



2. 51867 Advanced Like Kind Real Estate Exchanges, 4 hours real estate related (effective 7-1-04 – 8 hours real estate related), Lorman Business Center, Inc.
3. 51868 Title Examination and Other Real Estate Issues in Virginia, 4 hours real estate related, (effective 7-1-04 – 7 hours real estate related), Lorman Business Center, Inc.
4. 51874 Like Kind Real Estate Exchanges, 4 hours real estate related, (effective 7-1-04 – 8 hours real estate related), Lorman Business Center, Inc.
5. 51875 How to List and Sell to Diverse Ethnic Groups, 1 hour real estate related, Prince William Association of Realtors
6. 51876 How The “Do Not Call” Policy Affects the Realtor, 2 hours real estate related, Coldwell-Banker
7. 51877 Evaluation and Marketing of Land, 4 hours real estate related, Virginia Association of Realtors
8. 51879 2003 SIOR Fall Professional Conference, 4 hours real estate related, (effective 7-1-04 – 8 hours real estate related), Society on Industrial & Office Realtors
9. 51880 Investment in Knowledge: Learning in the Lone Star State, 4 hours real estate related, (effective 7-1-04 – 8 hours real estate related), Virginia Association of Realtors
10. 51881 Property Management Handling Escrow Accounts, 2 hours law, Alpha College of Real Estate
11. 51882 How Houses Work, 3 hours real estate related, Alpha College of Real Estate

One (1) continuing education course application was not approved as it was deemed unrelated to real estate business.

1. 51869 Construction Management/Design-Build, 7 hours real estate related, Lorman Business Center, Inc.

C. Three (3) pre-licensing instructors applications were approved.

1. Elizabeth Clawson Gatewood
2. John William Presto

3. John M. Owens
- D. One (1) additional instructor was approved to teach a previously approved continuing education course.
1. Gary M. Newman – Course 51864, Borrow with Confidence: Low Cost Option for Today’s Home Buyers – Coldwell Banker

There being no further business nor public comment, the meeting adjourned at 4:55 p.m.