

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

January 26, 2012 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. The Real Estate Group, LLC
t/a The Real Estate Group, Virginia Beach, VA
Contact Person: Pam Ermen

IV. Continuing Education Course Applications

A. Previously-approved Continuing Education course applications, approved school:

1. 63976 Virginia 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Kaplan Real Estate Schools (**Approval dependent on approval of C.E. Course Number 63975**)
2. 64022 Insurance Consumer Protection: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Act Web Real Estate School
3. 64050 Business Management in a Real Estate Office (On-line), 8 hours Broker Management, The Real Estate Academy, Inc.

B. Original Continuing Education course applications, approved school:

1. 63916 BPOS: The Agent's Role in the Valuation Process (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
2. 63917 Online Risk Management (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
3. 63918 E-PRO Certification Program: Day 1 (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
4. 63919 E-PRO Certification Program: Day 2

- (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
5. *63935 Qualification and Loan Programs to Help You Sell, 1 hour Real Estate Related, Terry Green, LLC
 6. 63937 Consolidating a Business Strategy, 3 hours Real Estate Related, SIOR
 7. *63938 Financing Repairs on a Purchase Loan - 203K(s), 1 hour Real Estate Related, Terry Green, LLC
 8. *63940 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Carruthers Academy of Real Estate
 9. *63942 Fair Housing, 3 hours Fair Housing, Carruthers Academy of Real Estate
 10. 63946 IRC Section 1031 Tax Deferred Exchanges, 1 hour Real Estate Related, Investment Property Exchanges Services, Inc.
 11. 63947 IRC Section 1031 Tax Deferred Exchanges, 3 hours Real Estate Related, Investment Property Exchanges Services, Inc.
 12. *63961 Commercial Contracts, 3 hours Real Estate Contracts, RAR
 13. *63963 Mortgage Fraud, 1 hour Real Estate Related, Fidelity National Title Insurance
 14. *63965 Residential Lease/Purchase Agreement, 3 hours Real Estate Contracts, RAR
 15. *63967 Legal Update, 1 hour Legal Updates, WAAR
 16. *63969 Social Media Marketing for Realtors, 2 hours Real Estate Related, RAR
 17. *63971 Real Forestry for Real Estate - Coffee Talk, 2 hours Real Estate Related, VA Tech
 18. 63975 Virginia 8-hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Dearborn Financial Publishing, Inc.
 19. 63977 Real Estate Finance Today, 8 hours Real Estate Related, Henderson Professional Development Seminars
 20. 63978 The Accredited Staging Professional, 8 hours Real Estate Related, StagedHomes.com
 21. 63979 Brokers Legal Seminar and 2012 Agency Review, 4 hours Broker Management, RAR
 22. 63980 Brokers Legal Seminar and 2012 Agency Review, 4 hours Legal Updates, RAR
 23. 63981 Seniors Real Estate Specialist (SRES)

- Designation Course (On-line), 8 hours Real Estate Related, The CE Shop, Inc.
24. 63982 Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, McKissock, LP
 25. *63983 The Settlement Process - Contract Through Closing, 2 hours Real Estate Related, Provident School of Real Estate
 26. *63985 Virginia Landlord Tenant Act, The Good, The Bad and the Ugly Regulations You Need to Know, 1 hour Real Estate Related, Blue Ridge Real Estate School
 27. *63987 Fair Housing for Real Estate Professionals, 3 hours Fair Housing, RAR
 28. *63989 It's a Price War to the Door, 7 hours Real Estate Related, VAR
 29. *63991 Contract Pitfalls, 4 hours Real Estate Related, Alpha College of Real Estate
 30. *63993 Financing Considerations for Condominiums, 2 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
 31. *63995 FHA & VA for Realtors, 3 hours Real Estate Related, WAAR
 32. 63997 SRES Designation, 7 hours Real Estate Related, GCAAR
 33. *63998 Green Financing: Incentives and Opportunities, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Kirks Institute
 34. *64000 Strategic Planning, 3 hours Real Estate Related, Kirks Institute
 35. *64002 Mortgage after the Meltdown, 8 hours Real Estate Related, Moseley Flint Schools of Real Estate
 36. *64004 How to Find and Screen Tenants, 2 hours Real Estate Related, Alpha College of Real Estate
 37. *64006 Understanding and Using the New NVAR Well and Septic Addendum, 1 hour Real Estate Related, MBH Settlement Group, LC
 38. *64008 Understanding the Conventional, FHA and VA Financing Addendum, 1 hour Real Estate Related, MBH Settlement Group, LC
 39. *64010 IPAD IPHONE for Real Estate Agents, 2 hours Real Estate Related, Towne Realty School of Real Estate
 40. *64012 Utilizing Facebook in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate

41. *64014 Negotiating the Contract, 1 hour Real Estate Contracts, Towne Realty School of Real Estate
42. *64016 What Technology Do I Have?, 2 hours Real Estate Related, Towne Realty School of Real Estate
43. *64018 Housing You Can Live With: Universal Design, Accessibility & Visitability in Single Family Housing, 3 hours Real Estate Related, VAR
44. *64020 Time to Sign - Why, When, and How to Sign the Buyer Agreement, 1 hour Real Estate Agency, VAR
45. *64023 1031 Tax Deferred Exchanges, 2 hours Legal Updates, Old Dominion Settlements, Inc.
46. 64026 Community Assn. MGR. & The RELO Process, 1 hour Broker Management, Old Dominion Real Estate Institute
47. *64027 The Cloud Computing Solution: Communication Strategies for Realtors, 2 hours Real Estate Related, Central Virginia School of Real Estate
48. 64029 Real Estate Agency, 2 hours Real Estate Agency, Central Virginia School of Real Estate
49. 64030 Fair Housing Opens Doors, 2 hours Fair Housing, Central Virginia School of Real Estate
50. 64031 Real Estate Law and Legal Update, 2 hours Legal Updates, Central Virginia School of Real Estate
51. *64032 Contracts and Contract Writing, 3 hours Real Estate Contracts, 1 hour Real Estate Related, Central Virginia School of Real Estate
52. *64034 Rentals: Tenant Agency, Rental Listings and the Rental Process, 4 hours Real Estate Related, MAI Institute
53. *64036 Pricing Homes, 4 hours Real Estate Related, MAI Institute
54. *64038 2012 Ethics Seminar, 3 hours Ethics and Standards of Conduct, VAR
55. *64040 Navigating the 2012 Regional Sales Contract and Virginia Jurisdictional Addendum, 1 hour Legal Updates, 2 hours Real Estate Contracts, Instit. of Continuing Education
56. *64042 Certified Investor Agent Specialist, 8 hours Real Estate Related, Alpha College of

- Real Estate
57. *64046 Getting a Foreclosed Property to Closing, 2 hours Real Estate Related, CBRB SRE
 58. *64051 Home Protection Programs, 1 hour Real Estate Related, Towne Realty School of Real Estate
 59. *64053 Escrows and Protecting Other People's Money, 3 hours Real Estate Related, NVAR
 60. *64055 Residential Contracts, Addenda & Related Forms 2012, 4 hours Real Estate Related, MAI Institute
 61. *64057 2012 Professional Standards Road Show, 3 hours Ethics and Standards of Conduct, and 3 hours Real Estate Related, VAR
 62. 64060 Real Estate Laws You Need To Know! 2 hours Broker Management, VAR
 63. *64061 Regional Contract Review, 3 hours Real Estate Contracts, CBRB SRE
 64. *64063 Real Estate Contracts, 1 hour Real Estate Contracts, CBRB SRE
 65. *64065 Legal Updates and Emerging Trends, 1 hour Legal Updates, CBRB SRE
 66. *64074 Certified Negotiation Expert, 1 hour Real Estate Agency, and 14 hours Real Estate Related, Realtor Association of Prince William
 67. 64076 For Your Eyes Only - Real Estate Brokers, 4 hours Broker Management, Montague Miller Real Estate Academy
 68. *64077 The Land Contract & Related Issues, 4 hours Real Estate Related, Montague Miller Real Estate Academy
 69. 64079 Risk Management - What are a Broker's Duties, 4 hours Broker Management, Montague Miller Real Estate Academy

V. Post License Education Course Applications

A. Original Post License Education course applications, approved school:

1. *63936 Qualification and Loan Programs to help You Sell (Finance), 1 hour Residential Real Estate Elective Topics, Terry Green, LLC
2. *63939 Financing Repairs on a Purchase Loan - 203K (Finance), 1 hour Residential Real Estate Elective Topics, Terry Green, LLC

3. *63941 Ethics and Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
4. *63943 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
5. *63962 Commercial Contracts (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
6. *63964 Mortgage Fraud (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Fidelity National Title Insurance
7. *63966 Residential Lease/Purchase Agreement (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, RAR
8. *63968 Legal Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
9. *63970 Social Media Marketing for Realtors (Technology), 2 hours Residential Real Estate Elective Topics, RAR
10. *63972 Real Forestry for Real Estate - Coffee Talk (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VA Tech
11. *63984 The Settlement Process - Contract Through Closing (Other Real Estate Related), 2 hours Residential Real Estate Related Elective Topics, Provident School of Real Estate
12. *63986 Virginia Landlord Tenant Act, The Good, The Bad and the Ugly Regulations You Need to Know (Tenant/Landlord Relationships), 1 hour Property Management Elective Topics, Blue Ridge Real Estate School
13. *63988 Fair Housing for Real Estate Professionals (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, RAR
14. *63990 It's a Price War to the Door (Property Valuation/Listing Process), 7 hours Residential Real Estate Related Elective Topics, VAR
15. *63992 Contract Pitfalls (Selling Process), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
16. *63994 Financing Considerations for Condominiums (Finance), 2 hours Residential Real Estate Elective Topics, William E. Wood &

- Associates Real Estate Academy
17. *63996 FHA & VA for Realtors (Finance), 3 hours Residential Real Estate Elective Topics, WAAR
 18. *63999 Green Financing: Incentives and Opportunities (Listing Property; Leasing Property; Current Industry Issues and Trends), 3 hours Commercial Real Estate Mandatory Topics, Kirks Institute
 19. *64001 Strategic Planning (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
 20. *64003 Mortgage after the Meltdown (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate
 21. *64005 How to Find and Screen Tenants (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 22. *64007 Understanding and Using the New NVAR Well and Septic Addendum (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
 23. *64009 Understanding the Conventional, FHA and VA Financing Addendum (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
 24. *64011 iPad iPhone for Real Estate Agents (Technology), 2 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 25. *64013 Utilizing Facebook in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 26. *64015 Negotiating the Contract (Selling Process), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 27. *64017 What Technology Do I Have? (Technology), 2 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 28. *64019 Housing You Can Live With: Universal Design, Accessibility & Visitability in Single Family Housing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
 29. *64021 Time to Sign - Why, When, and How to Sign

- the Buyer Agreement (Selling Process), 1 hour Residential Real Estate Elective Topics, VAR
30. *64024 1031 Tax Deferred Exchanges (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Old Dominion Settlements, Inc.
31. *64028 The Cloud Computing Solution: Communication Strategies for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
32. *64033 Contracts and Contract Writing (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
33. *64035 Rentals: Tenant Agency, Rental Listings and the Rental Process (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MAI Institute
34. *64037 Pricing Homes (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MAI Institute
35. *64039 2012 Ethics Seminar (Ethics and Standards of Conducts), 3 hours Residential Real Estate Mandatory Topics, VAR
36. *64041 Navigating the 2012 Regional Sales Contract and Virginia Jurisdictional Addendum (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Institute of Continuing Education
37. *64043 Certified Investor Agent Specialist (Other Real Estate Related), 13 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
38. *64047 Getting a Foreclosed Property to Closing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
39. *64052 Home Protection Programs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
40. *64054 Escrows and Protecting Other People's Money (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
41. *64056 Residential Contracts, Addenda & Related

- Forms 2012 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MAI Institute
42. *64058 2012 Professional Standards Road Show (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, VAR
 43. 64059 2012 Professional Standards Road Show (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
 44. *64062 Regional Contract Review (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
 45. *64064 Real Estate Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE
 46. *64066 Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE
 47. *64075 Certified Negotiation Expert (Other Real Estate Related), 15 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
 48. *64078 The Land Contract & Related Issues (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy

VI. Residential Standard Agency Courses

A. Original Residential Standard Agency Course applications, approved school:

1. Residential Standard Agency, 3 hours, Institute of Continuing Education, LC.

VII. Pre-License Education Instructors

1. Lyra Lola Stroud
2. Helene Roemer Ivey - **expert (Principles)**
3. Tae Eun Comstock
4. Mary Sue Roeser - **expert (Principles)**
5. Sandra Yvette Stewart - **expert (Principles)**
6. Edary A. Cienfuegos
7. Harold John Schmidt

VIII. Additional Continuing/Post License Education Instructors

1. **Adriene Pessel** - 57696 (Ethics for New Agents) 57668 (Real Estate Law), 57670 (Agency Law), 57672 (Fair Housing), 57713 (Real Estate Ethics: Following the NAR and Understanding Contracts), 57712 (VA Agency Law, the Fair Housing Law, Legal Updates and Emerging Trends), **New Millennium University**
2. **Richard E. Hagerty, Alexander M. Laughlin, Richard M. Pollack, Robert K. Richardson and Martin Yeager** - 61519 (Virginia Foreclosures and Workouts), **NBI**
3. **Lizbeth T. Hayes** - 60929/60930 (The Virginia Fair Housing Law - The Right Way to Housing, **DPOR Virginia Fair Housing Office**
4. **Jay DeBoer, Blake Hegeman, Matthew Rathbun, Ann Palmateer, Donna Procise, Philip Hearl** - (VA Residential Standard Agency), **VAR**
5. **Julie Nelson** - 62530/62531 (Taxes for the Independent Contractor), **MBH Settlement, L.C.**
6. **Thomas M. Wiltshire, R. Robert Rushe, Ronald Lazarus, Jay N. Eskovitz,** - 63794/63795 (2012 Regional Sales Contract), 63460/63461 (Contract for Deed), 63780/63781 (What You need to know about Limited Liability Companies), 63778/63778 (Surveys, Plats & Legal Descriptions), 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing)
John F. Pitrelli - 63780/63781 (What You need to know about Limited Liability Companies), 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing)
Stephanie Rohrer Mahevich - 63778/63778 (Surveys, Plats & Legal Descriptions), 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing)
Sonia R. Settle - 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing)
Cynthia C. Beattie - 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing), **Key Title**
7. **Donna Kamm** - 63819/63820 (2012 Regional Sales Contract & VA Jurisdictional Addendum Summary of Changes), 62538/62539 (A Mock Settlement), 62679/62680 (Agency Law Demystified), 63817 (Agent Duties & Disclosures), 59617/59618 (An Introduction to Short Sale and the Short Sale Addendum) 57203/57204 (Bankruptcy and Foreclosure) 62673/62674 (Closing Real Estate Sales in Virginia) 63821/63822 (Congratulations - You Got the Listing!) 60553/60554 (Contracts with Escalators - An Elevator to the Top Sales Price), 62597/62598 (Death, Divorce, & Bankruptcy - The Ins and Outs of

these Unconventional Transactions)
 59439/59440 (Earnest Money Deposits)
 62945/62946 (Effective Real Estate Contracts in Northern Virginia), 62821/62822 (Ethics for Real Estate Agents), 62819/62820 (Fair Housing Law) 63818 (Fair Housing - CE only), 62817/62818 (Foreclosure, REOs and Short Sales), 57585/57586 (Foreclosures, REOs and Short Sales - A Primer), 57239/57240 (Foreign Buyers and Sellers) 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract w/ Selected Items from VJA) 57266/57267 (Home Inspections), 63370/63371 (Legal Updates and Emerging Trends), 56585/60075 (Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the Virginia Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract-What's Working & What's Not) 57921/57922 (New Forms for 2008 for Your Northern VA Real Estate Practice), 57919/57920 (NVAR's 2007 Listing Agreement), 57923/57924 (NVAR's 2008 Contingencies/Clauses Addendum to Sales Contract 62530/62531 (Taxes for the Independent Contractor) 59437/59438 (The Final RESPA Rule), 57497/57498 (The New Virginia Residential Property Disclosure Statement), 57499/57500 (The Newest Appraisal and Financing Contingencies), 62696/62697 (Title Insurance and Surveys), 56593/56594 (Title Insurance: What is it? Why Get It?), 62815/62816 (Transactions Involving FHA/VA Financing) 62813/62814 (Unconventional Transactions), 62607/62608 (Understanding Deed and Tenancy- Effectively Transferring Title to Real Property) 56166/56167 (Understanding Your Upcoming Virginia Transaction), 57201/57202 (What is Delivery?) 62811/62812 (Why Didn't My Short Sale Close), 62809/62810 (Willis, Estates, and Title Issues (pending) Residential Standard Agency, **MBH**

Settlement, L.C.

8. **Carolyn Ann Boaz, Mark Kevin Geslock, and Ann Marie Powers-Koch** - 58806 (Real Estate Contract), 58840 (Virginia Legislative Updates) 58796 (Real Estate Agency), 58802 (Smart Growth in Virginia), 58804 (Internet's Effect on Virginia Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics and Professionalism in Real Estate Law), 58792 (Home Sales and the Economy) 58790 (Do Not Call Rules and Regulations), 58798 (Ethics and Standards of Conduct), 58844 (Virginia

Real Estate Law Update), 58699 (Limited Service Agency), 58846 (Virginia Salesperson CE: Mandatory and Elective Topics), 62734/62735 (Ethics and Standards of Conduct), 62736/62737 (Fair Housing) 62750/62751 (Finance), 62744/62745 (Property Law) 62742/62743 (Real Estate Technology), 62740/62741 (Real Estate Law), 62732/62733 (Agency Law) 62748/62749 (Land Use Issues), 62746/62747 (Property Valuation & Listing Process), 62738/62739 (Offers to Purchase)

58848 (Virginia Broker CE: Mandatory and Elective Topics), 58587 (Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions)

58585 (Agent Supervision and Management: Cases Personal Misconduct and Proper Supervision)

58545 (Agent Supervision and Management: Cases in Advertising and Communication)

58547 (Agent Supervision and Management: Cases in Agency Initiation, Supervision and Management), 58549 (Agent Supervision and Management: Cases in Improper Disclosures and Disclosures Management), 58551 - (Agent Supervision and Management: Cases in Escrow Account Management)

58553 (Agent Supervision and Management: Cases in Improper Dealing and Financial Management)

57941 (Agent Supervision and Management: Cases in Agent Misconduct), 58794 (Agent Supervision and Management, **Moseley Real Estate Schools**

9. **Jerry Boutcher** - 63745/63746 (Highlights of the New Regional Sales Contract), 63885/63886 (Title Insurance: A Primer), 62698/62699 (Short Sales & REO's), **VESTA Settlements**
10. **Dave Slack, Joe Lehnen, and Jesse Crawford** - 62961/62959 (Real Forestry for Real Estate Part 1), 62960/62962 (Real Forestry for Real Estate Part 2), 63398/63399 (Real Forestry for Real Estate - 8 hours), **VA Tech**
11. **Jeff Payne** - 63310/63311 - Blogging Made Easy, **Cindy Bishop Worldwide**
12. **Bill Burkart** - 63901/63902 (The New Regional Sales Contract), **CBRB SRE**

IX. Other Business

X. Public Comment

XI. Adjourn

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