

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

March 26, 2013 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. First Atlantic Restoration, Inc., Virginia Beach, VA
Contact Person: Katie Dickinson
2. Area 43 Market Center, LLC, t/a Keller Williams
Realty, Virginia Beach, VA
Contact Person: Cynthia Ann Hawks White

IV. Continuing Education Course Applications

A. Previously-approved Continuing Education course applications, Approved schools:

1. 65627 Virginia 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, NVAR
2. 65628 Know the Code: Real Estate Ethics (On-line), 4 hours Ethics & Standards of Conduct, NVAR
3. 65629 Risk Management (On-line), 4 hours Real Estate Related, NVAR
4. 65686 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Act Web Real Estate School
5. 65688 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Act Web Real Estate School, Inc.
6. 65689 Sustainable Housing and Building Green (On-line), 4 hours Real Estate Related, Act Web Real Estate School, Inc.
7. 65690 Real Estate and Taxes! What every Agent Should Know (On-line), 4 hours Real Estate Related, Act Web Real Estate School, Inc.
8. 17489 Real Estate Finance Today (On-line), 4 hours Real Estate Related, NVAR

9. 17490 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, NVAR
10. 17491 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, NVAR
11. 17492 Property Management and Managing Risk (On-line), 4 hours Real Estate Related, NVAR
12. 17494 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, NVAR
13. 17495 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, NVAR
14. 17529 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, The Frederick Academy of Real Estate
15. 17530 Virginia 8-hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, The Frederick Academy of Real Estate
16. 17531 Basic Real Estate Finance (On-line), 8 hours Real Estate Related, IBA
17. 17532 Business Management in a Real Estate Office (On-line), 8 hours Broker Management, IBA
18. 17533 Consensual Dual Agency (On-line), 4 hours Real Estate Related, IBA
19. 17534 Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, IBA
20. 17535 Methods of Residential Finance (On-line), 8 hours Real Estate Related, IBA
21. 17536 RESPA Reform (On-line), 4 hours Real Estate Related, IBA
22. 17537 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, IBA
23. 17547 Tax Free Exchanges (On-line), 4 hours Real Estate Related, IBA
24. *17552 2012 Ethics Seminar, 3 hours Ethics and Standards of Conduct, Montague Miller Academy
25. 17556 VA Broker Management & Agent Supervision (On-line), 8 hours Broker Management, Act Web Real Estate School, Inc.

- 26 . *17565 Ethics & Standards of Conduct, 3 hours
Ethics & Standards of Conduct, VESTA
Settlements, LLC
- 27 . *17582 Regional Sales Contracts, 3 hours Real
Estate Contracts, Piedmont School of Real
Estate
- 28 . *17649 Senior Real Estate Specialist (SRES) Day 1,
8 hours Real Estate Related, RAR
- 29 . *17651 Senior Real Estate Specialist (SRES) Day 2,
1 hour Legal Updates, 1 hour Real Estate
Agency, 6 hours Real Estate Related, RAR

B. Original Continuing Education course applications,
Approved schools:

- 1. *65589 203K Loans, 2 hours Real Estate Related,
Real Estate Career Academy
- 2. *65591 Housing 2020: What is Shaping the Future of
Housing in Virginia, 1 hour Real Estate
Related, VAR
- 3. *65620 Short Sale Procedures for Today's Agents, 2
hours Legal Updates, Cindy Bishop
Worldwide, LLC
- 4. *65622 Renovation Finance, 2 hours Real Estate
Related, RAR
- 5. *65624 Short Sales Procedures for Today's Agents,
2 hours Legal Updates, NVAR
- 6. 65683 Fair Housing, 2 hours Fair Housing, RAR
- 7. *65684 Avoiding Problems before Closing, 2 hours
Legal Updates, Cindy Bishop Worldwide, LLC
- 8. *65693 2013 Ethics Seminar, 3 hours Ethics and
Standards of Conduct, VAR
- 9. *65695 Closing Success by Eliminating Pitfalls, 2
hours Legal Updates, NVAR
- 10. 65697 Virginia Fair Housing (On-line), 4 hours
Fair Housing, 360Training.com, Inc.
- 11. *65698 Selling the EarthCraft House, 3 hours Real
Estate Related, VAR
- 12. *65700 Profile of Buyers and Seller, 2 hours Real
Estate Related, Alpha College of Real
Estate
- 13. 65702 Profile of Buyers and Seller, 2 hours
Broker Management, Alpha College of Real
Estate
- 14. *65703 Attorney to Inmate, 1 hour Real Estate
Related, Alpha College of Real Estate
- 15. 65705 Attorney to Inmate, 1 hour Broker
Management, Alpha College of Real Estate

16. *65706 Pricing It Right From The Very Beginning!
3 hours Real Estate Related, Towne Realty
School of Real Estate
17. *65708 BPOR – Broker Price Opinion Resource, 6
hours Real Estate Related, Towne Realty
School of Real Estate
18. *65715 Off Market, Expired, Withdrawn Listings
(FSBO), 2 hours Real Estate Related, Liz
Moore University
19. *65717 Mold Remediation and Real Estate, 1 hour
Real Estate Related, Southwest Virginia
Board of Realtors Real Estate School
20. *65719 Your Safety: It's a Risky Business, 1 hour
Real Estate Related, RAR
21. *65721 Pathway to Professionalism: Respect Starts
Here, 3 hours Ethics & Standards of
Conduct, RAR
22. 17488 Virginia Commercial Fair Housing, 2 hours
Fair Housing, Kirks Institute for Real
Estate Studies **(54.1-2105.03.A provision)**
23. *17496 Real Estate Contracts (CRP), 1 hour Real
Estate Contracts, Alpha College of Real
Estate
24. *17498 NAR's e-Pro® Certification: Day 1, 8
hours Real Estate Related, Stelmok &
Associates, LLC
25. *17500 Neighbor Law, 2 hours Legal Updates,
Provident School of Real Estate
26. *17502 Professional Courtesies, 1 hour Real Estate
Related, WAAR
27. 17506 16 hours Continuing Education Course, 3
hours Fair Housing, 3 hours Ethics and
Standards of Conduct, 1 hour Legal Updates,
2 hours Real Estate Agency, 1 hour Real
Estate Contracts, and 6 hours Real Estate
Related, Housing Consultants Real Estate
School
28. *17508 Ethics and Standards of Conduct in Real
Estate, 3 hours Ethics and Standards of
Conduct, DB Title Academy, LLC
29. *17510 Renovation Lending, 2 hours Real Estate
Related, RAR
30. *17512 The Short Sale Transaction, 3 hours Real
Estate Related, Stelmok & Associates, LLC
31. *17514 1 Hour Agency Correspondence Course (CRP),
1 hour Real Estate Agency, Alpha College of
Real Estate

32. *17516 Effective Team Management, 2 hours Real Estate Related, Piedmont School of Real Estate
33. *17518 Effective Team Management, 3 hours Real Estate Related, Piedmont School of Real Estate
34. *17522 Night Court - 15 Questions You'd Like to Ask about the REIN Purchase Agreement, 2 hours Real Estate Contracts, Peninsula School for Real Estate
35. *17527 Networking Your Sphere of Influence, 3 hours Real Estate Related, Liz Moore University, LLC
36. *17548 Contract to Settlement, 3 hours Real Estate Related, Carruthers Academy of RE
37. *17550 Marketing and Servicing a Listing, 3 hours Real Estate Related, Carruthers Academy of RE
38. *17554 Virginia Fair Housing & Updates, 3 hours Fair Housing, Old Dominion Settlements Inc.
39. *17557 Business Planning, 3 hours Real Estate Related, Liz Moore University
40. *17559 Understanding Agency, 3 hours Real Estate Agency, Liz Moore University
41. 17561 2013 SIOR Spring World Conference, 5 hours Real Estate Related, SIOR
42. 17562 Broker Business Tools, 8 hours Broker Management, RAR
43. 17563 Broker Risk Management, 4 hours Broker Management, RAR
44. 17564 Broker Business Tools, 4 hours Broker Management, RAR
45. 17567 Reverse Mortgages, 1 hour Real Estate Related, GCAAR
46. 17568 Condo Underwriting Update, 1 hour Real Estate Related, GCAAR
47. 17569 Mortgage Basics, 3 hours Real Estate Related, GCAAR
48. 17570 FIRPTA for Residential Real Estate, 2 hours Real Estate Related, GCAAR
49. *17573 RI 410: The Code Is Good Business, 3 hours Ethics & Standards of Conduct, VAR
50. *17575 Realtors and Chimneys, 1 hour Real Estate Related, WAAR
51. *17577 Introduction to Commercial Real Estate, 2 hours Real Estate Related, Capital Area Title, LLC

- 52. *17579 Estate Planning 101, 2 hours Real Estate Related, Capital Area Title, LLC
- 53. *17584 Contracts With Escalators: An Elevator to the Top Sales Price, 2 hours Real Estate Contracts, MBH Settlements Group, LC
- 54. *17586 CRS 204: Buying & Selling Income Properties, 8 hours Real Estate Related, CRS
- 55. *17588 CRS 210: Building An Exceptional Customer Service Referral Business, 8 hours Real Estate Related, CRS
- 56. *17590 CRS 206: Technologies to Advance Your Business, 8 hours Real Estate Related, CRS
- 57. *17592 Advanced 1031 Exchanges, 4 hours Real Estate Related, Realty Exchange Corp. **(See Cover Letter)**
- 58. *17594 How to do a 1031 Like-Kind Exchange, 4 hours Real Estate Related, Realty Exchange Corp. **(See Cover Letter)**
- 59. *17596 Update on Legislation & Property Management Issues, 2 hours Fair Housing, 2 hours Legal Updates, 2 hours Real Estate Related, FutureLaw, LLC
- 60. *17598 Update on Legislation & Property Management Issues, 2 hours Legal Updates, 4 hours Real Estate Related, FutureLaw, LLC
- 61. *17600 Update on Legislation & Property Management Issues, 1 hour Legal Updates, 2 hours Real Estate Related, FutureLaw, LLC
- 62. 17604 Legal Updates, 1 hour Legal Updates, TREES
- 63. 17605 Agency, 1 hour Real Estate Agency, TREES
- 64. 17606 Real Estate Contracts, 1 hour Real Estate Contracts, TREES
- 65. 17607 VA Real Estate Law Update (CRP), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools, Inc.
- 66. *17609 Buyer Representation in Real Estate, 6 hours Real Estate Related, DB Title Academy, LLC
- 67. *17611 Real Estate Finance Today, 8 hours Real Estate Related, DB Title Academy, LLC
- 68. *17620 ABR, 6 hours Real Estate Related, Carruthers Academy of RE
- 69. *17622 SRES, 4 hours Real Estate Related, Carruthers Academy of RE

- 70. *17624 BPOR (Broker Price Option Resource), 6 hours Real Estate Related, Carruthers Academy of RE
- 71. 17626 Code of Ethics, 3 hours Ethics & Standards of Conduct, TREES
- 72. 17627 Fair Housing, 2 hours Fair Housing, TREES
- 73. 17659 How to Keep Your Clients (& You) Out of Court, 3 hours Real Estate Related, GCAAR
- 74. 17671 VA Broker Law Update (CRP), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, 8 hours Broker Management, Moseley Real Estate Schools

V. Post License Education Course Applications

A. Previously-approved Post License Education Three-Track course applications, Approved schools:

- 1. 17493 Virginia Post Licensing: Technology Issues (On-line)(Technology), 3 hours Residential Real Estate Elective Topics, NVAR
- 2. 17538 Finance (On-line), 3 hours Residential Real Estate Elective Topics, IBA
- 3. 17539 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, IBA
- 4. 17540 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, IBA
- 5. 17541 Ethics and Standards of Conduct/Current Industry Issues and Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, IBA
- 6. 17542 Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, IBA
- 7. 17543 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, IBA
- 8. 17544 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, IBA
- 9. 17545 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, IBA
- 10. *17553 2012 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues and

- 11. *17566 Trends), 3 hours Residential Real Estate Mandatory Topics, Montague Miller Academy Ethics & Standards of Conduct (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, VESTA Settlements. LLC
- 12. *17583 Regional Sales Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate
- 13. *17650 Senior Real Estate Specialist (SRES) Day 1 (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, RAR
- 14. *17652 Senior Real Estate Specialist (SRES) Day 2 (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, RAR

B. Original Post License Education Three-Track course applications, Approved schools:

- 1. *65590 203K Loans (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 2. *65592 Housing 2020: What is Shaping the Future of Housing in Virginia (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
- 3. *65621 Short Sale Procedures for Today's Agents (Selling Process), 2 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
- 4. *65623 Renovation Finance (Finance), 2 hours Residential Real Estate Elective Topics, RAR
- 5. *65625 Short Sales Procedures for Today's Agents (Selling Process), 2 hours Residential Real Estate Elective Topics, NVAR
- 6. *65685 Avoiding Problems before Closing (Selling Process), 2 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
- 7. *65692 The Golden Rule of Real Estate (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, RAR

8. *65694 2013 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
9. *65696 Closing Success by Eliminating Pitfalls (Selling Process), 2 hours Residential Real Estate Elective Topics, NVAR
10. *65699 Selling the EarthCraft House (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
11. *65701 Profile of Buyers and Seller (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
12. *65704 Attorney to Inmate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
13. *65707 Pricing It Right From The Very Beginning (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Towne Realty School of Real Estate
14. *65709 BPOR - Broker Price Opinion Resource (Property Valuation/Listing Process), 6 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
15. *65716 Off Market, Expired, Withdrawn Listings FSBO (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University
16. *65718 Mold Remediation and Real Estate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Southwest Virginia Board of Realtors School
17. *65720 Your Safety: It's a Risky Business (Business Planning), 1 hour Residential Real Estate Elective Topics, RAR
18. *65722 Pathway to Professionalism: Respect Starts Here (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, RAR
19. *17497 Real Estate Contracts (CRP) (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
20. *17499 NAR's e-Pro ® Certification: Day 1 (Other Real Estate Related), 8 hours Residential

- Real Estate Elective Topics, Stelmok & Associates, LLC
21. *17501 Neighbor Law (Land Use Issues), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
 22. *17503 Professional Courtesies (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
 23. *17509 Ethics and Standards of Conduct in Real Estate (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, DB Title Academy, LLC
 24. *17511 Renovation Lending (Finance), 2 hours Residential Real Estate Elective Topics, RAR
 25. *17513 The Short Sale Transaction (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Stelmok & Associates, LLC
 26. *17515 1 Hour Agency Correspondence Course (CRP) (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 27. *17517 Effective Team Management (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
 28. *17519 Effective Team Management (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
 29. *17523 Night Court - 15 Questions You'd Like to Ask about the REIN Purchase Agreement (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula School for Real Estate
 30. *17528 Networking Your Sphere of Influence (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Liz Moore University, LLC
 31. *17549 Contract to Settlement (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of RE
 32. *17551 Marketing and Servicing a Listing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of RE

33. *17555 Virginia Fair Housing & Updates (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Old Dominion Settlement Inc.
34. *17558 Business Planning (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Liz Moore University
35. *17560 Understanding Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Liz Moore University
36. *17574 RI 410: The Code Is Good Business (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
37. *17576 Realtors and Chimneys (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
38. *17578 Introduction to Commercial Real Estate (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Capital Area Title, LLC
39. *17580 Estate Planning 101 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Capital Area Title, LLC
40. *17585 Contracts With Escalators: An Elevator to the Top Sales Price (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, LC
41. *17587 CRS 204: Buying & Selling Income Properties (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, CRS
42. *17589 CRS 210: Building An Exceptional Customer Service Referral Business (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, CRS
43. *17591 CRS 206: Technologies to Advance Your Business (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, CRS
44. *17593 Advanced 1031 Exchanges (Sales), 4 hours Commercial Real Estate Elective Topics, Realty Exchange Corp.
45. *17595 How to do a 1031 Like-Kind Exchange (Sales), 4 hours Commercial Real Estate Elective Topics, Realty Exchange Corp.
46. *17597 Update on Legislation & Property Management Issues (Tenant/Landlord Relationships), 6

- hours Property Management Elective Topics, FutureLaw, LLC
47. *17599 Update on Legislation & Property Management Issues (Tenant/Landlord Relationships), 6 hours Property Management Elective Topics, FutureLaw, LLC
 48. *17601 Update on Legislation & Property Management Issues (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, FutureLaw, LLC
 49. *17610 Buyer Representation in Real Estate (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, DB Title Academy, LLC
 50. *17612 Real Estate Finance Today (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, DB Title Academy, LLC
 51. *17621 ABR (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Carruthers Academy of RE
 52. *17623 SRES (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Carruthers Academy of RE
 53. *17625 BPOR (Broker Price Option Resource) Other Real Estate Related, 6 hours Residential Real Estate Elective Topics, Carruthers Academy of RE

C. Original Post License Education Single Track course applications, Approved schools:

1. 17613 Fair Housing, 2 hours Fair Housing, RAR
2. 17614 Why Didn't My Short Sale Close, 2 hours Current Industry Issues & Trends, MBH Settlement Group, LC
3. 17615 VA Post Licensing: Ethics & Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, Dearborn Financial Publishing, Inc.
4. 17616 Pathway to Professionalism: Respect Starts Here, 3 hours Ethics & Standards of Conduct, RAR
5. 17617 Fair Housing (CRP), 2 hours Fair Housing, Moseley Real Estate School, Inc.
6. 17618 Ethics for Real Estate Agents, 3 hours Ethics & Standards of Conduct, MBH Settlement Group, LC

7. 17619 Fair Housing, 2 hours Fair Housing, MBH Settlement Group, LC
8. 17628 VA Post Licensing: Fair Housing (On-line), 2 hours Fair Housing, Dearborn Financial Publishing, Inc.
9. 17629 VA Post Licensing: Risk Management (On-line), 3 hours Risk Management, Dearborn Financial Publishing, Inc.
10. 17663 NAR's e-Pro® Certification: Day 1, 2 hours Current Industry Issues & Trends, Stelmok & Associates, LC
11. 17664 The Short Sale Transaction, 2 hours Current Industry Issues & Trends, Stelmok & Associates, LC
12. 17665 Fair Housing, 2 hours Fair Housing, Stelmok & Associates, LC
13. 17666 Realtor® Code of Ethics, 3 hours Ethics & Standards of Conduct, Stelmok & Associates, LC
14. 17667 Marketing and Advertising, 2 hours Current Industry Issues & Trends, Stelmok & Associates, LC
15. 17668 12 Things You Need to Know About Short Sales, 2 hours Current Industry Issues & Trends, Stelmok & Associates, LC
16. 17669 Social Media Risk Management, 2 hours Current Industry Issues & Trends, Stelmok & Associates, LC
17. 17672 VA Agency Law (CRP), 3 hours VA Agency Law, Moseley Real Estate School
18. 17673 Contract Writing (CRP), 6 hours Contract Writing, Moseley Real Estate School
19. 17674 Escrow Requirements (CRP), 3 hours Escrow Requirements, Moseley Real Estate School
20. 17675 Ethics & Standards of Conduct (CRP), 3 hours Ethics & Standards of Conduct, Moseley Real Estate School
21. 17676 Real Estate Law & Regulations (CRP), 8 hours Real Estate Law & Boards Regulations, Moseley Real Estate School
22. 17677 Risk Management (CRP), 3 hours Risk Management, Moseley Real Estate School
23. 17678 Real Estate Technology (CRP), 2 hours Current Industry Issues & Trends, Moseley Real Estate School
24. 17679 VA Post Licensing: Escrow Requirements (on-line), 3 hours Escrow Requirements, Dearborn Financial Publishing, Inc.

25. 17680 RI 410: The Code is Good Business, 3 hours
Ethics & Standards of Conduct, VAR

VI. Residential Standard Agency Courses

A. Previously approved Residential Standard Agency Course Applications, Approved schools:

1. 65626 Virginia Residential Standard Agency (On-line), 3 hours Residential Standard Agency, NVAR
2. 17546 Virginia Residential Standard Agency (On-line), 3 hours Residential Standard Agency, IBA

B. Original Residential Standard Agency Course applications, Approved school:

1. 17521 Residential Standard Agency (CRP), 3 hours Residential Standard Agency, Moseley Real Estate School

C. Previously approved Residential Standard Agency Course Applications, pending school:

1. 17581 Virginia Residential Standard Agency (On-line), 3 hours Residential Standard Agency, Area 43 Market Center, LLC

VII. Pre-License Education Instructors

1. Kareem O. Fleming
2. Yoon S. Won
3. Sally I. Zatkoff
4. Heeran Lee
5. Bruce S. Lipson
6. Barbra A. Blackburn
7. Pamela J. Blank
8. Tina M. Dubrule
9. Christine A. Merritt
10. Manna Zelalem
11. Thomas E. Beames
12. Joyce D. Beames
13. Bradley M. Johnson - **(Principles)**
14. Tara F. Houston - **(Principles)**
15. Mary E. Misleh - **(Principles)**

16. Shaneaka F. Dodson - **(Principles)**
17. Christine B. Brown - **(Principles)**
18. Lucia F. Ferguson - **(Principles)**
19. Pamela A. O'Bryant - **(Brokerage, Finance, Principles)**
20. Mitchell S. Curtis - **(Brokerage, Finance, Law, Principles)**

VIII. Pre-License Education Courses

1. 17630 45-hour Broker Real Estate Law (Correspondence), Moseley Real Estate Schools, Inc.
2. 17631 60-hour Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Real Estate Schools, Inc.
3. 17632 45-hour Broker Real Estate Brokerage (Correspondence), Moseley Real Estate Schools, Inc.
4. 17633 45-hour Broker Real Estate Finance (Correspondence), Moseley Real Estate Schools, Inc.
5. 17634 45-hour Broker Real Estate Property Law (Correspondence), Moseley Real Estate Schools, Inc.
6. 17635 45-hour Broker Real Estate Property Management (Correspondence), Alpha College of Real Estate
7. 17647 60-hour Salesperson Principles and Practices of Real Estate (Classroom), The Realty Group Lynchburg, LLC
8. 17648 60-hour Salesperson Principles and Practices of Real Estate (Classroom), TREES

IX. Additional Continuing/Post License Education Instructors

1. **Paul Espinosa** - 64423/64424 (Fortify Your Firm: Sensible Solutions for Identifying & Reducing Risk, **VAR**)
2. **Alvin C. Wells** - 60346 (8 Hr Required Continuing Education Classroom), 65565/65566 (3 Hr 2012 Ethics Seminar), 64309 (3 Hr VAR Residential Standard Agency), **Alpha College of Real Estate**
3. **Lauren Ozanich** - 60503 (Understanding Mold in the Restoration Industry), **SERVPRO Industries, Inc.**
4. **Matt Webb** - 60562 Certified Distressed Property Expert (4 Hr CE Real Estate Contract & 8 Hr CE

- Related), 60563 Certified Distressed Property Expert (4 Hr PLE Selling Process), 60564 Certified Distressed Property Expert Part 3 (4 hr PLE Related), 60565 Certified Distressed Property Expert Part 2 (4 hr PLE Related) **Alpha College of Real Estate**
5. **Karen Mendenhall and Brandi Cernohlavek** - 63978 (The Accredited Staging Professional, **Stagehomes.com**)
 6. **Harry Yazbek** - 63569/63570 - (Ethics & Standards of Conduct), 63637/63638 (New Agency Law), 63639/63640 (Regional Sales Contract), 63639/63640 - (Transaction Red Flags) 63565/63566, (Unconventional Transactions), 63641/63642 (Short Sales), **Alltech Title**
 7. **Sarah Ratzel** - 65023/65024 (2012 A Year of Change) 63819/63820 (2012 Regional Sales Contract & VA Jurisdictional Addendum Summary of Changes) 64116/64117 (2012 Regional Sales Contract Changes to Paragraph 7 Property Maintenance and Condition and Paragraph 10 Personal Property and Fixtures) 62538/62539 (A Mock Settlement), 62679/62680 (Agency Law Demystified), 63817 (Agent Duties & Disclosures) 65375/65376 (Bankruptcy and Foreclosure) 62673/62674 (Closing Real Estate Sales in Virginia) 63821/63822 (Congratulations - You Got the Listing!) 62597/62598 (Death, Divorce, & Bankruptcy - The Ins and Outs of these Unconventional Transactions) 59439/59440 (Earnest Money Deposits), 65377/65378 (Effective Real Estate Contracts), 62821/62822 (Ethics for Real Estate Agents), 62819/62820 (Fair Housing Law), 63818 (Fair Housing - CE only), 62817/62818 (Foreclosure, REOs and Short Sales) 64211/64212 (Home Inspection 2012), 63370/63371 (Legal Updates and Emerging Trends), 59435/59436 (Navigating the Virginia Jurisdictional Addendum) 64131/64132 (Mold and Defective Chinese Drywall) 65373/65374 (Practical Guide to FIRPTA & Foreign Sellers), 59437/59438 (The Final RESPA Rule), 62696/62697 (Title Insurance and Surveys) 62815/62816 (Transactions Involving FHA/VA Financing) 62813/62814 (Unconventional Transactions) 62607/62608 (Understanding Deed and Tenancy- Effectively Transferring Title to Real Property) 64008/64009 (Understanding the Conventional, FHA and VA Financing Addendum, MBH Settlement Group, LC 64006/64007 -Understanding and Using the New NVAR Well and Septic Addendum, 64120 - Virginia

- Residential Standard Agency, 62811/62812 - Why Didn't My Short Sale Close, 62809/62810 - Willis, Estates, and Title Issues, **MBH Settlement Group, LC**
8. **Win Singleton** - 12379/12383 (NAR Quadrennial Code of Ethics), **Piedmont School of Real Estate**
 9. **Tara Winfree** - 63569/63570 - (Ethics & Standards of Conduct), 63637/63638 (New Agency Law), 63639/63640 (Regional Sales Contract), 63639/63640 - (Transaction Red Flags) 63565/63566, (Unconventional Transactions), 63641/63642 (Short Sales), **Alltech Title**
 10. **Puneet Bhagi, Carol Bultman, Eileen Casamo, Susan Cook, Charles Cornwell, Robert Dawson, Alan Kroll, Stephen Mayes, Ann Mead, Chuck Rifae, Jarett Shaffer, Jerry White, Ann Wilson, Steve Zolnowski, Jennifer Dorn, Laura Hallman, Gloria Jackson** - 58806 (Real Estate Contracts), 58840 (VA Legislative Updates), 58796 (Real Estate Agency), 58802 (Smart Growth in VA), 58804 (Internets Effects on VA Real Estate Transactions), 58800 (Real estate Fair Housing), 58842 (Legal Ethics & Professionalism in Real Estate Law), 58792 (Homes Sales and the Economy), 58790 (Do Not Call Rules & Regulations), 58798 (Ethics & Standards of Conduct), 58844 (VA Real Estate Law Update), 58699 (Limited Service Agency), 58846 (VA Salesperson CE: Mandatory & Elective Topics), 62734/62735 (Ethics & 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 (Offer to Purchase), 64584 (RSA), **Moseley Real Estate School**
 11. **Jeffrey M. Nowak** - 61127/61128 (Real Estate Contracts), 61360/61361 (Contracts #1), 61358/61359 (Contracts #2), 61129/61130 (Ethics & Standards of Conduct), 61123/61124 (Fair Housing), 61356/61357 (Legal Instruments of RE Finance), 62430/62431 (Legal Instruments of RE Finance), 61125/61126 (Legal Updates & Emerging Trends), 61354/61355 Short Sales & Foreclosures), 61121/61122 (VA Agency Law), 64395 (Residential Standard Agency), 62894/62895 (Real Estate Finance Today, **Hometown Title & Escrow LLC**
 12. **Christina (Tina) Merrit** - 65325/65326 (Marketing & Advertising), 65323/65324 (Social Media Risk Management), 65321/65322 (HUD Homes & Foreclosures), 65319/65320 (Realtors code of Ethics), 65317/65318

(VA Residential Landlord Tenant Act), 65315/65316 (12 Need To Know Short Sale Tips), **Stelmok & Associates, LLC**

13. **Allison M. Spears, Ann J. Randolph, Bitsy H. Davis, Bobbie C. Holman, Darlene Brent, Dee Scruggs-Carsten, Donna L. Greer, Donna Procise, Dottie Figg, Elizabeth M. Dalton, Gail B. Ailor, Jeanie J. Lumpkin, Jeffrey W. Reynolds, Jennifer S. Franklin, Kevin Wayne Hull, Lisa Frates, Louise Y. Baker, Mary Beth Pauley, Jeffrey W. Reynolds, Richard Brian Campbell, Roger W. Smith, Ron Miscavige, Thomas L. Holloway, Walter Grewe III, and William T. (Bill) Morse**, - 60646/60647 (Agency Law), 65363/65364 (Business Planning), 65361/65362 (Contract Presentation & Negotiations), 60294/60295 (Contract to Closing), 60227/60228 (Fair Housing), 62756/62757 (Finance), 63747/63748 (Offer to Purchase - Sales Contract), 65337/65338 (Sales Contract Addenda & Buyers Closing Costs, 65357/65358 (Working with Sellers I), **Long and Foster Institute of Real Estate**
14. **John McAllorum** - 62764/62765 (Regional Contract Review), **CBRB**
15. **Jennifer Franklin** - 62756/62757 (Finance), **Long and Foster Institute of Real Estate**

X. Other Business

XI. Public Comment

XII. Adjourn

* **Continuing Education and Post License Education Course Companion Applications**