

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE
REPORT OF MEETING
September 3, 2003**

The Real Estate Board Education Committee met on Wednesday, September 3, 2003 at the Department of Professional and Occupational Regulation.

Real Estate Board Members present: S. Ronald Owens
 R. Schaefer Oglesby
 Sharon Parker Johnson

Staff Members present: Christine Martine, Executive Director
 Marion Cooper, Education Administrator
 Betty C. Jones, Administrative Assistant

The meeting was called to order at 4:10 p.m.

The following actions were taken:

- A. Five (5) proprietary school applications were approved.
1. VPI/VSU - Rappahannock River Conservation Council,
 18849 Kings Highway, Montross VA 22520,
 Samuel M. Johnson, Extension Agent, VCE
 2. Advanced School of Real Estate, 2710 Virginia Beach
 Blvd., Virginia Beach VA 23452, Director: Robert D.
 Chance
 3. The Hannon Company, 11400 Boathouse Point, Spotsylvania
 VA 22335, Director: Michael Hannon
 4. The Coaching Institute, 12244 S. Business Park Drive, #215
 Draper UT 84020 Director: Craig Hendricks
 5. Richmond Apartment Management Association, 8611 Mayland
 Drive, Richmond VA 23294, Director: Elena Ferranti
- B. Twenty (20) continuing education course applications were approved. Of these
 courses:

 Three (3) were previously approved courses offered by approved schools.

1. 51855 Virginia Renewal Package 1 (**CRP**), 1 hour fair
 housing, 1 hour law, 2 hours ethics, 4 hours real
 estate related - NVAR
2. 51856 Virginia Renewal Package 2 (**CRP**), 1 hour fair
 housing, 1 hour law, 2 hours ethics, 4 hours real
 estate related - NVAR

3. 51860 Top Deal Killers and How to Avoid Them, 2 hours law, Hampton Roads School of Real Estate

Thirteen (13) were original applications for courses offered by approved schools.

1. 51837 RES201 - Successful Site Management, 4 hours real estate related, 1 hour ethics, Institute of Real Estate Management
2. 51844 Fair Housing Opens Doors, 2 hours fair housing, Central Virginia School of Real Estate
3. 51845 Current Issues in Storm Water Regulation, 2 hours law, 4 hours real estate related, Lorman Business Center Inc.
4. 51853 Fair Housing Advertising Seminar, 2 hours fair housing, 1 hour real estate related, Central Virginia School of Real Estate
5. 51854 Night Court: Short Sales & Foreclosures, 2 hours real estate related, Peninsula Real Estate School
6. 51857 Zoning and Land Use, 4 hours real estate related, Lorman Business Center Inc.
7. 51858 Increase Your Value by Understanding The Custom Homebuilding Process, 4 hours real estate related, Northern Virginia Association of Realtors
8. 51859 Solving Water Intrusion and Mold Problems, 4 hours real estate related, Lorman Business Center Inc.
9. 51861 Accredited Buyer Representative Manager, 4 hours real estate related, 2 hours law, Hampton Roads School of Real Estate
10. 51862 Real Estate and Historic Properties Training Session, 4 hours real estate related, Hampton Roads School of Real Estate
11. 51863 2 Hours Fair Housing Correspondence and Internet Course (**CRP**), 2 hours fair housing, Alpha College of Real Estate
12. 51864 Borrow with Confidence: Low Cost Option for Today's Home Buyers, 3 hours real estate related, Coldwell-Banker
13. 51865 Virginia 8 Hour Renewal Package (**CRP**), 2 hours fair housing, 1 hour law, 1 hour ethics, 4 hours real estate related, Dearborn Financial Publishing dba REcampus.com

Four (4) were original applications for a course offered by schools whose

applications were pending.

1. Northern Neck Realtors Conservation Course, 3 hours real estate related, VPI/SSU Rappahannock River Conservation Council
2. The 14 Habits of Highly Successful Salespeople, 2 hours ethics, 2 hours real estate related, The Hannon Company
3. TechVantage - Stop Buying and Start Using Technology, 3 hours real estate related, Coaching Institute
4. "Ad" - ing to Your Fair Housing Knowledge, 2 hours fair housing, Richmond Apartment Management Association

C. One (1) pre-licensing course offered by a school whose application was pending was approved.

1. Principles of Real Estate Course, 60 hours, Advanced School Of Real Estate

D. One (1) pre-licensing instructor's application was approved, after re-evaluation, for an upgrade to teach all courses.

1. Leona Busby

E. Thirteen (13) pre-licensing instructors' applications were approved.

1. Evan M. Butterfield - requests to teach as expert
2. John Axel Remington
3. Michael James Setunsky
4. Barbara Grinde McMurry
5. Schawmann L. Hobbs
6. Deborah H. Hazzard
7. Stephen Hugh Carey
8. Patsy Ann Williamson
9. Patrick Thomas Welsh
10. Sandra E. McIntyre
11. Helen F. Inconstanti
12. Laurel Evelyn Barnhill
13. Matthew Kyong Kim

F. One (1) pre-licensing instructor's application was deemed incomplete and the committee requested the staff to request that the applicant provide more information in the area of expertise she desired to qualify.

1. Nancy L. Pav - requests to teach as expert

G. One (1) additional instructor was approved to teach a previously approved continuing education course.

1. Marla Webb - Course 51764 - 2003 Ethic Seminar, Hampton Roads Realtors' Association

There being no further business nor public comment, the meeting adjourned at 5:29 p.m.