (Agency and Ethics in Contract Writing), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
- 9 54772 Other Real Estate Related (Identifying Furnace Deficiencies), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 10 54773 Other Real Estate Related (The Unsick House), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 11 54774 Other Real Estate Related (Older Homes), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 12 54775 Other Real Estate Related (Understanding Newer Homes), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 13 54776 Other Real Estate Related (Septic Tanks and Wells), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 14 54777 Other Real Estate Related (Air Conditioning for Older Homes), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 15 54778 Other Real Estate Related (Identifying Structural Deficiencies), 1 hour Residential Real Estate Electives, MRCPA Corporation
- 16 54779 Other Real Estate Related (Plumbing), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 17 54780 Other Real Estate Related (Electrical Service Size), 1 hour Residential Real Estate Elective Topics, MRCPA Corporation
- 18 54785 Other Real Estate Related (Agent PL Elective Course), 4 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
- 19 54787 Land Use Issues (Raw Land Purchase & construction), 2 hours Residential Real Estate Elective topics, Provident School of Real Estate
- 20 54789 Other Real Estate Related (The Settlement Process - Contract Through Closing), 4 hours Residential Real Estate Elective Topics, Provident School of Real Estate
- 21 54790 Business Planning (Business Planning - The Roadmap to Success), 3 hours Residential Real Estate Elective Topics, Avery-Hess Academy of Real Estate
- 22 54791 Property Valuation/Listing Process (From Sign Up To Sign Down-Obtaining & Servicing the Listing), 3 hours Residential Real Estate Elective Topics, Avery-Hess Academy of Real Estate
- 23 54793 Business Planning (Running A Profit and Loss), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
- 24 54795 Business Planning (Road Map for Success), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate

- 25 54797 Business Planning (Lead Generation and Tracking), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
- 26 54799 Finance (Personal Budgeting), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
- 27 54801 Finance (Introduction to Home Purchase Financing), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
- 28 54803 Other Real Estate Related (CRS 200 Business Planning & Marketing), 4 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
- 29 54804 Business Planning (CRS 200 Business Planning & Marketing), 4 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
- 30 54805 Finance (CRS 200 Business Planning & Marketing), 1 hour Residential Real Estate Elective Topics, Richmond Association of Realtors
- 31 54806 Selling Process (CRS 200 Business Planning & Marketing), 1 hour Residential Real Estate Elective Topics, Richmond Association of Realtors
- 32 54808 Finance (Selling Historic Properties What You Need To Know), 2 hours Residential Real Estate elective Topics, Richmond Association of Realtors
- 33 54809 Property Valuation/Listing Process (Selling Historic Properties What You Need to Know), 2 hours Residential Real Estate, Richmond Association of Realtors
- 34 54811 Property Valuation/Listing Process (Environmental Issues), 2 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
- 35 54813 Property Valuation/Listing Process (Environmental Issues), 4 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
- 36. 54815 Property Valuation/Listing Process (Home Construction), 2 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
- 37 54817 Other Real Estate Related (Identity Theft), 2 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
- 38 54819 Other Real Estate Related (Client Analysis), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
- 39 54822 Other Real Estate Related (2 Hours Fair Housing), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 40 54823 Other Real Estate Related (4 hours Environmental Issues), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 41 54825 Other Real Estate Related (1 Hour Home Warranty Contract Disclosure), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
- 42 54828 Other Real Estate Related (3 Hour Home Warranty Contract Disclosure), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate

- 43 54830 Fair Housing (3 Hour Fair Housing Classroom), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
- 44 54832 Other Real Estate Related (Anatomy of a House), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 45 54835 Other Real Estate Related (3 Hour Contract to Closing), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 46 54836 Other Real Estate Related (Working with Buyers Bankruptcy), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 47 54839 Other Real Estate Related (Navigating The Ethics of Agency), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
48. 54841 Real Estate Law (Sales Manager Advisory Committee Contract Revisions Sem), 3 hours Residential Real Estate Mandatory Topics Real Estate Information Network, Inc
- 49 54843 Other Real Estate Related (Sales Manager Advisory Committee Contract Revisions Sem), 1 hour Residential Real Estate Elective Topics, Real Estate Information Network, Inc
- 50 54847 Other Real Estate Related (How to Do A Like Kind Exchange Of Real Estate), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
- 51 54849 Finance (Real Estate Financing 101, 102 and Beyond), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
- 52 54851 Finance (Real Estate Finance Using The Qualifier Plus Calculator), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
- 53 54853 Finance (Real Estate Finance Using the Qualifier Plus Calculator), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
- 54 54856 Other Real Estate Related (The Settlement Statement Understanding The Hud-1), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
- 55 54858 Ethics and Standards of Conduct/Current Industry Issues and Trends (2006 Ethics Seminar), 3 hours Residential Real Estate Mandatory Topics, Virginia Association of Realtors
- 56 54860 Other Real Estate Related (The New Bankruptcy Abuse Prevention Act What Real Estate Professionals Need To Know), 2 hours Residential Real Estate Elective Topics
- 57 54862 Offer To Purchase ( Writing Effective Contracts Understanding The VAR Purchase Agreement), 3 hours Residential Real Estate Mandatory Topics, Virginia Association of Realtors
- 58 54864 Other Real Estate Related (Writing Effective Contracts Understanding The VAR Purchase Agreement), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors

- 59 54866 Finance (Take It to the Bank' Tax Strategies), 3 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
- 60 54868 Other Real Estate Related (Mock IFF Hearing With the VREB), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
- 61 54870 Finance (Effective Money Management For Today's Realtor), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
- 62. 54872 Agency Law (A New Look At Buyer Agency Putting the Client First), 3 hours Residential Real Estate Mandatory Topics, Virginia Association of Realtors
- 63 54874 Land (Creative Land Planning For Profits), 4 hours Commercial Real Estate Elective Topics, Virginia Association of Realtors
- 64 54875 Other Real Estate Related (Creative Land Planning For Profits), 4 hours Commercial Real Estate Elective Topics, Virginia Association of Realtors
- 65 54876 Development (Creative Land Planning For Profits), 4 hours Commercial Real Estate Elective Topics, Virginia Association of Realtors
- 66 54878 Finance (Analyzing & Selling Investment Real Estate), 4 hours Commercial Real Estate Elective Topics, Virginia Association of Realtors
- 67 54880 Other Real Estate Related (A New Look At Buyer Agency Putting The Client First), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
- 68 54882 Ethics & Standards of Conduct/Current Industry & Trends (2006 Professional Standards Seminar), 3 hours Residential Real Estate Mandatory Topics, Virginia Association of Realtors
- 69 54884 Other Real Estate Related (Make It Your Firm's Mission Promote Loss Prevention), 1 hour Residential Real Estate Elective Topics, Virginia Association of Realtors
- 70 54886 Other Real Estate Related (Make It Your Firm's Mission Promote Loss Prevention), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors

**C 1 original pre-licensing courses offered by an approved school was approved**

- 1 Virginia Real Estate Principles - Dearborn Real Estate Education

**D 11 pre-licensing instructor applications were approved**

- 1 Stephen Dennis Frishmuth
- 2 Howard Whang
- 3 Timothy John Horinko
- 4 Ronda Bradley Gallagher
- 5 Charles K Bell

- 6 Elizabeth Rebecca Minthorne
- 7 Eileen C Durkan
- 8 Rebecca Lynn Hanrahan
- 9 Joann Kokinda
- 10 Patricia Foster
- 11 Lawrence John Kates

1 pre-licensing instructor application was not approved

- 1 Ricky G Licardo

E 1 continuing education instructor was approved for a previously approved course

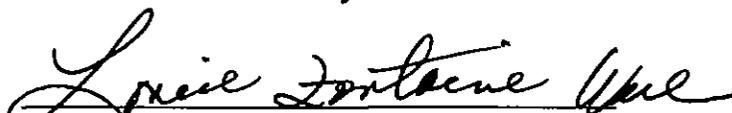
- 1 Keith Barrett - 52281-Navigating the 1999 Regional Sales, Contract and Addendums, 52283-Unconventional Transactions, 52283-Contracts with Escalators, 52284-Home Inspection in Northern Virginia, 53290-Navigating the 1999 regional Sales, Contract and Addendums, 53289-Unconventional Transactions, 52541-Navigating the Regional Sales Contract, A Primer, 52544-Unconventional Transactions, A Primer, 52542-IRC 1031 Tax Deferred Exchanges, 52543-Congratulations - You Got the Listing, MBH Settlement Group

3 continuing education instructors for a previously approved course, were approved pending submission and review of instructor resumes

- 1 Walter Rein - 52197-Agency, 52198-Agency Law, Alpha College of Real Estate
- 2 Shirley J Connor - 52360- Land Use Controls, Alpha College of Real Estate
- 3 William R Brown - 52191, 52192 - Ethics/Currents, 52195, 52196 - Real Estate Law, 52197, 52198 - Agency, 52201, 52202 - Working with Seller Valuation, 52203, 52204 - Business Planning, 52205, 52206 and 52213 - Offer to Purchase, 52294, 52295 Technology and 52359, 52360 Land Use, Alpha College of Real Estate

There being no further business nor public comment, the meeting adjourned at 4 40 p m

  
Schaefer Oglesby, Chairman

  
Louise Fontaine Ware, Secretary