

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

July 8, 2009 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Champion Title & Settlements, . Inc., t/a
Champion University, Leesburg, VA.
Contact Person: Keith Barrett
2. Act Web Real Estate School, Inc.
Reston, VA.
Contact Person: Constance Hartke
3. Anchor Title & Escrow LLC, t/a Anchor Real Estate School
Lynchburg, VA
Contact Person: Sam M. Patel
4. REALTOR Association of Prince William
Woodbridge, VA
Contact Person: Teresa Kirkhart

IV. Continuing Education Courses

A. Previously approved continuing education course
application, approved school:

1. *59762 ABR Negotiations, 7 hours Real
Estate Related, PWAR
2. *59765 RECA Cyber - Agent, 8 hours Real
Estate Related, PWAR
3. 59818 Introduction to Commercial Real Estate
Sales (On-line), 4 hours Real Estate
Related, Act Web Services

B. Original continuing education course application, approved
school:

1. *59748 Home Warranties & Risk Management in
Today's Market, 1 hour Real Estate
Related, Peninsula Real Estate School
2. 59750 Property Management (On-line), 3 hours
Real Estate Related, McKissock LP
3. *59768 The Strategic Realtor, 2 hours Real Estate
Related, Williamsburg Real Estate School

4. *59770 Moving On Up, 3 hours Real Estate Related, VAR
5. *59773 RI 407: Managing Risk, 3 hours Fair Housing, 2 hours Legal Updates, 2 hours Real Estate Related, VAR
6. *59775 Bankruptcy & Foreclosure Seminar, 2 hours Legal Updates, VAR
7. *59777 Ad Valorem Tax Consultation, 3 hours Real Estate Related, McKissock LP
8. 59779 Boot Camp for Property Managers, 6 hours Real Estate Related, Millennium School of Real Estate
9. 59783 Short Sales, 2 hours Real Estate Related, Dulles Area Real Estate School
10. 59785 Legal Update, 1 hour Legal Updates, Dulles Area Real Estate School
11. 59787 Buying and Selling Land, 1 hour Real Estate Related, Dulles Area Real Estate School
12. 59798 Leveraging Technology to Improve Your Business, 2 hours Real Estate Related, Dulles Area Real Estate School
13. 59800 Renovation Financing, 2 hours Real Estate Related, Dulles Area Real Estate School
14. 59801 FHA Loans: An Excellent Solution for Today's Market, 1 hour Real Estate Related, Dulles Area Real Estate School
15. 59803 Renovation Financing, 4 hours Real Estate Related, Dulles Area Real Estate School
16. *59805 Serving the Culturally Diverse Market, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
17. *59811 FHA 203K Purchase/Rehab Mortgage, 1 hour Real Estate Related, PWAR
18. *59813 Credit Reporting: Interpretation & Strategies, 3 hours Real Estate Related, PWAR
19. *59815 Green Designation Residential Elective, 7 hours Real Estate Related, PWAR
20. *59822 Risk Reduction - RESPA, Antitrust, Fair Housing, 3 hours Legal Updates, NRVAR
21. *59824 Introduction to Radon and Radioactivity, 1 hour Real Estate Related, NRVAR
22. 59829 CRS 205 - Financing & Tax Advantage for Agents & Their Clients, 8 hours Real Estate Related, Council of Residential Specialists
23. 59830 CRS 111 - Short Sales and Foreclosures:

- Protecting Your Clients Interests, 8 hours
Real Estate Related, Council of
Residential Specialists
24. *59831 Negotiating Workshop, 3 hours Real Estate
Related, Long & Foster Institute of Real
Estate
25. *59833 Top 10 Internet Train Wrecks Made by
Agents, 2 hours Real Estate Related, RAR
26. *59835 Commercial Leasing and Tenant
Defaults/Bankruptcy, 3 hours Legal
Updates, RAR
27. *59837 Free Prize Inside - Get Your Buyers
Moving & Your Listings Sold, 3 hours Real
Estate Related, RAR
28. *59839 So Many Foreclosures and Short Sales, 2
hours Real Estate Related, RAR
29. *59841 Tax Strategies for the Real Estate
Professional, 1 hour Real Estate Related,
RAR
30. *59843 RE Stats Basic, 2 hours Real Estate
Related, RAR
31. *59845 Internet Policy & Listing Agreement
Update, 1 hour Real Estate Contracts, RAR
32. *59847 How to Attract First Time Home Buyers
Using Twitter & Facebook, 1 hour Real
Estate Related, RAR
33. *59849 Richmond Public Schools Bus Tour for
Realtors, 3 hours Real Estate Related, RAR
34. *59851 Overview of Foreclosures & Short Sales, 1
hour Real Estate Related, RAR
35. *59853 This is not Your Teenager's Networking -
Business Builder, 3 hours Real Estate
Related, RAR
36. *59855 Reverse Mortgages for Home Purchases, 2
hours Real Estate Related, RAR
37. *59857 The Buyer Presentation Overview, 3 hours
Real Estate Related, William E. Wood and
Associates Academy of Real Estate
38. *59859 FHA Loans - A Tool for Selling, 3 hours
Real Estate Related, Moseley-Flint Schools
of Real Estate
39. *59862 Reverse Mortgages and Reverse to Purchase,
3 hours Real Estate Related, VAR
40. *59864 Risky Business: Risk Reduction for Today's
Agent (and Broker), 2 hours Real Estate
Related, VAR
41. *59866 Technology and Risk Management, 2 hours
Real Estate Related, VAR

- 42. *59868 The New Interactive Web: Using The Power of Web 2.0, 2 hours Real Estate Related, VAR
- 43. 59870 12 Strategies for Success in Today's Challenging Market, 2 hours Real Estate Related, VAR
- 44. 59871 12 Strategies for Success in Today's Challenging Market, 2 hours Broker Management, VAR
- 45. *59872 Success and Real Estate Business Planning for the Market Rebound, 2 hours Real Estate Related, VAR
- 46. *59874 Agents Gone Wild: Don't Try This at Home, 2 hours Real Estate Related, VAR
- 47. *59876 A Guide to VRLTA and Successful Evictions, 2 hours Legal Updates, VAR
- 48. *59878 How Property Managers Can Use Green Initiatives in Their Business Practices, 2 hours Real Estate Related, VAR
- 49. 59880 Cover your Assets, 2 hours Broker Management, VAR
- 50. *59882 It's Time to Think about the Water, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 51. 59884 Market Trends and Forecasting, 2 hours Broker Management, Williamsburg Real Estate School
- 52. *59885 Market Trends and Forecasting, 2 hours Real Estate Related, Williamsburg Real Estate School
- 53. *59887 NAR Green Designation Core Course, 8 hours Real Estate Related, NRVAR
- 54. *59890 Short Sales and Foreclosures: What Buyers Representatives Need to Know, 8 hours Real Estate Related, NVAR
- 55. *59893 FHA Streamline 203K, 2 hours Real Estate Related, NVAR
- 56. *59895 Selling FHA Acquired Properties, 2 hours Real Estate Related, William E. Wood and Associates Academy of Real Estate
- 57. *59897 What Every Realtor Should Know About Title Insurance, 1 hour Real Estate Related, William E. Wood and Associates Academy of Real Estate
- 58. *59899 RESPA Reform Rule - New GFE and HUD-1 Review, 2 hours Real Estate Related, The RGS Title Real Estate Academy

C. Previously approved continuing education courses, pending school application:

1. 59901 Foreclosures in Virginia; Real Estate Agent Perspective, 1 hour Legal Updates, Anchor Real Estate School
2. *59902 Who Owns It? Title & Ownership of Real Estate in Virginia, 1 hour Legal Updates, Anchor Real Estate School
3. 59904 Judgments & Liens: A Real Estate Agent's Perspective, 1 hour Legal Updates, Anchor Real Estate School
4. *59905 Title Issues (Claims) that Delay Settlement - A Primer for RE Agents, 1 hour Real Estate Related, Anchor Real Estate School
5. *59907 The Effect of Divorce & Bankruptcy on Selling Real Estate in Virginia - A Real Estate Agent's Perspective, 1 hour Legal Updates, Anchor Real Estate School
6. *59909 VAR Residential Purchase Contract: Part 3 - Statutory Requirements, 1 hour Real Estate Contracts, Anchor Real Estate School
7. *59911 VAR Residential Purchase Contract: Part 1 - Fill in the Blanks, 1 hour Real Estate Contracts, Anchor Real Estate School
8. *59913 VAR Residential Purchase Contracts: Part 2 Standard Provisions, 1 hour Real Estate Contracts, Anchor Real Estate School
9. *59915 Reverse Mortgages - The Basics, 1 hour Real Estate Related, Anchor Real Estate School

V. Post License Education Course Applications

A. Previously approved post license education course applications, approved school:

1. *59763 ABR Negotiations (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, PWAR
2. 59764 ABR Negotiations (Selling Process), 3 hours Residential Real Estate Elective Topics, PWAR
3. *59766 RECA Cyber - Agent (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, PWAR

4. 59767 RECA Cyber - Agent - Technology (Technology), 4 hours Residential Real Estate Elective Topics, PWAR

B. Original post license education course applications, approved school:

1. *59749 Home Warranties & Risk Management in Today's Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Peninsula Real Estate School
2. *59769 The Strategic Realtor (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
3. *59771 Moving On Up (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
4. 59772 RI 407: Managing Risk (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
5. *59774 RI 407: Managing Risk (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, VAR
6. *59776 Bankruptcy & Foreclosure Seminar (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
7. *59778 Ad Valorem Tax Consultation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, McKissock LP
8. 59784 Short Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
9. 59786 Legal Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
10. 59788 Buying and Selling Land (Land Use Issues), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
11. 59797 Leveraging Technology to Improve Your Business (Technology), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
12. 59799 Renovation Financing (Finance), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
13. 59802 FHA Loans: An Excellent Solution for

- Today's Market (Finance), 1 hour
Residential Real Estate Elective Topics,
Dulles Area Real Estate School
14. 59804 Renovation Financing (Finance), 4 hours
Residential Real Estate Elective Topics,
Dulles Area Real Estate School
15. *59806 Serving the Culturally Diverse Market
(Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics,
Long and Foster Institute of Real Estate
16. *59812 FHA 203K Purchase/Rehab Mortgage
(Finance), 1 hour Commercial Real Estate
Elective Topics, PWAR
17. *59814 Credit Reporting: Interpretation &
Strategies (Finance), 3 hours Residential
Real Estate Elective Topics, PWAR
18. *59816 Green Designation Residential Elective
(Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics,
PWAR
19. 59817 Green Designation Residential Elective -
Part 2 (Other Real Estate Related), 3
hours Residential Real Estate Elective
Topics, PWAR
20. *59823 Risk Reduction - RESPA, Antitrust, Fair
Housing (Real Estate Law), 3 hours
Residential Real Estate Mandatory Topics,
NRVAR
21. *59825 Introduction to Radon and Radioactivity
(Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
NRVAR
22. *59832 Negotiating Workshop (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, Long & Foster Institute
of Real Estate
23. *59834 Top 10 Internet Train Wrecks Made by
Agents (Other Real Estate Related), 2
hours Residential Real Estate Elective
Topics, RAR
24. *59836 Commercial Leasing and Tenant
Defaults/Bankruptcy (Property Owners' &
Condominium Association Law; Landlord
Tenant Law; Real Estate Board Regulations
& Statutes; American with Disabilities
Act), 3 hours Commercial Real Estate
Mandatory Topics, RAR
25. *59838 Free Prize Inside - Get Your Buyer's

- Moving & Your Listings Sold (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
26. *59840 So Many Foreclosures and Short Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
27. *59842 Tax Strategies for the Real Estate Professional (Finance), 1 hour Residential Real Estate Elective Topics, RAR
28. *59844 RE Stats Basic (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, RAR
29. *59846 Internet Policy & Listing Agreement Update (Selling Process), 1 hour Residential Real Estate Elective Topics, RAR
30. *59848 How to Attract First Time Home Buyers Using Twitter & Facebook (Technology), 1 hour Residential Real Estate Elective Topics, RAR
31. *59850 Richmond Public Schools Bus Tour for Realtors (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, RAR
32. *59852 Overview of Foreclosures & Short Sales (Finance), 1 hour Residential Real Estate Elective Topics, RAR
33. *59854 This is not Your Teenager's Networking - Business Builder (Technology), 3 hours Residential Real Estate Elective Topics, RAR
34. *59856 Reverse Mortgages for Home Purchases (Finance), 2 hours Residential Real Estate Elective Topics, RAR
35. *59858 The Buyer Presentation Overview (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood and Associates
36. *59860 FHA Loans - A Tool for Selling (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
37. 59861 RESPA (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
38. *59863 Reverse Mortgages and Reverse to Purchase (Finance), 3 hours Residential Real Estate Elective Topics, VAR

39. *59865 Risky Business: Risk Reduction for Today's Agent and Broker (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
40. *59867 Technology and Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, VAR
41. *59869 The New Interactive Web: Using the Power of Web 2.0 (Technology), 2 hours Residential Real Estate Elective Topics, VAR
42. *59873 Success and Real Estate Business Planning for the Market Rebound (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
43. *59875 Agents Gone Wild: Don't Try This at Home (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
44. *59877 A Guide to VRLTA and Successful Evictions (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
45. *59879 How Property Managers Can Use Green Initiatives in Their Business Practices (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
46. *59883 It's Time To Think About the Water (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
47. *59886 Market Trends and Forecasting (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
48. *59888 NAR Green Designation Core Course - Part I (Land Use Issues), 4 hours Residential Real Estate Elective Topics, NRVAR
49. 59889 NAR Green Designation Core Course - Part II (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NRVAR
50. *59891 Short Sales and Foreclosures: What Buyer's Representatives Need to Know (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
51. 59892 Short Sales and Foreclosures: What Buyer's Representatives Need to Know - Part 2 (Other Real Estate Related), 4 hours

- Residential Real Estate Elective Topics, NVAR
- 52. *59894 FHA Streamline 203K (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
- 53. *59896 Selling FHA Acquired Properties (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, William E. Wood Real Estate Academy
- 54. *59898 What Every Realtor Should Know About Title Insurance (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, William E. Wood and Associates Real Estate Academy
- 55. *59900 RESPA Reform Rule - New GFE and HUD-1 Review (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The RGS Title Real Estate Academy

C. Previously approved post license education courses, pending school application:

- 1. *59903 Who Owns it? Title & Ownership of Real Estate in Virginia (Other Real Estate Related) 1 hour Residential Real Estate Elective Topics Anchor Real Estate School
- 2. *59906 Title Issues (Claims) that Delay Settlement - A Primer for RE Agents (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
- 3. *59908 The Effect of Divorce & Bankruptcy on Selling Real Estate in Virginia - A Real Estate Agents Perspective (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
- 4. *59910 VAR Residential Purchase Contract: Part 3 - Statutory Requirements (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
- 5. *59912 VAR Residential Purchase Contract: Part 1 Fill in the Blanks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
- 6. *59914 VAR Residential Purchase Contracts: Part 2

- Standard Provisions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
- 7. *59916 Reverse Mortgages - The Basics (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School

VI. Pre-license Education Courses

1. 45-hour Broker Real Estate Property Management Correspondence Course, Peninsula Real Estate School
2. 45-hour Broker Real Estate Brokerage Correspondence Course, Peninsula Real Estate School
3. 45-hour Broker Real Estate Law Correspondence Course, Peninsula Real Estate School
4. 45-hour Broker Real Estate Appraisal Correspondence Course, Peninsula Real Estate School
5. 60-hour Salesperson Principles and Practices of Real Estate Classroom Course, New Star Realty School

VII. Pre-License Education Instructors

1. Latana Kay Locke
2. Sameer Mahendra Patel - Expert (Law)
3. Clarence F. Swanson, III
4. Helena Scott Talbot
5. Kamil T. Tunador
6. Edward S. Stock
7. Mary M. Pelot
8. Linda W. Medaris
9. Charles T. Conner
10. Suzanne M. Granoski - Expert (Principles)

VIII. Additional Continuing/Post License Education Instructors

1. **Lori Chapman and Pat Widhalm - 59746** (Risk Management for Brokers), 59747 (Broker Management Issues & Trends), **Central Virginia School of Real Estate**
2. **Valasie August, Sima Blackmon-Hall, John Dennis Bruce, Renee Davis, Stanley Der, Larry A. Foster, Paul Gale, David F. Lewis, Jill Malloy, Pamela McCoach, Dorothy K. McGinnis, David G. McWatters, Suzanne Simon - 52317/52308** - (Professional Agent 103 (Agency Law), 53361/53365 - Professional Agent 104 (Fair Housing), 56046/46047 - Offer to Purchase Rev. 1 (Sales Contract 601), 56349/56350 - Settlement the Complete Transaction 1001, 54013/54014 - Finance 801, 56351/56352 Contract

- Presentation/Negotiation 901, 56377/56378 - Business Planning 202, **Long & Foster Institute of Real Estate**
3. **Art Grace** - 58644/58645 (Foreclosures, REO'S & Short Sales A Primer), **PWAR**
 4. **Mark WorriLOW** - 58746 (Escrow, Supervision, Advertising & Office Policy), 58814 (Risk Management & Creating A Positive Office Environment), 53817/53818 (Fair Housing), **PWAR**
 5. **Matthew Durbin** - 53817/53818 (Fair Housing), 59455/59456 Whom Do You Represent? (Agency Law), 57343/57344 Making Money the Ethical Way (Ethics & Standards of Conduct), **PWAR**
 6. **Madonna Padilla** - 53817/53818 (Fair Housing), **PWAR**
 7. **Julia Phifer, Charles Roy Holmes** - 59549/59550 (Reverse Mortgages for Purchase), **Long & Foster Institute of Real Estate**
 8. **Patrick Callebs, Michael Corash, Wiley Webb** - 59228/59229 (2009 Ethics Seminar), **VAR**

IX. Other Business

1. Limited Service Agency courses to qualify for Continuing Education Real Estate Related Credit after July 1, 2009.
2. Pre-license Education Instructor Requirements
3. Regulatory Review Education Items

X. Public Comment

XI. Adjourn

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