

VIRGINIA REAL ESTATE BOARD  
EDUCATION COMMITTEE MEETING REPORT

November 17, 2004

The Real Estate Board Education Committee met on Wednesday, November 17, 2004 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Committee Members present: Sharon Parker Johnson  
R. Schaefer Oglesby  
Byrl Taylor  
Judith Childress

Other Board Members present: Florence Daniels

Staff Members present: Tammie Hall, Education Administrator

The meeting was called to order at 3:17 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

- A. 2 new proprietary school applications were approved.
1. Cooke Real Estate School Headquarters, Inc., St. Petersburg, Florida, Contact: Frank L. Cooke, Jr.
  2. Entrust Administration, Oakland, California, Contact: Yvonne Garcia
- B. 86 original continuing education course applications were approved, of these courses:
- 1 previously approved course offered by an approved school was approved.
1. 53089 The Ethics of Procuring Cause, 1 hour of ethics & standards of conduct, 1 hour of legal updates, The Richmond Association of Realtors
- 1 previously reviewed course offered by an approved school was approved.
1. 52807 About Ethics in Real Estate, 4 hours of ethics, Institute for Continuing Education, Inc.
- 84 original applications for courses offered by approved schools were approved.
1. 52915 Real Estate Investment Analysis, 8 hrs of real estate related, The Real Estate Academy, Inc.
  2. 52946 Landlord and Tenant Law, 8 hours of real estate related, Lorman Business Center, Inc.

3. 52947 Solving Water and Mold Problems, 7 hours of real estate related, Lorman Business Center, Inc.
4. 52948 Current Issues in Storm Water Regulation, 7 hours of real estate related, Lorman Business Center, Inc.
5. 52954 Contract Law & Real Estate Issues, 4 hours of contract, William E. Wood & Associates Real Estate Academy
6. 52956 Equal Opportunity in Real Estate, 3 hours of fair housing, William E. Wood & Associates Real Estate Academy
7. 52958 Agency Law & Real Estate, 3 hours of agency, William E. Wood & Associates Real Estate Academy
8. 52960 National Association of Realtors Code of Ethics, 3 hours of ethics, William E. Wood & Associates Real Estate Academy
9. 52974 Ethics & Standards of conduct, 3 hours of ethics, Dailey Real Estate School
10. 52975 Real Estate Law & Legal Updates, 3 hours of legal updates, Dailey Real Estate School
11. 52976 Real Estate Agency, 3 hours of agency, Dailey Real Estate School
12. 52977 Technology, 3 hours of real estate related, Dailey Real Estate School
13. 52979 2004 SIOR Fall Professional Conference, 17 hours of real estate related, Society of Industrial and Office Realtors
14. 52980 Title Examination and Other Real Estate Issues in Virginia, 7 hours of real estate related, Lorman Business Center, Inc.
15. 52987 Real Estate Contracts, 3 hours of contracts, Potomac Real Estate Institute
16. 52988 Real Estate Agency, 3 hours of agency, Potomac Real Estate Institute
17. 53006 Advanced CSP: House Construction as a Selling Tool, 3 hours of legal updates, 7 hours of real estate related, Richmond Association of Realtors
18. 53009 Certified New Home Sales Professional, 5 hours of fair housing, 4 hours of ethics, 7 hours of legal updates, 3 hours of agency, 3 hours of contracts, 3

- hours of real estate related, Richmond Association of Realtors
19. 53015 Real Estate Professional Assistant, 2 hours of fair housing, 1 hour ethics, 2 hours legal updates, 1 hour agency, 2 hours contracts and 5 hours of real estate related, Richmond Association of Realtors
  20. 53018 Red Flags, Screening Homes for Liabilities, 3 hours of real estate related, Dulles Area Real Estate School
  21. 53019 Leadership & Team Building For Brokers & Managers, 1 hour of real estate related, Richmond Association of Realtors
  22. 53020 Home Construction, 3 hours of real estate related, Richmond Association of Realtors
  23. 53022 Topics in Home Inspection, 3 hours of real estate related, Richmond Association of Realtors
  24. 53024 How to Keep Yourself and Your Broker Out of Court, 1 hour real estate related, Richmond Association of Realtors
  25. 53025 Preparing Your Listing For The Buyer's Home Inspection, 1 hour of real estate related, Richmond Association of Realtors
  26. 53026 The Home Inspection, 1 hour of real estate related, Richmond Association of Realtors
  27. 53051 Fair Housing, 3 hours of fair housing, Dailey Real Estate School
  28. 53059 Finer Points of the Regional Sales Contract & Addenda, 1 hour of contracts, Long & Foster Institute of Real Estate
  29. 53060 Offer to Purchase, 3 hours of contracts, Long & Foster Institute of Real Estate
  30. 53076 Real Estate Finance, 8 hours of real estate related, Alpha College of Real Estate
  31. 53078 Real Estate Law, 8 hours of real estate related, Alpha College of Real Estate
  32. 53080 Real Estate Brokerage A Management Guide, 8 hours of real estate related, Alpha College of Real Estate
  33. 53082 Real Estate Appraisal, 8 hours of real estate related, Alpha College of Real Estate
  34. 53084 Mold, 2 hours of real estate related, Alpha College of Real Estate

35. 53085 Business Planning Succeed in Advance, 2 hours of real estate related, Alpha College of Real Estate
36. 53090 Nuts and Bolts of Appraising, 4 hours of real estate related, Elliott & Company Appraisers
37. 53094 Getting the Contract to Settlement, 1 hour of contracts, Long & Foster Institute of Real Estate
38. 53096 Night Court-You Be The Judge and Avoiding The Judge, 2 hours of real estate related, Virginia Peninsula Association of Realtors
39. 53097 Effective Contract Writing, 2 hours of real estate related, Central Virginia School of Real Estate
40. 53100 Coaching for the Real Estate Professional, 4 hours of real estate related, MAI Institute
41. 53101 Landlording and Property Management for the Small Investor, 4 hours of real estate related, MAI Institute
42. 53102 Tax Strategies for the Real Estate Professional, 4 hours of real estate related, MAI Institute
43. 53103 Real Estate Investments, 4 hours of real estate related, MAI Institute
44. 53104 Presenting Multiple Offers, 3 hours of real estate related, Greater Capital Area Association of Realtors
45. 53105 Anti-Trust, 1 hour of real estate related, Greater Capital Area Association of Realtors
46. 53106 What To Do When the Appraiser Calls?, 3 hours of real estate related, The Richmond Association of Realtors
47. 53108 The Price Is Right! Escalation Clause Seminar, 1 hour of legal updates, Prince William Association of Realtors
48. 53109 Changes & Revisions to the New Regional Sales Contract, 3 hours of real Estate related, Prince William Association of Realtors
49. 53111 Why Do My Loan Packages Fall Through?, 1 hour of real estate related, Prince William Association of Realtors
50. 53112 Dos and Don'ts of E-mailing, Faxing and Telemarketing, 1 hour of real estate related, Prince William Association of Realtors
51. 53113 Legal Updates, 1 hour of legal updates, Alpha College of Real Estate

52. 53114 Contract Revisions Seminar, 3 hours of contracts, Alpha College of Real Estate
53. 53130 Red Flags Property Inspection, 4 hours of real estate related, Avery-Hess Academy of Real Estate
54. 53131 Risk Management, 4 hours of real estate related, Avery-Hess Academy of Real Estate
55. 53132 Real Estate and Taxes, What Every Agent Should Know, 4 hours of real estate related, Avery-Hess Academy of Real Estate
56. 53133 Introduction To Commercial Real Estate Sales, 4 hours of real estate related, Avery-Hess Academy of Real Estate
57. 53134 Exterior Structures, 4 hours of real estate related, Avery-Hess Academy of Real Estate
58. 53135 Exterior Structures(**CRP**), 4 hours of real estate related, Avery-Hess Academy of Real Estate
59. 53136 Commercial Structures, 3 hours of real estate related, Avery-Hess Academy of Real Estate
60. 53137 Commercial Structures(**CRP**), 3 hours of real estate related, Avery-Hess Academy of Real Estate
61. 53138 Architectural Styles(**CRP**), 3 hours of real estate related, Avery-Hess Academy of Real Estate
62. 53139 Architectural Styles, 3 hours of real estate related, Avery-Hess Academy of Real Estate
63. 53140 Electronic Transactions in Real Estate, 4 hours of real estate related, Avery-Hess Academy of Real Estate
64. 53141 Electronic Transactions in Real Estate (**CRP**), 4 hours of real estate related, Avery-Hess Academy of Real Estate
65. 53142 Understanding 1031 Tax-Free Exchanges (**CRP**), 4 hours of real estate related, Avery-Hess Academy of Real Estate
66. 53143 Understanding 1031 Tax-Free Exchanges, 4 hours of real estate related, Avery-Hess Academy of Real Estate
67. 53148 Reverse Mortgages for Senior Homeowners, 4 hours of real estate related, Avery-Hess Academy of Real Estate

68. 53149 Reverse Mortgages for Senior Homeowners (**CRP**), 4 hours of real estate related, Avery-Hess Academy of Real Estate
69. 53150 Appraising the Tough Ones, 7 hours of real estate related, Virginia Association of Realtors
70. 53152 Supporting Sales Comparison Grid Adjustments for Residential Properties, 8 hours of real estate Related, Virginia Association of Realtors
71. 53153 Highest and Best Use and Market Analysis, 8 hours of real estate related, Virginia Association of Realtors
72. 53156 Appraisal Procedures, 8 hours of real estate related, Virginia Association of Realtors
73. 53158 National USPAP Update Course, 7 hours of real estate related, Virginia Association of Realtors
74. 53160 Advanced Sales Comparison and Cost Approaches, 8 hours of real estate related, Virginia Association of Realtors
75. 53163 Small Hotel/Motel Valuation, 8 hours of real estate related, Virginia Association of Realtors
76. 53166 Appraisal Principles, 8 hours of real estate related, Virginia Association of Realtors
77. 53169 General Applications, 8 hours of real estate related, Virginia Association of Realtors
78. 53172 Commercial Real Estate: Legal Update, 3 hours of legal updates, 1 hours of real estate related, Virginia Association of Realtors
79. 53173 Commercial Real Estate: Legal Update, 3 hours of legal updates, Virginia Association of Realtors
80. 53174 Legal Update, 2 hours of legal updates, Virginia Association of Realtors
81. 53175 Update on Rental Inspection Ordinance & Other Topics, 1 hour of legal updates, 1 hour of real estate related, Virginia Association of Realtors
82. 53177 Update on Rental Inspection Ordinance & Other Topics, 3 hours of legal updates, 1 hour of real estate related, Virginia Association of Realtors
83. 53179 Appraisal Review Seminar: Single-Family Residential, 7 hours of real estate related, Virginia Association of Realtors
84. 53181 FHA Appraisal Inspection From The Ground Up, 7 hours of real estate related, Virginia Association of

Realtors

1 previously reviewed course offered by an approved school was not approved; content not real estate related.

1. 52835 Email Etiquette, 1 hour real estate related, Long & Foster Institute of Real Estate

13 original applications for courses offered by approved schools were not approved.

1. 52942 Fair Housing, 2 hours of fair housing, The Professional Development Institute
2. 52944 Legal Updates & Emerging Trends, 2 hours of legal updates, The Professional Development Institute.
3. 52945 Real Estate Agency, Ethics & Standards of Practice, 1 hour of ethics and standards of conduct, 1 hour of agency, The Professional Development Institute
4. 52978 Land Use, 1 hour of real estate related, Dailey Real Estate School
5. 52985 Ethics & Standards of Conduct, 3 hours of ethics & standards of conduct, Potomac Real Estate Institute
6. 52986 Real Estate Related Subjects, 3 hours of real estate related, Potomac Real Estate Institute
7. 53003 Electronic Transactions in Real Estate, 4 hours of real estate related, Dearborn Financial Publishing
8. 53004 The Truth About Mold, 4 hours of real estate related Dearborn Financial Publishing
9. 53005 Understanding 1031 Tax-Free Exchanges, 4 hours of real estate related, Dearborn Financial Publishing
10. 53038 Fair Housing, 2 hours of fair housing, Real Estate Institute
11. 53095 Feng Shui & Real Estate - A New Mix, 3 hours of real estate related, Williamsburg Real Estate School
12. 53098 16 Hours of Continuing Education, 3 hours of fair housing, 3 hours of ethics and standards of conduct, 1 hour of legal updates, 3 hours of agency, 1 hour of contracts, 5 hours of real estate related, Housing Consultants Real Estate School
13. 53099 8 Hours of Continuing Education, 1 hour of law, 2 hours of fair housing, 3 hours of ethics and standards of conduct, 1 hour of agency, 1 hour of contracts, Housing Consultants Real Estate School

77 original applications for courses offered by approved schools for Post Education were approved, of these courses:

62 original applications for courses offered by approved schools were approved.

1. 52949 Finance, 2 hours of commercial elective topics, Virginia Association of Realtors
2. 52950 Hospitality/Entertainment, 1 hour of commercial elective topics, Virginia Association of Realtors
3. 52951 Development, 1 hour of commercial elective topics, Virginia Association of Realtors
4. 52952 Market Research, 2 hours of commercial elective topics, Virginia Association of Realtors
5. 52953 Government Relations/Government Programs, 1 hour of commercial elective topics, Virginia Association of Realtors
6. 52955 Offer to Purchase, 3 hours of residential mandatory topics, William E. Wood & Associates Real Estate Academy
7. 52957 Fair Housing, 3 hours of residential mandatory topics, William E. Wood & Associates Real Estate Academy
8. 52959 Agency Law, 3 hours of residential mandatory topics, William E. Wood & Associates Real Estate Academy
9. 52961 Ethics & Standards of Conduct/Current Industries Issues and Trends, 3 hours of residential mandatory topics, William E. Wood & Associates Real Estate Academy
10. 52964 Agency Law, 3 hours of residential mandatory topics, Dailey Real Estate School
11. 52965 Real Estate Law, 3 hours of residential mandatory topics, Dailey Real Estate School
12. 52966 Offer to Purchase, 3 hours of residential mandatory topics, Dailey Real Estate School
13. 52967 Ethics & Standards of Conduct/Current Trends, 3 hours of residential mandatory topics, Dailey Real Estate School
14. 52968 Finance, 3 hours of residential elective topics, Dailey Real Estate School
15. 52969 Property Valuation/Listing Process, 3 hours of

residential elective topics, Dailey Real Estate School

16. 52971 Technology, 3 hours of residential elective topics, Dailey Real Estate School
17. 52972 Business Planning, 2 hours of residential elective topics, Dailey Real Estate School
18. 53007 Real Estate Law, 3 hours of residential elective topics, Richmond Association of Realtors
19. 53008 Offer to Purchase, 3 hours of residential mandatory topics, Richmond Association of Realtors
20. 53010 Agency Law, 3 hours of residential mandatory topics, Richmond Association of Realtors
21. 53011 Fair Housing, 3 hours of residential mandatory topics, Richmond Association of Realtors
22. 53012 Real Estate Law, 3 hours of residential mandatory topics, Richmond Association of Realtors
23. 53013 Offer to Purchase, 3 hours of residential mandatory topics, Richmond Association of Realtors
24. 53014 Ethics and Standards of Conduct/Current Industry Issues and Trends, 3 hours of residential mandatory topics, Richmond Association of Realtors
25. 53016 Property Valuation/Listing Process, 3 hours of residential elective topics, Richmond Association of Realtors
26. 53017 Selling Process, 3 hours of residential elective topics, Richmond Association of Realtors
27. 53021 Property Valuation/Listing Process, 3 hours of residential elective topics, Richmond Association of Realtors
28. 53023 Property Valuation/Listing Process, 3 hours of residential elective topics, Richmond Association of Realtors
29. 53027 Property Valuation/Listing Process, 3 hours of residential elective topics, Richmond Association of Realtors
30. 53028 Selling Process, 3 hours of residential elective topics, Richmond Association of Realtors
31. 53029 Business Planning, 2 hours of residential elective topics, Richmond Association of Realtors

32. 53030 Land Use Issues, 1 hour of residential elective topics, Richmond Association of Realtors
33. 53052 Fair Housing, 3 hours of residential mandatory topics, Dailey Real Estate School
34. 53077 Finance, 3 hours of residential elective topics, Alpha College of Real Estate
35. 53079 Real Estate Law, 3 hours of residential mandatory topics, Alpha College of Real Estate
36. 53081 Business Planning, 2 hours of residential elective topics, Alpha College of Real Estate
37. 53083 Property Valuation/Listing Process, 3 hours of residential elective topics, Alpha College of Real Estate
38. 53086 Business Planning, 2 hours of residential elective topics, Alpha College of Real Estate
39. 53091 Land, 3 hours of commercial elective topics, Elliott & Company Appraisers
40. 53092 Property Valuation/Listing Process, 3 hours of residential elective, Elliott & Company Appraisers
41. 53093 Land Use Issues, 1 hour of residential elective topics, Elliott & Company Appraisers
42. 53107 Property Valuation/Listing Process, 3 hours of residential elective topics, The Richmond Association of Realtors
43. 53110 Offer to Purchase, 3 hours of residential mandatory topics, Prince William Association of Realtors
44. 53115 Offer to Purchase, 3 hours of residential mandatory topics, Alpha College of Real Estate
45. 53151 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
46. 53154 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
47. 53155 Market Research, 2 hours of commercial elective topics, Virginia Association of Realtors
48. 53157 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors

49. 53159 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
50. 53161 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
51. 53162 Land, 3 hours of commercial elective topics, Virginia Association of Realtors
52. 53164 Hospitality/Entertainment, 1 hour of commercial elective topics, Virginia Association of Realtors
53. 53165 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
54. 53167 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
55. 53168 Market Research, 2 hours of commercial elective topics, Virginia Association of Realtors
56. 53170 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
57. 53171 Land, 3 hours of commercial elective topics, Virginia Association of Realtors
58. 53176 Current Industry Issues and Trends, 2 hours of property management elective topics, Virginia Association of Realtors
59. 53178 Current Industry Issues and Trends, 2 hours of property management elective topics, Virginia Association of Realtors
60. 53180 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
61. 53182 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
62. 53183 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors

2 original application for courses offered by approved schools were approved pending submission of additional clock minutes.

1. 52970 Selling Process, 3 hours of residential elective

topics, Dailey Real Estate School

2. 52973 Land Use Issues, 1 hour of residential elective topics, Dailey Real Estate School

14 original application for courses offered by approved schools were approved pending submission of comprehensive course outlines.

1. 53116 Hospitality/Entertainment, 1 hour of commercial elective topics, Dearborn Financial Publishing
2. 53117 Property Owners' and Condominium Association Law; Landlord Tenant Law; Real Estate Board Regulations and Statutes; Americans with Disabilities Act, 3 hours of Commercial mandatory topics, Dearborn Financial Publishing
3. 53118 Sales, 3 hours of commercial elective topics, Dearborn Financial Publishing
4. 53119 Consulting Services, 1 hour of commercial elective topics, Dearborn Financial Publishing
5. 53120 Government Relations/Government Programs, 1 hour of commercial elective topics, Dearborn Financial Publishing
6. 53121 Development, 1 hour of commercial elective topics, Dearborn Financial Publishing
7. 53122 Franchising, 1 hour of commercial elective topics, Dearborn Financial Publishing
8. 53123 Market Research, 2 hours of commercial elective topics, Dearborn Financial Publishing
9. 53124 Development, 1 hour of commercial elective topics, Dearborn Financial Publishing
10. 53125 Finance, 2 hours of commercial elective topics, Dearborn Financial Publishing
11. 53126 Contract Writing; Handling Customer Deposits; Agency 3 hours of commercial mandatory topics, Dearborn Financial Publishing
12. 53127 Listing Property; Leasing Property; Current Industry Issues and Trends, 3 hours of commercial mandatory Topics, Dearborn Financial Publishing
13. 53128 Leasing, 4 hours of commercial elective topics, Dearborn Financial Publishing
14. 53129 Property Management, 2 hours of commercial elective topics, Dearborn Financial Publishing

- C. 2 original pre-licensing courses offered by approved schools were approved.
1. Principles of Real Estate (**CRP**), New Star Realty, Fairfax, Va
  2. Principles of Real Estate (**CRP**), Cooke Real Estate School Headquarters, Inc.,

D. 12 pre-licensing instructor applications were approved.

1. Frank L. Cooke, Jr.
2. Kim S. Kazar
3. Gurdon S. Buck
4. Suzanne Gaffney
5. Mary M. Lyons
6. Sandra J. Pugh
7. Billie S. Levesque
8. Karin E. Knowles
9. Melanie Hovanec Hamel
10. Stephen F. Lizik
11. William J. Nordman
12. Stephen E. Mayes

1 pre-licensing instructor application was not approved.

1. Maryanne Michael Dertilis

E. 4 continuing education instructors were approved for a previously approved course.

1. David S. Black, Course #08002, National Business Institute
2. Michelle Rosati Leggett, Course #08002, National Business Institute
3. Shirley J. Conner, Course #52192, 52204, 52198, 52295, 52202, 52190, 52206, 52196, 52213, 52191, 52203, 52197, 52294, 52201, 52193, 52205, 52359 and 52195. Alpha College of Real Estate
4. Sandra A. Hines, Course #52377, Alpha College of Real Estate

19 applications for continuing education instructors for a previously approved course, were approved contingent upon submission of additional information and review and approval by the committee chair.

1. Mary Otis, Course #52968, 52673, 52697, 52784, 27799, 15498, 11899, 11799, 25099, 52700, 52803, 52699, 52674, 52767, 52786, 52787, 52700, 52538, 52539, N52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
2. F. A. Dan Daniels, Course #52673, 52697, 52784, 52773, 52771, 52788, 52805, 52699, 52674, 52576, 52578, 52546, 27799, 15498, 11899, 11799, 25099, 52750, 52767, 52770, 52769, 52776, 52803, 52805, 52786, 52787, 52700, 52538, 52539, 52774, 52772, 52751,

52579, 52577, 52575, 52578, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors

3. Larry Anderson, Course #52673, 52697, 52784, 52773, 52771, 52788, 27799, 15498, 11899, 11799, 25099, 23000, 52700, 52803, 52805, 52699, 52674, 52750, 52767, 52770, 52769 52776, 52786, 52787, 52700, 52538, 52539, 52774, 52772, 52769, 52751, 52579, 52577, 52575, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
4. Susan Daly, Course #52673, 52697, 52784, 52773, 52771, 52788, 52805, 52699, 52674, 27799, 15498, 11899, 11799, 25099, 52750, 52767, 52770, 52769 52776, 52803, 52786, 52787, 52700, 52538, 52539, 52774, 52772, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
5. Betsy O'Brien, Course #52673, 52697, 52784, 52773, 52771, 52788, 52805, 52699, 52674, 27799, 15498, 11899, 11799, 25099, 52750, 52767, 52770, 52769 52776, 52803, 52805, 52786, 52787, 52700, 52538, 52539, 52774, 52772, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620 Northern Virginia Association of Realtors
6. Donald Brotman, Course #52673, 52697, 52784, 52773, 52771, 52788, 52805, 52699, 52674, 27799, 15498, 11899, 11799, 25099, 52750, 52767, 52770, 52769 52776, 52803, 52805, 52786, 52787, 52700, 52538, 52539, 52774, 52772, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620 Northern Virginia Association of Realtors
7. Dee Hester, Course #52673, 52697, 52784, 52805, 52699, 52674, 27799, 15498, 11899, 11799, 15498, 11899, 11799, 25099, 52767, 52803, 52805, 52786, 52787, 52700, 52538, 52539, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
8. Win Singleton, Course #52673, 52697, 52784, 52804, 52699, 52674, 27799, 15498, 11899, 11799, 25099, 52767, 52803, 52786, 52787, 52700, 52538, 52539, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
9. Jerome "Jerry" Friedlander, Course #52673, 52697, 52784, 27799, 15498, 11899, 11799, 25099, 52700, 52803, 52805, 52699, 52674, 52767, 52786, 52787, 52700, 52538, 52539, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
10. Carolyn Ratner, Course #52673, 52697, 52784, 52805, 52699, 52674, 27799, 15498, 11899, 11799, 25099, 52767, 52803, 52786, 52787, 52700, 52538, 52539, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576,

52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors

11. Virginia McGee, Course #52673, 52697, 52784, 27799, 15498, 11899, 11799, 25099, 52700, 52803, 52805, 52699, 52674, 52767, 52786, 52787, 52700, 52538, 52539, N52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
12. Matthew Kahn, Course #52673, 52697, 52784, 52805, 52699, 52674, 27799, 15498, 11899, 11799, 25099, 52767, 52803, 52805, 52786, 52787, 52700, 52538, 52539, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
13. Trish Szego, Course #52773, 52771, 52788, 52576, 52578, 52546, 15498, 11899, 11799, 52750, 52770, 52769, 52776, 52538, 52539, 52774, 52772, 52751, 52579, 52577, 52575, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
14. Esther Pryor, Course #52773, 52771, 52788, 52576, 52578, 52546, 15498, 11899, 11799, 52750, 52770, 52769, 52776, 52538, 52539, 52774, 52772, 52751, 52579, 52577, 52575, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
15. Matthew A. Medaries, Course #00300, 08599, and 27799, Northern Virginia Association of Realtors
16. Doug Enger, Course #20200, Northern Virginia Association of Realtors
17. Thomas J. Lynch, Course # 52805, 52699, 52674, 52786, 52803, 52787, 52767, 52700, 20598, 52784, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
18. Florence Daniels, Course #52538, 52539, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors
19. Jesse Dennehy, Course #52538, 52539, 52774, 52773, 52770, 52776, 52772, 52771, 52769, 52751, 52579, 52577, 52575, 52750, 52578, 52576, 52571, 52573, 52618, 52572, 52574, and 52620, Northern Virginia Association of Realtors

There being no further business nor public comment, the meeting adjourned at 5:40 p.m.