

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

January 26, 2005

The Real Estate Board Education Committee met on Wednesday, January 26, 2005 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

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

Staff Members present: Tammie Hall, Education Administrator

The meeting was called to order at 3:10 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

A. 5 new proprietary school applications were approved:

1. Peninsula Housing & Builders Association, Newport News, VA
Contact: Lynn Kirk
2. Institute for Partnership Solutions, Fairfax, VA, Contact:
Melvin Murphy
3. Real Estate Information Network, Inc., Virginia Beach, VA,
Contact: Joan Griffey
4. Gold Coast Professional Schools, Tamarac, FL, Contact: Allen
Colp
5. Charles Clarke Consulting, Inc., Gainesville, GA, Contact:
Shona Hood

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

1. 53198 Real Estate Related Investments in IRA's & Qualified
Plans, 8 hours of real estate related, Entrust
Administration
2. 53199 Negotiating Complex Real Estate Transactions, 8 hours of
real estate related, Lorman Business Center, Inc.

3. 53200 Law of Easements: Legal Issues and Practical Considerations, 7 hours of real estate related, Lorman Business Center, Inc.
4. 53206 Virginia Local Taxes: From Property Tax To BPOL, 8 hours of real estate related, Lorman Business Center, Inc.
5. 53207 Home Defects: How to Spot, Correct, and Avoid Them, 7 hours of real estate related, Arlington Public Schools Adult Education Program
6. 53221 Fundamentals of Commercial Real Estate, 4 hours of real estate related, Richmond Association of Realtors
7. 53229 Appraising High Value Properties, 4 hours of real estate related, McKissock
8. 53264 Managing Risk, 4 hours of real estate related, Moseley Dickinson Academy of Real Estate
9. 53265 Legal Update & Real Estate Law, 3 hours of legal updates, Peninsula Real Estate School
10. 53274 New Construction Contracts, 3 hours of contracts, Richmond Association of Realtors
11. 53275 Determining Real Estate Title Marketability, 3 hours of legal updates, Richmond Association of Realtors
12. 53277 Crime Free Multi Housing, 1 hour of legal updates, 6 hours of real estate related, Richmond Association of Realtors
13. 53284 The Facts on Underground Storage Tanks, 3 hours of legal updates, Richmond Association of Realtors
14. 53291 Law of Easements: Legal Issues And Practical Considerations, 7 hours of real estate related, Lorman Business Center, Inc.
15. 53292 Land Use Issues, 1 hour of real estate related, Dailey Real Estate School
16. 53293 Legal Updates, Emerging Trends & Agency for Brokers & Managers, 2 hours of legal updates, 1 hour of agency, Peninsula Real Estate School
17. 53300 Credit Scoring, 2 hours of real estate related, Richmond Association of Realtors
18. 53303 16 Hours of Continuing Education, 3 hours of fair housing, 3 hours of ethics & standards of conduct, 1 hour of legal updates, 3 hours of agency, 1 hour of contracts, and 5 hours of real estate related, Housing Consultants Real Estate School
19. 53304 The Tax Deferred Exchange: IRC Section 1031, 4 hours

- of real estate related, Richmond Association of Realtors
20. 53306 Evaluating Commercial Construction, 8 hours of real estate related, Northern Virginia Association of Realtors
 21. 53307 Evaluating Residential Construction, 8 hours of real estate related, Northern Virginia Association of Realtors
 22. 53308 Real Estate Investment and Tax Strategies, 8 hours of real estate related, Northern Virginia Association of Realtors
 23. 53309 Surviving Home Inspections: Environment, Home Inspections and the Property Condition Clause, 3 hours of real estate related, Northern Virginia Association of Realtors
 24. 53310 Understanding Residential Construction: New & Existing Housing, 3 hours of real estate related Northern Virginia Association of Realtors
 25. 53311 Technology...Driving Your Success!, 8 hours of real estate related, Northern Virginia Association of Realtors
 26. 53313 Advanced Applications, 8 hours of real estate related, Virginia Association of Realtors
 27. 53315 The Americas and International Real Estate, 7 hours of real estate related, Virginia Association of Realtors
 28. 53317 The Middle East and Africa and International Real Estate, 7 hours of real estate related, Virginia Association of Realtors
 29. 53319 Agency: Best Agency Practices, 1 hour of agency, Virginia Association of Realtors
 30. 53326 Disclosure 101: When to Speak, When to Shut Up, and When to Run!, 2 hours of real estate related Virginia Association of Realtors
 31. 53334 Mold, Moisture, and Mildew, Oh My!, 3 hours of real estate related, Virginia Association of Realtors
 32. 53336 Getting the Most Accurate Appraisal, 3 hours of real estate related, Virginia Association of Realtors
 33. 53338 Analyzing Commercial Lease Clauses - Implications for Property Value and Marketability, 7 hours of real estate related, Virginia Association of Realtors
 34. 53340 Appraisals and Real Estate Lending: What Every Banker

- Should Know, 7 hours of real estate related, Virginia Association of Realtors
35. 53342 Appraising Manufactured Housing, 7 hours of real estate related, Virginia Association of Realtors
 36. 53344 Asia/Pacific and International Real Estate, 7 hours of real estate related, Virginia Association of Realtors
 37. 53346 Essentials of International Real Estate, 7 hours of real estate related, Virginia Association of Realtors
 38. 53348 Europe and International Real Estate, 7 hours of real estate related, Virginia Association of Realtors
 39. 53350 Investment & Financial Analysis and International Real Estate, 7 hours of real estate related, Virginia Association of Realtors
 40. 53353 Fair Housing, 3 hours of fair housing, Real Estate Career Academy
 41. 53355 Laws and Regulations Impacting Licensees, 3 hours of legal updates, William E. Wood and Associates
 42. 53359 Coaching for the Real Estate Professional, 4 hours of real estate related, New Millennium University
 43. 53360 Landlording and Property Management for the Small Investor, 4 hours of real estate related, New Millennium University
 44. 53361 Fair Housing, 3 hours of fair housing, Long & Foster Institute of Real Estate
 45. 53362 Environmental Issues (CRP), 1 hour of real estate related, Long & Foster Institute of Real Estate
 46. 53363 Special Mortgage Programs (CRP), 4 hours of real estate related, Long & Foster Institute of Real Estate
 47. 53366 Affordable Housing Through Affordable Lending, 2 hours of real estate related, Virginia Association of Realtors
 48. 53368 Affordable Housing Through Affordable Lending, 4 hours of real estate related, Virginia Association of Realtors
 49. 53370 2005 Ethics Seminar, 3 hours of ethics & standards of conduct, Virginia Association of Realtors
 50. 53372 Disclose, Disclose, disclose: Home Much Disclosure Is Too Much?, 3 hours of real estate related, Virginia Association of Realtors

51. 53374 Regional Sales Contract, 4 hours of real estate related, MAI Institute
52. 53377 Residential Finance, 4 hours of real estate related, MAI Institute
53. 53383 16 Hour Continuing Education Course, 3 hours of fair housing, 3 hours of ethics & standards of conduct, 1 hour of legal updates, 2 hours of agency, 2 hours of contracts and 5 hours of real estate related, Alpha College of Real Estate
54. 53384 Mold, Real Estate, and Property Management Professionals, 2 hours of real estate related, Alpha College of Real Estate
55. 53390 Contract to Closing, 2 hours of real estate related, Alpha College of Real Estate
56. 53394 Property or Business Interruption Plans for Real Estate, 2 hours of real estate related, Alpha College of Real Estate
57. 53395 Picking Up The Pieces After Fire Damage, 2 hours of real estate related, Alpha College of Real Estate
58. 53399 Truth About Water Damage Restoration, 2 hours of real estate related, Alpha College of Real Estate
59. 53404 Procuring Cause-Who Shook the Tree? Who Gathered Apples?, 3 hours of ethics & standards of conduct, Prince William Association of Realtors
60. 53405 May The Code Be With You: Ethics/Grievance Training, 3 hours of ethics & standards of conduct, Prince William Association of Realtors
61. 53407 Commercial Real Estate: Like Kind Exchanges, 3 hours of real estate related, Prince William Association of Realtors

1 original application for a course offered by an approved school was not approved due to insufficient comprehensive outline.

1. 53302 16 Hr. Continuing Education for Real Estate, 3 hours of fair housing, 3 hours of legal updates, 3 hours of ethics & standards of conduct, 3 hours of agency, 3 hours of contracts and 1 hour of real estate related, Winchester City Public Schools

8 original applications were approved for schools with pending applications.

1. 53230 Introduction to MLXChange, 3 hours of real estate related, Real Estate Information Network, Inc.
2. 53231 Technology (Introduction to MLXchange), 3 hours in Elective Topics in Residential Real Estate, Real Estate Information Network, Inc.
3. 53232 MLXChange Advanced Class, 3 hours of real estate related, Real Estate Information Network, Inc.
4. 53233 Technology (MLXChange Advanced Class), 3 hours in Elective Topics in Residential Real Estate, Real Estate Information Network, Inc.
5. 53234 MLXChange Designer Tool, 3 hours of real estate related, Real Estate Information Network, Inc.
6. 53235 Technology (MLXChange Designer Tool), 3 hours in Elective Topics in Residential Real Estate, Real Estate Information Network, Inc.
7. 53288 Certified Networking Professional For Realtors, 8 hours of real estate related, Institute for Partnership Solutions
8. 53352 Consumer Relations: A National and Local Perspective, 3 hours of real estate related, Charles Clarke Consulting, Inc.

82 original applications for courses offered by approved schools for Post Education were approved.

1. 53222 Other Real Estate Related Course, 4 hours of commercial elective topics, Richmond Association of Realtors
2. 53223 Finance, 2 hours of residential elective topics, Richmond Association of Realtors
3. 53266 Technology, 2 hours of residential elective topics, Richmond Association of Realtors
4. 53267 Other Real Estate Related Course, 1 hour of residential elective topics, Richmond Association of Realtors
5. 53268 Other Real Estate Related Course, 1 hour of residential elective topics, Richmond Association of Realtors

6. 53269 Other Real Estate Related Course, 1 hour of residential elective topics, Richmond Association of Realtors
7. 53270 Other Real Estate Related Course, 1 hour of residential elective topics, Richmond Association of Realtors
8. 53271 Other Real Estate Related Course, 2 hours of residential elective topics, Richmond Association of Realtors
9. 53272 Other Real Estate Related Course, 2 hours of residential elective topics, Richmond Association of Realtors
10. 53273 Offer to Purchase, 3 hours of residential mandatory topics, Richmond Association of Realtors
11. 53276 Real Estate Law, 3 hours of residential mandatory topics, Richmond Association of Realtors
12. 53278 Current Industry Issues and Trends, 4 hours of property management elective topics, Richmond Association of Realtors
13. 53279 Tenant/Landlord Relationships, 1 hour of property management elective topics, Richmond Association of Realtors
14. 53280 Other Real Estate Related Course, 2 hours of property management elective topics, Richmond Association of Realtors
15. 53281 Other Real Estate Related Course, 2 hours of residential elective topics, Richmond Association of Realtors
16. 53282 Finance, 2 hours of residential elective topics, Richmond Association of Realtors
17. 53283 Finance, 1 hour of residential elective topics, Richmond Association of Realtors
18. 53285 Real Estate Law, 3 hours of residential mandatory topics, Richmond Association of Realtors
19. 53289 Real Estate Law, 3 hours of residential mandatory topics, MBH Settlement Group
20. 53290 Real Estate Law, 3 hours of residential mandatory topics, MBH Settlement Group
21. 53301 Finance, 2 hours of residential elective topics, Richmond Association of Realtors
22. 53305 Finance, 4 hours of residential elective topics,

Richmond Association of Realtors

23. 53312 Technology, 3 hours of residential elective topics, Northern Virginia Association of Realtors
24. 53314 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
25. 53316 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
26. 53318 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
27. 53320 Other Real Estate Related Course, 1 hour of residential elective topics, Virginia Association of Realtors
28. 53321 Business Planning, 4 hours of residential elective topics, Virginia Association of Realtors
29. 53322 Business Planning, 3 hours of residential elective topics, Virginia Association of Realtors
30. 53323 Other Real Estate Related Course, 2 hours of residential elective topics, Virginia Association of Realtors
31. 53324 Other Real Estate Related Course, 4 hours of commercial elective topics, Virginia Association of Realtors
32. 53325 Other Real Estate Related Course, 3 hours of commercial elective topics, Virginia Association of Realtors
33. 53327 Other Real Estate Related Course, 2 hours of residential elective topics, Virginia Association of Realtors
34. 53328 Other Real Estate Related Course, 2 hours of residential elective topics, Virginia Association of Realtors
35. 53329 Other Real Estate Related Course, 2 hours of residential elective topics, Virginia Association of Realtors
36. 53330 Other Real Estate Related Course, 3 hours of residential elective topics, Virginia Association of Realtors
37. 53331 Other Real Estate Related Course, 2 hours of residential elective topics, Virginia Association of Realtors

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- 38. 53332 Other Real Estate Related Course, 2 hours of residential elective topics, Virginia Association of Realtors
- 39. 53333 Other Real Estate Related Course, 2 hours of residential elective topics, Virginia Association of Realtors
- 40. 53335 Other Real Estate Related Course, 3 hours of residential elective topics, Virginia Association of Realtors
- 41. 53337 Property Valuation/Listing Process, 3 hours of residential elective topics, Virginia Association of Realtors
- 42. 53339 Leasing, 4 hours of commercial elective topics, Virginia Association of Realtors
- 43. 53341 Finance, 4 hours of commercial elective topics, Virginia Association of Realtors
- 44. 53343 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
- 45. 53345 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
- 46. 53347 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
- 47. 53349 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
- 48. 53351 Other Real Estate Related Course, 4 hours of residential elective topics, Virginia Association of Realtors
- 49. 53354 Fair Housing, 3 hours of residential mandatory topics, Real Estate Career Academy
- 50. 53356 Real Estate Law, 3 hours of residential mandatory topics, William E. Wood and Associates
- 51. 53357 Other Real Estate Related Course, 4 hours of residential elective topics, Northern Virginia Association of Realtors
- 52. 53358 Selling Process, 3 hours of residential elective topics, GSH Training Company

53. 53364 Property Valuation/Listing Process, 3 hours of residential elective topics, Long & Foster Institute of Real Estate
54. 53365 Fair Housing, 3 hours of residential mandatory topics, Long & Foster Institute of Real Estate
55. 53367 Finance, 2 hours of residential elective topics, Virginia Association of Realtors
56. 53369 Finance, 4 hours of residential elective topics, Virginia Association of Realtors
57. 53371 Ethics and Standards of Conduct/Current Industry Issues and Trends, 3 hours of residential mandatory Topics, Virginia Association of Realtors
58. 53373 Other Real Estate Related Course, 3 hours of residential elective topics, Virginia Association of Realtors
59. 53375 Offer to Purchase, 3 hours of residential mandatory topics, MAI Institute
60. 53376 Selling Process, 4 hours of residential elective topics, MAI Institute
61. 53378 Finance, 4 hours of residential elective topics, MAI Institute
62. 53379 Property Valuation/Listing Process, 4 hours of residential elective topics, MAI Institute
63. 53380 Ethics & Standards of Conduct/Current Industry Issues and Trends, 3 hours of residential mandatory topics, MAI Institute
64. 53381 Business Planning, 2 hours of residential elective topics, MAI Institute
65. 53382 Agency Law, 3 hours of residential mandatory, MAI Institute
66. 53385 Other Real Estate Related Course, 2 hours of residential elective topics, Alpha College of Real Estate
67. 53386 Contractor/Maintenance Employee Relationship, 2 hours of property management elective topics, Alpha College of Real Estate
68. 53387 Other Real Estate Related Course, 2 hours of commercial elective topics, Alpha College of Real Estate
69. 53388 Other Real Estate Related Course, 1 hour of residential elective topics, Alpha College of Real

Estate

- 70. 53389 Other Real Estate Related Course, 2 hours of residential elective topics, Alpha College of Real Estate
- 71. 53391 Other Real Estate Related Course, 2 hours of commercial elective topics, Alpha College of Real Estate
- 72. 53392 Other Real Estate Related Course, 2 hours of property management elective topics, Alpha College of Real Estate
- 73. 53393 Other Real Estate Related Course, 2 hours of residential elective topics, Alpha College of Real Estate
- 74. 53396 Other Real Estate Related Course, 2 hours of property management elective topics, Alpha College of Real Estate
- 75. 53397 Other Real Estate Related Course, 2 hours of commercial elective topics, Alpha College of Real Estate
- 76. 53398 Other Real Estate Related Course, 2 hours of residential elective topics, Alpha College of Real Estate
- 77. 53400 Other Real Estate Related Course, 2 hours of residential elective topics, Alpha College of Real Estate
- 78. 53401 Other Real Estate Related Course, 2 hours of property management elective topics, Alpha College of Real Estate
- 79. 53402 Other Real Estate Related Course, 2 hours of commercial elective topics, Alpha College of Real Estate
- 80. 53403 Ethics & Standards of Conduct/Current Industry Issues & Trends, 3 hours of residential mandatory topics, Prince William Association of Realtors
- 81. 53406 Ethics & Standards of Conduct/Current Industry Issues & Trends, 3 hours of residential mandatory topics, Prince William Association of Realtors
- 82. 53408 Other Real Estate Related Course, 3 hours of commercial elective topics, Prince William Association of Realtors

C. 6 pre-licensing instructor applications were approved.

1. Elizabeth Whiteed Moose
2. Paul V. Hammerton
3. Lynn G. Grimsley
4. James Greer
5. Judy R. Frates
6. Gina M. Chatham

1 pre-licensing instructor application was not approved.

1. Maryanne M. Dertilis

D. 10 continuing education instructors were approved for a previously approved course.

1. Jackie Barrett, Course #52541, 52544, 52542, 52543, 52281, 52282, 52283 and 52284, MBH Settlement Group
2. Lisa Bosse, Course #52541, 52544, 52542, 52543, 52281, 52282, 52283 and 52284, MBH Settlement Group
3. Jeff Nowak, Course #52541, 52544, 52542, 52543, 52281, 52282, 52283 and 52284, MBH Settlement Group
4. Todd Condron, Course #52541, 52544, 52542 and 52543, MBH Settlement Group
5. Thomas Donnelly, Course #52541, 52544, 52542, and 52543, MBH Settlement Group
6. Tina LePoer, Course #52541, 52544, 52542 and 52543, MBH Settlement Group
7. Michael May, Course #52281, 52282, 52283 and 52284, MBH Settlement Group
8. Nathan Zaleski, Course #52281, 52282, 52283 and 52284, MBH Settlement Group
9. Douglas R. Harrison, course #52239 and 52240, Dulles Area Real Estate School
10. Jimmy Prescott, Course #9002, Real Estate Career Academy

There being no further business nor public comment, the meeting adjourned at 5:15 p.m.