

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING MINUTES

May 19, 2010 Meeting

The Real Estate Board Education Committee met on Wednesday, May 19, 2010, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Scott Gaeser
Clifford Wells
Byrl P. Taylor, Ex Officio

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:05 p.m.

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

The following actions were taken:

A. Three Proprietary School Applications were reviewed & approved:

1. Four Pillars Education, Inc., Ruther Glen, VA
Contact Person: Matthew Rathbun
2. Real Estate Empower, Inc., Rockville, MD
Contact Person: Prabhjit Singh
3. Horizon Real Estate School, Inc., Warrenton, VA
Contact Person: Yolanda K. Colvin

B. One-hundred and three Continuing Education course applications were reviewed. Of these applications:

Fourteen previously approved Continuing Education course applications submitted by approved schools were approved:

1. *61236 NAR Green Designation Core Course, 8 hours
Real Estate Related, WAAR
2. *61240 Affordable Housing Through Affordable
Lending, 4 hours Real Estate Related, Long
and Foster Institute of Real Estate
3. 61335 Fair Housing (On-line), 4 hours Fair
Housing, CBRB SRE
4. 61336 Ethics in Today's Real Estate World
(On-line), 4 hours Ethics & Standards of
Conduct, CBRB SRE
5. 61337 Risk Management (On-line), 4 hours Real
Estate Related, CBRB SRE

6. 61342 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, CBRB SRE
7. 61343 Real Estate and Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, CBRB SRE
8. 61344 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, CBRB SRE
9. 61345 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, CBRB SRE
10. 61346 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, CBRB SRE
11. 61347 Real Estate Finance Today (On-line), 4 hours Real Estate Related, CBRB SRE
12. 61406 Real Estate and Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Cooke Real Estate School
13. 61445 Short Sales & Foreclosure Certification, 8 hours Real Estate Related, Dulles Area Real Estate School
14. 61451 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School

Seventy Original Continuing Education course applications submitted by approved schools were reviewed. Sixty-nine of these applications were approved and one was pulled from the agenda by the education provider:

1. *61216 Update on Laws, Rules & Regulations, 1 hour Legal Updates, GSH Training, Co.
2. *61218 FHA for Realtors: Transforming Homebuyers into Homeowners, 3 hours Real Estate Related, NVAR
3. *61221 Night Court: Don't Let Issues with POAs Cause Your Deal to go DOA!, 2 hours Real Estate Related, Peninsula Real Estate School
4. 61223 S.A.F.E. Mortgage Licensing Act (On-line), 3 hours Real Estate Related, McKissock, LP
5. 61224 Effective Listing Presentations (On-line), 4 hours Real Estate Related, Mckissock, LP
6. 61227 Appraising Apartments: The Basics (On-line), 7 hours Real Estate Related, McKissock, LP

7. 61228 Three Contingencies: Avoiding the Traps that Lurk, 3 hours Broker Management, VAR
8. 61229 RESPA and the Real Estate Broker: Understanding Referral Fees and Affiliated Business Arrangements, 3 hours Broker Management, VAR
9. *61234 SRES Designation Course, 1 hour Real Estate Agency, 7 hours Real Estate Related, Peninsula Real Estate School
10. *61238 Property Management: Handling Escrow Accounts, 2 hours Legal Updates, VAR
11. *61242 Selling Process, 3 hours Real Estate Related, Peninsula Real Estate School
12. *61246 DC Fair Housing and Predatory Lending Update, 3 hours Real Estate Related, Kirks Institute
13. *61248 ABR Elective - Real Estate Marketing Reboot, 6 hours Real Estate Related, NRVAR
14. 61250 Real Estate Law: Advanced Issues and Answers, 7 hours Real Estate Related, NBI, Inc.
15. *61255 Foreclosures in Virginia - What You Need to Know, 1 hour Real Estate Related, VA Land Title Association School
16. *61257 Dealing with Bankruptcy Risks, 1 hour Real Estate Related, VA Land Title Association School
17. *61259 RESPA in Time: Surviving the Business World with The New RESPA Rule, 2 hours Real Estate Related, VA Land Title Association School
18. *61261 Virginia Real Estate Taxation, 4 hours Real Estate Related, VAR
19. *61263 VRLTA and 2010 Legislative Issues, 3 hours Legal Updates, 3 hours Real Estate Related, VAR
20. *61303 Virginia Residential Landlord Tenant Update (VRLTA), 3 hours Legal Updates, 3 hours Real Estate Related, NVAR
21. *61315 1031 Tax Exchange Course, 3 hours Real Estate Related, Blue Ridge Real Estate School
22. *61319 The Importance of House Location Surveys, 1 hour Real Estate Related, Dominion Surveyors, Inc.
23. *61321 Update on Legislation & Property Management Issues, 2 hours Fair Housing, 4 hours Real Estate Related, Futurelaw, LLC

24. *61323 Update on Legislation & Property Management Issues, 2 hours Legal Updates, 4 hours Real Estate Related, Futurelaw, LLC
25. *61325 Update on Legislation & Property Management Issues, 1 hour Legal Updates, 2 hours Real Estate Related, Futurelaw, LLC
26. *61338 Real Estate Contracts/Offer to Purchase, 3 hours Real Estate Contracts, CBRB SRE
27. *61340 The ABC's of Home Warranty, 2 hours Real Estate Related, CBRB SRE
28. *61354 Short Sales and Foreclosures, 2 hours Real Estate Related, Hometown Title & Escrow, LLC
29. *61356 Legal Instruments of Real Estate Finance, 2 hours Real Estate Related, Hometown Title & Escrow, LLC
30. *61358 Contracts # 2, 2 hours Real Estate Contracts, Hometown Title & Escrow, LLC
31. *61360 Contracts # 1, 2 hours Real Estate Contracts, Hometown Title & Escrow, LLC
32. *61362 ABR Designation Course, 2 hours Ethics & Standards of Conduct, 7 hours Real Estate Agency, 1 hour Real Estate Contracts, 2 hours Real Estate Related, Peninsula Real Estate School
33. *61365 Fair Housing, 3 hours Fair Housing, Liz Moore University
34. *61369 Tempo Jumpstart - A Hands-on Experience, 2 hours Real Estate Related, RAR
35. 61371 Broker Workshop: Websites, Social Networking & Licensed Listings, 2 hours Broker Management, RAR
36. *61372 ABR Elective: Real Estate Marketing Reboot, 7 hours Real Estate Related, RAR
37. *61374 Intro to Green Building, 1 hour Real Estate Related, RAR
38. *61376 Selling the Earthcraft House, 4 hours Real Estate Related, RAR
39. *61378 Financial Workshop: There is Order to the Chaos, 3 hours Real Estate Related, RAR
40. *61380 2-4-1: Two Topics that Impact Life & Business in Central VA, 2 hours Real Estate Related, RAR
41. *61382 The Finance Puzzle: Matching Loan Programs to Buyer/Borrowers, 3 hours Real Estate Related, RAR

- 42. *61384 Working with Vacant Properties, 3 hours
Real Estate Related, RAR
- 43. 61386 Broker Continuing Education, 8 hours
Broker Management, RAR
- 44. *61387 Marketing & Business Development Series, 3
hours Real Estate Related, Realtor
Association of Prince William
- 45. *61389 Real Estate Taxation, 3 hours Real Estate
Related, Moseley-Dickinson Academy of Real
Estate
- 46. 61391 VRLTA and 2010 Legislative Issues, 4 hours
Broker Management, VAR
- 47. *61392 APR, LTV, and GFE: What Does It All Mean
to Me? 2 hours Real Estate Related, VAR
- 48. *61394 Critical Rules, Reforms and New Realities,
1 hour Legal Updates, 1 Real Estate
Related, VAR
- 49. *61396 Home Warranties & Risk Management Tools, 2
hours Real Estate Related, Peninsula Real
Estate School
- 50. *61398 Causes, Symptoms, & Solutions to Common
Foundation Problems, 1 hour Real Estate
Related, VAR
- 51. *61400 Current Legal Issues & Ethical Pitfalls, 1
hour Real Estate Related, The RGS Title
Real Estate Academy
- 52. *61409 Microsoft Publisher 2007 Essentials for
Real Estate Professionals, 3 hours Real
Estate Related, Alpha College of Real
Estate
- 53. *61411 Microsoft Excel 2007 Essentials for Real
Estate Professionals, 3 hours Real Estate
Related, Alpha College of Real Estate
- 54. *61413 Microsoft Windows 7 for Real Estate
Professionals, 3 hours Real Estate
Related, Alpha College of Real Estate
- 55. *61420 Legal Updates - Lead Based Paint & Good
Faith Estimates (On-line), 2 hours Legal
Updates, Alpha College of Real Estate
- 56. 61422 Legal Updates - Lead Based Paint & Good
Faith Estimates (on-line), 2 hours Broker
Management, Alpha College of Real Estate
- 57. *61423 CRS-Reading the Signs of the Time, 7 hours
Real Estate Related, Alpha College of Real
Estate
- 58. 61425 CRS-Reading the Signs of the Time, 7 hours
Broker Management, Alpha College of Real
Estate

- 59. 61426 VA Continuing Education Rules & Regulations Update (On-line), 2 hours Legal Updates, 360 Training.com
- 60. *61427 Understanding the Purchase Contract, 3 hours Real Estate Contracts, Cindy Bishop Worldwide, LLC
- 61. *61429 Handling the Short Sale, 3 hours Legal Updates, Cindy Bishop Worldwide, LLC
- 62. *61431 Energy Efficiency for the Green Conscious Client, 2 hours Real Estate Related, Peninsula Real Estate School
- 63. *61433 "An Ounce of Prevention - Fair Housing", 3 hours Fair Housing, Towne Realty School of Real Estate
- 64. *61435 Under All Is the Land, 2 hours Real Estate Related, VAR
- 65. *61437 BOMA Measurement Standards, 1 hour Real Estate Related, CCIM of Virginia
- 66. *61439 Red Flags Property Inspection, 3 hours Real Estate Related, Dulles Area Real Estate School
- 67. *61441 Reverse Mortgages, 3 hours Real Estate Related, Dulles Area Real Estate School
- 68. *61443 Broker Price Opinion Workshop, 1 hour Real Estate Related, Dulles Area Real Estate School
- 69. *61448 Targeted Statistical Research, 1 hour Real Estate Related, Dulles Area Real Estate School
- 70. *61457 2010 SIOR Spring Conference, 8 hours Real Estate Related, SIOR (**Pulled from Agenda by Education Provider**)

Eight Previously Approved Continuing Education course applications submitted by a school with a pending school application were approved:

- 1. 61280 ABR Elective: Innovative Marketing Techniques for Buyer Representation, 6 hours Real Estate Related, Four Pillars Education, Inc.
- 2. 61282 At Home with Diversity, 2 hours Fair Housing, 6 hours Real Estate Related, Four Pillars Education, Inc.
- 3. 61290 Green Residential Elective Course, 8 hours Real Estate Related, Four Pillars Education, Inc.
- 4. 61291 Green Designation Core Course - Part 1, 8

- hours Real Estate Related, Four Pillars Education, Inc.
5. 61292 Green Designation Core Course - Part 2, 8 hours Real Estate Related, Four Pillars Education, Inc.
 6. 61298 Short Sales and Foreclosures: What Buyer's Representatives Need Know, 8 hours Real Estate Related, Four Pillars Education, Inc.
 7. 61308 Senior Real Estate Specialist, 7 hours Real Estate Related, Four Pillars Education, Inc.
 8. 61312 Accredited Buyer Representative, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 4 hours Real Estate Agency, 2 hours Real Estate Contracts, 4 hours Real Estate Related, Four Pillars Education, Inc.

Eleven Original Continuing Education course applications submitted by a school with a pending school application were approved:

1. 61265 Escrow, Agency & RESPA Law Review, 3 hours Broker Management, Four Pillars Education, Inc.
2. 61267 Escrow, Agency & RESPA Law Review, 3 hours Legal Updates, Four Pillars Education, Inc.
3. 61268 Leading in 2.0 World, 3 hours Broker Management, Four Pillars Education, Inc.
4. 61269 Leading in a 2.0 World, 3 hours Real Estate Related, Four Pillars Education, Inc.
5. 61273 Real Estate Technology - Real Estate 2.0, 3 hours Real Estate Related, Four Pillars Education, Inc.
6. 61274 Effective Negotiating for RE Professionals, 6 hours Broker Management, Four Pillars Education, Inc.
7. 61276 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Four Pillars Education, Inc.
8. 61297 Managing the Relationship, 3 hours Real Estate Agency, Four Pillars Education, Inc.
9. *61301 Wallet Wise Marketing, 1 hour Real Estate Related, Four Pillars Education, Inc.

10. 61309 Managing the Relationship, 3 hours Broker Management, Four Pillars Education, Inc.
11. 61313 Fair Housing, 3 hours Fair Housing, Four Pillars Education, Inc.

C. One-hundred and thirteen Post License Education course applications were reviewed. Of these applications:

Twenty-two Previously Approved Post License Education course applications submitted by approved schools were approved:

1. 61233 NAR Green Designation Core Course - Part 2, (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, WAAR
2. *61237 NAR Green Designation Core Course - Part 1, (Land Use Issues), 4 hours Residential Real Estate Elective Topics, WAAR
3. *61241 Affordable Housing Through Affordable Lending (Finance), 4 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
4. 61348 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, CBRB SRE
5. 61349 Technology (On-line), 3 hours Residential Real Estate Elective Topics, CBRB SRE
6. 61350 Land Use Issues (Land Use - On-line), 1 hour Residential Real Estate Elective Topics, CBRB SRE
7. 61351 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, CBRB SRE
8. 61352 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, CBRB SRE
9. 61353 Financing Properties (Finance - On-line)), 3 hours Residential Real Estate Elective Topics, CBRB SRE
10. 61402 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, Cooke Real Estate School
11. 61403 Land Use (Land Use Issues - On-line), 1 hour Residential Real Estate Elective Topics, Cooke Real Estate School
12. 61404 VA Real Estate: Selling Process (Selling

- Process - On-line), 3 hours Residential Real Estate Elective Topics, Cooke Real Estate School
13. 61405 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, Cooke Real Estate School
 14. 61407 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Cooke Real Estate School
 15. 61446 Short Sales & Foreclosure Certification - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 16. 61447 Short Sales & Foreclosure Certification - Part 2 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 17. 61450 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 18. 61452 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 19. 61453 Land Use (Land Use Issues - On-line), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
 20. 61454 Property Valuation (Property Valuation/Listing Process - Online), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 21. 61455 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 22. 61456 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School

Sixty-seven Original Post License Education course applications were reviewed. Sixty-six of these applications were approved and one application was pulled from the agenda by the education provider:

1. *61217 Update on Laws, Rule & Regulations (Other Real Estate Related), 1 hour Residential Real Estate Related Elective Topics, GSH Training, Co.

2. *61219 FHA for Realtors: Transforming Homebuyers into Homeowners (Other Real Estate Related), 3 hours Residential Real Estate Related Elective Topics, NVAR
3. *61222 Night Court: Don't Let Issues with POAs Cause Your Deal to go DOA! (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
4. 61230 Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy
5. *61235 SRES Designation Course (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
6. *61239 Property Management: Handling Escrow Accounts (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
7. *61243 Selling Process, 3 hours Residential Real Estate Related Elective Topics, Peninsula Real Estate School
8. *61247 DC Fair Housing and Predatory Lending Update (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
9. *61249 ABR Elective - Real Estate Marketing Reboot (Business Planning), 6 hours Residential Real Estate Elective Topics, NRVAR
10. *61256 Foreclosures in Virginia - What You Need to Know (Selling Process), 1 hour Residential Real Estate Elective Topics, VA Land Title Association School
11. *61258 Dealing with Bankruptcy Risks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VA Land Title Association School
12. *61260 RESPA in Time: Surviving the Business World with The New RESPA Rule (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VA Land Title Association School
13. *61262 Virginia Real Estate Taxation (Other Real Estate Related), 4 hours Property Management Elective Topics, VAR
14. *61264 VRLTA and 2010 Legislative Issues (Current

- Industry Issues & Trends), 6 hours
Property Management Elective Topics, VAR
15. *61304 Virginia Residential Landlord Tenant Update (Real Estate Law), 3 hours
Residential Real Estate Mandatory Topics, NVAR
 16. 61305 Virginia Residential Landlord Tenant Update (Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics, NVAR
 17. *61316 1031 Tax Exchange Course (Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 18. *61320 The Importance of House Location Surveys (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics, Dominion Surveyors, Inc.
 19. *61322 Update on Legislation & Property Management Issues (Tenant/Landlord Relationship), 6 hours
Property Management Elective Topics, FutureLaw, LLC
 20. *61324 Update on Legislation & Property Management Issues (Tenant/Landlord Relationships), 6 hours
Property Management Elective Topics, FutureLaw, LLC
 21. *61326 Update on Legislation & Property Management Issues (Tenant/Landlord Relationships), 3 hours
Property Management Elective Topics, FutureLaw, LLC
 22. *61339 Real Estate Contracts/Offer to Purchase (Offer to Purchase), 3 hours
Residential Real Estate Mandatory Topics, CBRB SRES
 23. *61341 The ABC's of Home Warranty (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, CBRB SRES
 24. *61355 Short Sales & Foreclosures (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, Hometown Title & Escrow, LLC
 25. *61357 Legal Instruments of Real Estate Finance (Finance), 2 hours
Residential Real Estate Elective Topics, Hometown Title & Escrow, LLC
 26. *61359 Contracts # 2 (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, Hometown Title & Escrow, LLC
 27. *61361 Contracts # 1 (Other Real Estate Related),

- 2 hours Residential Real Estate Elective Topics, Hometown Title & Escrow, LLC
28. *61363 ABR Designation Course (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Peninsula Real Estate School
29. 61364 ABR Designation Course (Other Real Estate Related), 9 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
30. *61366 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Liz Moore University
31. *61370 Tempo Jumpstart - A Hands-on Experience (Technology), 2 hours Residential Real Estate Elective Topics, RAR
32. *61373 ABR Elective: Real Estate Marketing Reboot (Other Real Estate Related), 7 hours Residential Real Estate Elective Topics, RAR
33. *61375 Intro to Green Building (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
34. *61377 Selling the Earthcraft House (Selling Process), 4 hours Residential Real Estate Elective Topics, RAR
35. *61379 Financial Workshop: There is Order to the Chaos (Finance), 3 hours Residential Real Estate Elective Topics, RAR
36. *61381 2-4-1: Two Topics that Impact Life & Business in Central VA (Development), 2 hours Commercial Real Estate Elective Topics, RAR
37. *61383 The Finance Puzzle: Matching Loan Programs to Buyer/Borrowers (Finance), 3 hours Residential Real Estate Elective Topics, RAR
38. *61385 Working with Vacant Properties (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
39. *61388 Marketing & Business Development Series (Business Planning), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
40. *61390 Real Estate Taxation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
41. *61393 APR, LTV, and GFE: What Does It All Mean

- to Me? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
42. *61395 Critical Rules, Reforms and New Realities (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
43. *61397 Home Warranties & Risk Management Tools (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
44. *61399 Causes, Symptoms, & Solutions to Common Foundation Problems (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
45. *61401 Current Legal Issues & Ethical Pitfalls (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
46. 61408 Real Estate Technology - The Professional's Guide to Success (Technology), 3 hours Residential Real Estate Elective Topics, The CE Shop
47. *61410 Microsoft Publisher 2007 Essentials for Real Estate Professionals (Technology), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
48. *61412 Microsoft Excel 2007 Essentials for Real Estate Professionals (Technology), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
49. *61414 Microsoft Windows 7 for Real Estate Professionals (Technology), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
50. 61415 Offer to Purchase (CRP), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
51. 61416 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
52. 61417 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
53. 61418 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
54. 61419 Ethics - Acting with Integrity (Ethics &

- Standards of Conduct/Current Industry Issues & Trends - On-line), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
55. *61421 Legal Updates - Lead Based Paint & Good Faith Estimates (Other Real Estate Related - On-line), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
56. *61424 CRS-Reading the Signs of the Time (Other Real Estate Related), 7 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
57. *61428 Understanding the Purchase Contract (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Cindy Bishop Worldwide, LLC
58. *61430 Handling the Short Sale (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Cindy Bishop Worldwide, LLC
59. *61432 Energy Efficiency for the Green Conscious Client (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
60. *61434 "An Ounce of Prevention - Fair Housing" (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Towne Realty School of Real Estate
61. *61436 Under All Is the Land (Land Use Issues), 2 hours Residential Real Estate Elective Topics, VAR
62. *61438 BOMA Measurement Standards (Leasing), 1 hour Commercial Real Estate Elective Topics, CCIM of Virginia
63. *61440 Red Flags Property Inspection (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
64. *61442 Reverse Mortgages (Finance), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
65. *61444 Broker Price Opinion Workshop (Property Valuation/Listing Process), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
66. *61449 Targeted Statistical Research (Other Real

- Estate Related), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
67. *61458 2010 SIOR Spring World Conference (Other Real Estate Related), 10 hours Commercial Real Estate Elective Topics, SIOR (**Pulled from Agenda by Education Provider**)

Fifteen Previously Approved Post License Education course Applications submitted by a school with a pending school application were approved:

1. 61279 ABR Elective: Innovative Marketing Techniques for Buyer (Selling Process), 3 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
2. 61281 At Home with Diversity (Business Planning), 2 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
3. 61283 At Home with Diversity (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
4. 61284 At Home with Diversity (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
5. 61285 At Home with Diversity (Selling Process), 1 hour Residential Real Estate Elective Topics, Four Pillars Education, Inc.
6. 61288 Senior Real Estate Specialist (Finance), 1 hour Residential Real Estate Elective Topics, Four Pillars Education, Inc.
7. 61289 Senior Real Estate Specialist (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
8. 61293 Accredited Buyer Representative (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
9. 61294 Accredited Buyer Representative (Business Planning), 4 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
10. 61295 Accredited Buyer Representative (Other

- Real Estate Related), 2 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
11. 61296 Accredited Buyer Representative (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
 12. 61299 Short Sales and Foreclosures: What Buyer's Representatives Need to Know - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
 13. 61300 Short Sales and Foreclosures: What Buyer's Representatives Need to Know - Part 2 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
 14. 61310 Senior Real Estate Specialist (Real Estate Law), 1 hour Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
 15. 61311 Senior Real Estate Specialist (Selling Process), 1 hour Residential Real Estate Elective Topics, Four Pillars Education, Inc.

Nine Original Post License Education course applications submitted by a school with a pending school application were approved:

1. 61266 Escrow, Agency & RESPA Law Review (Real Estate Related), 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
2. 61270 Leading in a 2.0 World (Technology), 3 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
3. 61271 Agency: The Power of Relationship (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
4. 61272 Real Estate Technology - Real Estate 2.0 (Technology), 3 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
5. 61275 Effective Negotiating for RE Professionals (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics,

6. 61277 Four Pillars Education, Inc.
Ethics & Standards of Conduct (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
7. 61278 Contracts: Writing with the End in Mind (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.
8. *61302 Wallet Wise Marketing (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Four Pillars Education, Inc.
9. 61314 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Four Pillars Education, Inc.

D. Three Broker and three Salesperson Pre-license Education Course Applications were reviewed and approved:

1. Real Estate Law, 45-hour Broker Course, Central Virginia School of Real Estate
2. Real Estate Appraisal, 45-hour Broker Course, Central Virginia School of Real Estate
3. Real Estate Finance, 45-hour Broker Course, Central Virginia School of Real Estate
4. Principles and Practices of Real Estate, 60-hour Salesperson Course (Online), McKissock, LP
5. Principles and Practices of Real Estate, 60-hour Salesperson Course, Cindy Bishop Worldwide, LLC
6. Principles and Practices of Real Estate, 60-hour Salesperson Course, Horizon Real Estate School, Inc.

E. Fifteen Pre-License Education Instructor applications were reviewed. Twelve of these applications were approved. One application was denied because the applicant did not disclose on the application a past disciplinary action. Two applications were denied because the applicants did not furnish proof of their expertise:

1. Susan Leigh Swink
2. Anthony Robert Creed
3. Michael Henry Orend
4. Suzanne Stone Schreibman
5. Yolanda Kay Colvin
6. John Robert Donahue
7. Sandra Gayle Sheehan

8. Kathy Lynn Chisholm
9. Gregory A. McCracken
10. William Thomas Cahill
11. Cecil Ray Powers Jr.
12. Jeffrey W. Thiesing - **DENIED**
13. Olivia Lawrence Dabney - **DENIED** (Principles)
14. Dawn Elizabeth Crocker - **Expert** (Principles)
15. Stephenie Shanks - **DENIED** (Principles)

F. Twelve continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed and approved:

1. **Mike Manicone and Chris Busching** - 56738/56739 (Credit Challenges), **Alpha College of Real Estate**
2. **Keith Kreuer** - 57949 (ABR Core Course), 57952/57953 (ABR Core Course - Agency Law), 57954 (ABR Core Course - Ethics & Standards of Conduct), **NRVAR**
3. **John Jerome** - 59549/59550 (Reverse Mortgage for Purchase), **Long and Foster Real Estate, Inc.**
4. **Donna Procise** - 60227/60228 (Fair Housing), **Long and Foster, Inc.**
5. **Jeanie J. Lumpkin** - 58049/58050 (Renovation Lending), **Long and Foster, Inc.**
6. **Priscilla Sheeley** - 54008/54009 (Ethics & Standards of Conduct), 60227/60228 (Fair Housing), 60646/60647 (Agency), **Long & Foster, Inc.**
7. **Tony Boone** - 56405 (2007 New Agency Law in VA) 56403/56404 (Agency Law Demystified) 59617/59618 (An Introduction to Short Sales and the Short Sale Addendum), 57203/57204 (Bankruptcy and Foreclosure), 60553/60554 (Contracts with Escalators An Elevator to the Top Sales Price), 59439/59440 (Earnest Money Deposits), 56919/56920 (Ethics for RE Agents), 56402/56550, (Ethics for RE Agents - The Basics), 56921/56922 (Fair Housing), 57587/57588 (Foreclosures, REOs, Short Sales), 57585/57586- (Foreclosure, REOs and Short Sales - A Primer), 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 Add. Sales Cont), 59437/59438 (The Final RESPA Rule), 55557/55558 (New Regional Sales Contract - Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (New VA Residential Property Disclosure Statement), 57499/57500 (Newest Appraisal & Financing Contingencies), 56593/56594 (Title Insurance - What is It?), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your upcoming VA Transaction), 57201/57202 (What is Delivery?), **MBH Settlement Group. L.C.**

8. **Daniel Freire** - 52317/52308 (Professional Agent 103 - Agency Law), 53361/53365 (Professional Agent 104 - Fair Housing), 56046/56047 (Offer to Purchase Revision 1), 56349/56350 (Settlement the Complete Transaction 1001), 54013/54014 (Finance 801) 56351/56352 (Contract Presentation/Negotiation 901) 56377/56378 (Business Planning 202), **Long and Foster, Inc.**
9. **Michelle L. Martinson** - 60709/60710 (Impact of the New RESPA Rules on Settlement Agents), **Lawyers Title Insurance Corporation**
10. **James Allen** - 60346/60347 (8 hrs Required Continuing Education), **Alpha College of Real Estate**
11. **Karin Knowles** - 53817/53818 (Fair Housing), **PWAR**

G. Other Business

1. The Committee discussed whether the Board should require ARELLO distance education certification for distance education course applications. Ms. Childress asked Education Administrator Kevin Hoeft to update the March 19, 2008, memorandum concerning this subject and e-mail this updated document to the Committee for discussion at its next meeting on July 7, 2010.
2. The Committee discussed 18 VAC 135-20-360.F of the Board's Regulations concerning the length of approval for prelicense, continuing and post license education courses. The Committee recommended unanimously that the Board amend this regulation to change the length of course approval from five years to three years. [At its May 20, 2010, meeting, the Board approved this recommendation and forwarded it to the Board's Regulatory Review Committee].

3. The Committee discussed correspondence course approval. After discussion, and pursuant to 54.1-2105.D and 54.1-2105.03.B of the Code of Virginia, which state, in part, "The Board may establish procedures to ensure the quality of the courses," the Committee recommended unanimously that the Board, effective July 1, 2010, require ARELLO distance education certification as a condition for approval of any new correspondence course application. [At its May 20, 2010, meeting, the Board approved this recommendation with the amendment that the Board require ARELLO distance education certification or an "equivalent distance education certification" as a condition for approval of any new correspondence course application. The Board directed staff to work with the Attorney General's Office to draft a Guidance Document expressing this decision].
4. Education Administrator Kevin Hoeft provided the Committee with an update on online course audits performed by Board staff pursuant to the Board's November 19, 2009, Guidance Document requiring licensees to spend at least 50 minutes online engaged in educational activity to receive one hour of education credit.

H. Public Comment

Don Moseley of Moseley-Flint Schools of Real Estate indicated the Virginia Real Estate Board has not arrived at an authoritative definition for correspondence education, and, in lieu of this, nationally-accepted definitions of correspondence education have generally been accepted. He mentioned there are various definitions for correspondence courses and these definitions have changed as technology and learning methods have changed. He encouraged the Board to carefully define all terms related to correspondence education and distance education as it considers this issue in the upcoming months and years.

There being no further business or public comment, the meeting adjourned at 5:10 p.m.

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