

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

May 13, 2009 Meeting

DRAFT

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. New Star Realty & Investment Corporation,
t/a New Star Realty School, Fairfax, VA
Contact: Susan Oh
2. DHI Mortgage Company, LTD., Fairfax, VA
Contact: Jennifer Hedgepeth

IV. Continuing Education Courses

A. Previously approved continuing education courses, approved school:

1. *59627 2009 Ethics Seminar, 3 hours Ethics & Standards of Conduct, Montague Miller Real Estate Academy
2. 59687 Virginia 16-hour C.E. Renewal Package (On-line) 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Contracts, 1 hour Real Estate Agency, 8 hours Real Estate Related, One Stop Real Estate School
3. *59689 How to do a Like Kind Exchange of Real Estate, 4 hours Real Estate Related, Top Producer Academy of Real Estate
4. *59691 Advanced 1031 Exchanges, 4 hours Real Estate Related, Top Producer Academy of Real Estate
5. *59713 NAR Green Designation Core Course, 8 hours Real Estate Related, Peninsula Real Estate School

B. Original application for continuing education courses, approved school:

1. 59579 New Fannie Mae Form 1004MC & More, 7 hours Real Estate Related, McKissock, LP
2. 59584 2009 SIOR Spring World Conference, 8 hours Real Estate Related, SIOR
3. *59585 Broker Market Analysis, 2 hours Real Estate Related, Alpha College of Real Estate
4. 59593 Real Estate Mathematics (On-line), 3 hours Real Estate Related, McKissock, LP
5. 59594 Mortgage Products 101 (On-line), 3 hours Real Estate Related, Continuing Ed Express LLC
6. *59595 Radon in Virginia Real Estate Transactions, 2 hours Real Estate Related VAR
7. *59597 Agency Issues in Today's Market, 2 hours Real Estate Agency, Moseley-Dickinson Academy of Real Estate
8. 59599 Foreclosures, 3 hours Real Estate Related, The Frederick Academy of Real Estate
9. 59601 Short Sales Done the Right Way, 3 hours Real Estate Related, The Frederick Academy of Real Estate
10. *59604 RI 414: Negotiation: Working for a Yes, 7 hours Real Estate Related, VAR
11. *59612 Wills, Estate and Title Issues, 1 hour Real Estate Related, Alpha College of Real Estate
12. *59614 Business Planning (On-line), 2 hours Real Estate Related, Career Webschool
13. 59616 Benefits of FHA & Selling HUD Homes, 4 hours Real Estate Related, Gracious School of Real Estate
14. *59617 An Introduction to Short Sales and the Short Sale Addendum, 1 hour Real Estate Contracts, MBH Settlement Group, LC
15. 59619 Growing Your Business with FHA, 2 hours Broker Management, Williamsburg Real Estate School
16. *59620 Growing Your Business with FHA, 2 hours Real Estate Related, Williamsburg Real Estate School
17. *59629 Night Court: Contracts Now, What's Hot, What's Not, 2 hours Real Estate Contracts, Peninsula Real Estate School
18. *59631 How to Price that Listing to Sell, 4 hours Real Estate Related, NVAR
19. *59634 Asia/Pacific & International Real

- 20. *59636 Estate, 8 hours Real Estate Related, NRVAR
Europe & International Real Estate, 8
hours Real Estate Related, NRVAR
- 21. 59638 Legal Updates, 1 hour Legal Updates, NRVAR
- 22. 59639 Contract Writing, 1 hour Real Estate
Contracts, NRVAR
- 23. 59640 Agency I, 1 hour Real Estate Agency, NRVAR
- 24. *59641 The Americas & International Real Estate,
8 hours Real Estate Related, NRVAR
- 25. *59645 Investment & Financial Analysis for
International Real Estate, 8 hours Real
Estate Related, NRVAR
- 26. *59647 Property Management in a Roiled Market, 2
hours Legal Updates and 1 hour Real Estate
Contracts, VAR
- 27. *59649 Property Management in a Roiled Market, 1
hour Legal Updates and 1 hour Real Estate
Contracts, VAR
- 28. 59651 Property Management in a Roiled Market, 2
hours Broker Management, VAR
- 29. 59652 Property Management in a Roiled Market, 3
hours Broker Management, VAR
- 30. *59653 RI 412: Construction & Selling New Homes,
7 hours Real Estate Related, VAR
- 31. *59655 Making Money in a Buyers Market -
Sell your Listings/Close your Buyers, 2
hours Real Estate Related, VAR
- 32. *59657 Lease Options, Land Contracts, Wraps &
Bankruptcy: Plan B, 1 hour Real Estate
Contracts and 2 hours Real Estate Related,
VAR
- 33. *59659 Tackling Ethical Behavior & Highest & Best
Use, 7 hours Real Estate Related, VAR
- 34. *59661 Twenty Important Legal Issues Realtors
Face Every Year-The Law/The Practice, 2
hours Legal Updates, FSLAWVA Real Estate
Educators, LLC
- 35. 59663 Persuasive Management Communication (On-
Line and CRP), 3 hours Broker Management,
Potomac Real Estate School
- 36. 59664 The Winning Sales Meeting (On-line and
CRP), 2 hours Broker Management, Potomac
Real Estate School
- 37. *59667 Short Sales, 1 hour Real Estate Related,
William E. Wood & Associates Academy
- 38. *59669 FHA 203 K, 1 hour Real Estate Related,
Education in Reverse
- 39. 59671 Liens, Taxes & Foreclosures (On-line), 4

40. 59672 hours Real Estate Related, McKissock, LP
What Real Estate Professionals Need to know about FHA (On-line), 4 hours Real Estate Related, McKissock, LP
41. 59673 Today's MLS: New Paradigms, Better Results (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
42. *59674 Property Manager's Duty to Tenant, 4 hours Legal Updates, RAR
43. *59676 Property Manager's Duty to Owner, 3 hours Real Estate Contracts, and 1 hour Real Estate Related, RAR
44. *59678 The Security Deposits, 4 hours Legal Updates, RAR
45. *59680 Breach of Lease Issues, 4 hours Legal Updates, RAR
46. 59682 Agency Law - Avoiding Agent Pitfalls, 2 hours Broker Management, Peninsula Real Estate School
47. 59683 Building A Successful Sales Team (On-line, and CRP), 3 hours Broker Management, Potomac Real Estate School
48. 59684 Broker Management (On-line, and CRP), 8 hours Broker Management, Potomac Real Estate School
49. *59685 Dealing with Short Sales in the Changing Market, 2 hours Real Estate Related, FSLAWVA Real Estate Education, LLC
50. *59703 RESPA Workshop: What Every RE Professional Needs to Know, 2 hours Legal Updates, RAR
51. *59709 Property Management in a Roiled Market, 1 hour Legal Updates, and 1 hour Real Estate Contracts, Peninsula Real Estate School
52. 59711 Property Management in a Roiled Market, 2 hours Broker Management, Peninsula Real Estate School
53. *59715 Case Studies on Contract Acceptance & Delivery, 3 hours Real Estate Related, Liz Moore University
54. *59717 Fiscal Literacy - Navigating Your Clients Through the Mine Fields of Today's Financial Crisis, 6 hours Real Estate Related, VAR
55. *59720 Top Producer 8I, 7 hours Real Estate Related, PWAR
56. *59722 Managing Your Practice with Top Producer 8I, 7 hours Real Estate Related, PWAR

57. *59725 Death, Divorce & Bankruptcy (On-line and CRP), 2 hours Real Estate Related, Alpha College of Real Estate
58. *59727 Foreclosure, 1 hour Real Estate Related, Alpha College of Real Estate
59. *59729 Short Sales (On-line and CRP), 2 hours Real Estate Related, Alpha College of Real Estate
60. *59731 Reverse Mortgages, 1 hour Real Estate Related, Alpha College of Real Estate
61. *59733 VHDA/State/County Assistance, 3 hours Real Estate Related, PWAR
62. *59736 Sold! Skills: Using Absorption Rate Pricing, 2 hours Real Estate Related, William E. Wood & Associates
63. *59738 Ninja Nine to Swimming in Abundance, 2 hours Real Estate Related, William E. Wood & Associates Academy
64. *59740 Liens on Real Property, Decedents, and Augmented Estates, 2 hours Real Estate Related, William E. Wood & Associates Academy
65. *59742 Foreclosures, 1 hour Real Estate Related, William E. Wood & Associates Academy

V. Post License Education Courses

A. Previously approved post license education courses, approved school:

1. *59628 2009 Ethics Seminar (Ethics & Standards of Conduct/ Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Montague Miller Real Estate Academy
2. *59690 How to do a Like Kind Exchange of Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Top Producer Academy of Real Estate
3. *59692 Advanced 1031 Exchanges (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Top Producer Academy of Real Estate
4. 59693 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, One Stop Real Estate School

5. 59695 Agency Law (On-line), 3 hour
Residential Real Estate Mandatory
Topics, One Stop Real Estate School
6. 59696 Fair Housing (On-line), 3 hours
Residential Real Estate Mandatory
Topics, One Stop Real Estate School
7. 59697 Land Use Issues (On-line), 1 hour
Residential Real Estate Elective
Topics, One Stop Estate School
8. 59698 Offer to Purchase (On-line), 3 hours
Residential Real Estate Mandatory
Topics, One Stop Real Estate School
9. 59699 Property Valuation/Listing Process
(On-line), 3 hours Residential Real
Estate Elective Topics, One Stop Real
Estate School
10. 59700 Ethics & Standards of Conduct/Current
Industry & Trends (On-line), 3 hours
Residential Real Estate Mandatory
Topics, One Stop Real Estate School
11. 59701 Real Estate Law (On-line), 3 hours
Residential Real Estate Mandatory
Topics, One Stop Real Estate School
12. 59702 Technology (On-line), 3 hours
Residential Real Estate Elective
Topics, One Stop Real Estate School
13. 59712 NAR Green Designation Core Course -
Part B (Other Real Estate Related), 4
hours Residential Real Estate
Elective Topics, Peninsula Real
Estate School
14. *59714 NAR Green Designation Core Course
(Land Use Issues), 4 hours
Residential Real Estate Elective
Topics, Peninsula Real Estate School
15. 59735 Virginia Real Estate: Finance
(Online)(Finance), 3 hours
Residential Real Estate Elective
Topics, One Stop Real Estate School

B. Original application for post license education courses,
approved school:

1. *59586 Broker Market Analysis (Property
Valuation/Listing Process), 2 hours
Residential Real Estate Elective
Topics, Alpha College of Real Estate
2. *59596 Radon in Virginia Real Estate

- Transactions (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
3. *59598 Agency Issues in Today's Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
 4. *59605 RI 414: Negotiation: Working for a Yes (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
 5. *59613 Wills, Estate and Title Issues, 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate Business Planning (Online), 2 hours Residential Real Estate Elective Topics, Career Webschool
 7. *59618 An Introduction to Short Sales and the Short Sale Addendum, 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
 8. *59621 Growing Your Business with FHA (Finance), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
 9. 59626 Asia/Pacific & International Real Estate I (Selling Process), 4 hours Residential Real Estate Elective Topics, NRVAR
 10. *59630 Night Court: Contracts Now, What's Hot, What's Not (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 11. *59632 How to Price that Listing to Sell (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, NVAR
 12. 59633 Europe & International Real Estate - 1, (Finance), 4 hours Residential Real Estate Elective Topics, NRVAR
 13. *59635 Asia/Pacific & International Real Estate (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, NRVAR
 14. *59637 Europe & International Real Estate (Other Real Estate Related), 4 hours

- Residential Real Estate Elective Topics, NRVAR
15. *59642 The Americas & International Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NRVAR
 16. 59643 The Americas & International Real Estate - I (Selling Process), 4 hours Residential Real Estate Elective Topics, NRVAR
 17. 59644 Investment & Financial Analysis for International Real Estate - I (Finance), 4 hours Residential Real Estate Elective Topics, NRVAR
 18. *59646 Investment & Financial Analysis for International Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NRVAR
 19. *59648 Property Management in a Roiled Market (Other Real Estate Related), 3 hours Property Management Elective Topics, VAR
 20. *59650 Property Management in a Roiled Market (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
 21. *59654 RI 412: Construction & Selling New Homes (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
 22. *59656 Making Money in a Buyers Market - Sell your Listings/Close your Buyers (Selling Process), 2 hours Residential Real Estate Elective Topics
 23. *59658 Lease Options, Land Contracts, Wraps & Bankruptcy: Plan B (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
 24. *59660 Tackling Ethical Behavior & Highest & Best Use (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, VAR
 25. *59662 Twenty Important Legal Issues Realtors Face Every Year - The Law/The Practice (Other Real Estate Related), 2 hours Residential Real

- Estate Elective Topics, FSLAWVA Real Estate Education, LLC
26. *59668 Short Sales, (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, William E. Wood & Associates Academy
27. *59670 FHA 203 K (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Education in Reverse
28. *59675 Property Manager's Duty to Tenant (Tenant/Landlord Relationship), 4 hours Property Management Elective Topics, RAR
29. *59677 Property Manager's Duty to Owner (Contract Writing & Agency), 4 hours Property Management Mandatory Topics, RAR
30. *59679 The Security Deposits (Board Regulations & Statutes; Escrow Management & Accounting; Ethics), 4 hours Property Management Mandatory Topics, RAR
31. *59681 Breach of Lease Issues (Risk Management), 4 hours Property Management Mandatory Topics, RAR
32. *59686 Dealing with Short Sales in the Changing Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
33. *59704 RESPA Workshops: What Every Real Estate Professional Needs to Know (Finance), 2 hours Residential Real Estate Elective Topics, RAR
34. *59710 Property Management in a Roiled Market (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Peninsula Real Estate School
35. *59716 Case Studies on Contract Acceptance & Delivery (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Liz Moore University
36. *59718 Fiscal Literacy - Navigating Your Clients Through the Mine Fields of Today's Financial Crisis (Other Real

- Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
37. 59719 Top Producer 8I - Part 2 (Technology), 2 hours Residential Real Estate Elective Topics, PWAR
38. *59721 Top Producer 8I (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, PWAR
39. *59723 Managing Your Practice with Top Producer 8I (Selling Process), 4 hours Residential Real Estate Elective Topics, PWAR
40. 59724 Managing Your Practice with Top Producer 8I - Part 2 (Business Planning), 4 hours Residential Real Estate Elective Topics, PWAR
41. *59726 Death, Divorce & Bankruptcy (On-line and CRP) (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
42. *59728 Foreclosures (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
43. *59730 Short Sales (On-line, and CRP) (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
44. *59732 Reverse Mortgages (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
45. *59734 VHDA/State/County Assistance (Finance), 3 hours Residential Real Estate Elective Topics, PWAR
46. *59737 Sold! Skills: Using Absorption Rate Pricing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Academy
47. *59739 Ninja Nine to Swimming in Abundance (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, William E. Wood & Associates Academy
48. *59741 Liens on Real Property, Decedents, and Augmented Estates (Other Real

49. *59743 Estate Related), 2 hours Residential Real Estate Elective Topics, William E. Wood & Associates Academy
 Foreclosures (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, William E. Wood & Associates Academy

VI. Pre-license Education Courses

1. Principles and Practices of Real Estate (On-line), 60 hour Salesperson, Alpha College of Real Estate

VII. Pre-License Education Instructors

1. Michael T. Minnery
2. Carl E. Manasco
3. Woo S. Oh
4. Christopher B. Shead Jr. - **expert (Principles)**
5. Matthew L. Durbin - **expert (Principles)**
6. Richard J. Bridges - **expert (Principles)**
7. Brian Andrew Block

VIII. Additional Continuing/Post License Education Instructors

1. **Jon Wolford**, 52317/52308 (Agency Law), 53361/53365 (Fair Housing), 56046/56047 (Contracts/Offer to Purchase), 56349/56350 (Settlement - The Complete Transaction), 54013/54014 (Finance 801), 56351/56352 (Contract Presentations and Negotiations), 56377/56378 (Business Planning 202), **Long and Foster Institute of Real Estate**
2. **Thomas Beames, Margaret Davis, Barbara Dill, Joan Dorsey, Helen Flynn, Susan Gurny, Susie Hall, Kathleen Kennedy, Alan Kroll, Farnese McDonald, Fatima Pereira, Holly Poole, Edwin Rucker, Renee Smith, Phillip Szpiech, Farshad Taghizadeh, Joseph Toth, Madonna Padilla, Hope Bradner, Damon Gettier, Nancy Bullock, and Kay Young** - 58806 (Real Estate Contracts), 58840 (VA Legislative Updates), 58796 (Real Estate Agency), 58802 (Smart Growth in VA), 58804 (Internet's Effect on VA Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics & Professionalism in Real Estate Law), 58793 (Home Sales and the Economy), 58790 (Do Not Call Rules and Regulations), 58798 (Real Estate Ethics and Standards of Conduct), 53564 (VA Real Estate Trends and Legal Ethics), 58844 (VA Real Estate Law Update), 58699 (Limited Service Agency), 58846 (VA Salesperson CE: Mandatory & Elective Topics), 58848

(VA Broker CE: Mandatory & Elective Topics), 53780/53781 (Ethics and Standards of Conduct), 53748/53749 (Fair Housing), 53772/53773 (Finance), 53742/53743 (Property Law), 53750/53751 (Technology), 53755/53756 (Real Estate Law), 53758/53759 (Agency Law), 53762/53763 (Land Use Issues), 53764/53765 (Property Valuation and Listing Process), 53776/53777 (Offer to Purchase), 58587 (Cases in Improper Listing, Leasing and Commissions), 58585 (Cases in Personal Misconduct and Proper Supervision), 58545 (Cases in Advertising and Communication), 58547 (Cases in Agency Initiation, Supervision & Management), 58549 (Cases in Improper Disclosure & Disclosure Management), 58551 (Cases in Escrow Account Management), 58553 (Cases in Improper Dealing and Financial Management), 57941 (Cases in Agent Misconduct), 58794 (Agent Supervision and Management), **Moseley Real Estate Schools, Inc.**

3. **Rebecca Grossman**, 59225 CE (2009 Professional Standards Road Show), 59226/59227 PL (2009 Professional Standards Road Show), **VAR**

4. **Julie Hinson and Courtney Barth** - 56405 (2007 New Agency Law in VA), 56403/56404 (Agency Law Demystified), 57203/57204 (Bankruptcy and Foreclosure), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 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), 52542 (IRC 1031 Tax Deferred Exchanges), 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?), (Unconventional Transactions - A Primer), 59446/594 (Unconventional Transactions (Avoiding Problems

at Settlement), 56166/56167, (Understanding Your upcoming
VA Transaction), 57201/57202 (What is Delivery? **MBH**
Settlement Group, LC

IX. Other Business

1. Pre-license Instructor Qualifications
2. Notarized Affidavit for Distance Education Courses
3. Regulatory Review - Education-related regulations

X. Public Comment

XI. Adjourn

- * **Continuing Education and Post License Education Course
Companion Applications**