VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MINUTES

The Real Estate Board Education Committee met on Wednesday, March 16, 2011, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair

Clifford Wells Sandra Ferebee

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:05 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

- A. Three Proprietary School Applications were approved:
 - 1. Vesta Settlements, LLC, Leesburg, VA Contact Person: Keith Barrett
 - eLearner Solutions, LLC. Fredericksburg, VA Contact Person: Tina Hunt
 - 3. CPG School of Real Estate, Inc. Chesapeake, VA Contact Person: DeAnne P. Young
- B. One hundred and fifty-three Continuing Education Course Applications were reviewed. Of these applications:

Two Previously-approved Continuing Education course applications for approved schools were approved:

- 1. *62621 Excellence in Profession, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, L.C.
- 2. *62807 Fair Housing Opens Doors, 2 hours Fair Housing, Piedmont School of Real Estate

One hundred and twenty-nine original continuing education course applications offered by approved schools were considered. One-hundred and ten of these applications were approved. Five applications were approved with reduced hours. One application was approved pending receipt and review of

course materials. Six online course applications were denied because a disproportionate amount of time was allocated to quiz/final exam materials. The Committee indicated that an online course should consist of no more than 25% of quiz/final exam materials. Six applications were denied because the Course Outline and Course Materials did not match. One application was denied because the Course Materials were inadequate.

1.	*62590	VA Real Estate Contracts, 1 hour Real
2.	*62592	Estate Contracts, Real Estate Empower, Inc. Financing Issues/Update, 3 hours Real Estate Related, Real Estate Empower, Inc.
3.	62594	Broker Supervision, 8 hours Broker Management, Real Estate Empower, Inc.
4.	*62597	Death, Divorce, & Bankruptcy - The Ins & Outs of these Unconventional Transactions, 2 hours Real Estate Related, MBH Settlement Group, L.C.
5.	*62599	Understanding Real Estate Tax Assessment Appeals, 2 hours Legal Updates and 5 hours Real Estate Related, VA CLE
6.	*62601	2011 Ethics Seminar, 3 hours Ethics & Standards of Conduct, NRVAR
7.	*62603	Information Security Threats, 1 hour Real Estate Related, CVSRE
8.	*62605	50 Tech Tips in 50 Minutes, 1 hour Real Estate Related, CVSRE
9.	*62607	Understanding Deeds and Tenancy - Effectively Transferring Title to Real Property, 1 hour Real Estate Related, MBH Settlement Group, L.C.
10.	62609	Basics of Green Building of Real Estate (On-line), 4 hours Real Estate Related, McKissock, LP (Denied - 40% quiz/final exam materials)
11.	62610	Common Mistakes Made by Rookies and the Rest of Us (On-line), 3 hours Real Estate Related, McKissock, LP (Denied - 69% quiz/final exam materials)
12.	62611	Marketing and Selling Vacation Home Fractional Interests (On-line), 4 hours Real Estate Related, McKissock, LP (Denied - 43% quiz/final exam materials)
13.	62612	National Marketing, Negotiations and Closing the Sale (On-line), 3 hours Real Estate Related, McKissock, LP (Denied - 58% quiz/final exam materials)

14.	62613	Sound Practice for the Preparation and Presentation of Effective Contracts (On-line), 3 hours Real Estate Related, McKissock LP (Denied - 53% quiz/final exam
15.	62614	<pre>materials) Understanding RESPA and the New HUD - 1 (On-line), 3 hours Real Estate Related, McKissock LP (Denied - 53% quiz/final exam</pre>
16.	*62615	<pre>materials) A Down & Dirty Seminar, 3 hours Real Estate Related, Long & Foster Institute of Real Estate</pre>
17.	*62617	Ethics of Being Green, 3 hours Ethics and Standards of Conduct, Kirks Institute
18.	*62623	HUD Good Neighbor Next Door Program, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
19.	*62625	A Down and Dirty Business Planning Seminar for Real Estate Salespeople & Broker/Managers, 3 hours Real Estate Related, VAR
20.	*62627	A Game Changing Seminar, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
21.	*62629	The Psychology of Pricing & Secrets of the CMA (On-line), 3 hours Real Estate Related, Continuing Ed Express, LLC
22.	*62631	Tax Deferred IRS 1031 Exchanges (On-line), 4 hours Real Estate Related, Continuing Ed Express, LLC
23.	*62633	Green Remodeling (On-line), 3 hours Real Estate Related, Continuing Ed Express, LLC
24.	*62637	Using the Free Power of Google, 1 hour Real Estate Related, Alpha College of Real Estate
25.	*62642	Seller Representative Specialist Designat. Course, 8 hours Real Estate Related, Long &
26.	62661	Foster Institute of Real Estate Social Media Risks and Liability, 2 hours Broker Management, VAR
27.	62662	Social Media Risks and Liability, 2 hours Legal Updates, VAR
28.	*62663	SRES 2 Day Designation Course, 8 hours Real Estate Related, NRVAR
29.	62670	Fair Housing and Ethics in Real Estate, 4 hours Fair Housing, 4 hours Ethics & Standards of Conduct, WVAR

30.	*62671	Surveys and Easements-Mapping Out an Approach, 1 hour Real Estate Related, RGS Title Real Estate Academy
31.	*62673	Closing Real Estate Sales in Virginia, 1 hour Real Estate Related, MBH Settlement
32.	*62675	Group, L.C. Debunking Popular Myths of FHA Financing, 1 hour Real Estate Related, Blue Ridge Real Estate School
33.	*62677	Where Do I Find My Next Client? 3 hours Real Estate Related, Blue Ridge Real Estate School (Approved for 1 hour - course content did not warrant 3 hours)
34.	*62679	Agency Demystified, 3 hours Real Estate Agency, MBH Settlement Group, L.C.
35.	*62681	2011 SIOR Spring World Conference, 8 hours Real Estate Related, SIOR (Course Materials Needed)
36.	*62683	Federal Fair Housing Laws & Practice (On-line), 3 hours Fair Housing, Continuing ED Express, LLC
37.	*62687	Real Estate Contracts, 1 hour Real Estate Contracts, CBRE SRE
38.	*62689	Real Estate Agency, 1 hour Real Estate Agency, CBRE SRE
39.	62691	Residential Financing, 4 hours Real Estate Related, MAI Institute (Approved for 3 hours - course content did not warrant 4 hours)
40.	*62692	FIRPTA Requirements in Real Estate Transactions, 1 hour Real Estate Related, RGS Title RE Academy
41.	*62694	Evaluating & Financing the Fixer-Uppers, 4 hours Real Estate Related, New Millennium University (Denied - inadequate course materials)
42.	*62696	Title Insurance and Surveys, 2 hours Real Estate Related, MBH Settlement Group, L.C.
43.	62700	CRS 112 "Guiding the Buyer in the Distressed Property Market", 8 hours Real Estate Related, Council of Residential Specialists
44.	62701	Fair Housing and Ethics in Real Estate, 4 hours Fair Housing, 4 hours Ethics and Standards of Conduct, WVAR (Duplicate with Course Number 62670)
45.	*62708	The Short Sale Era: Success in Closing

		Short Sales, 1 hour Legal Updates, 2 hours Real Estate Contracts, Institute of Continuing Education, LC
46.	*62710	The Short Sale Era: Primer, 1 hour Legal Updates, Institute of Continuing Education, LC
47.	*62712	Tenancy Matters, 1 hour Real Estate Related, Institute of Contin. Education, LC
48.	*62714	Successful Settlements: Primer, 1 hour Real Estate Related, Institute of Continuing Education, LC
49.	*62716	Successful Settlements, 3 hours Real Estate Related, Institute of Continuing Education, LC
50.	*62718	Resolving Walk Thru Issues, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
51.	*62720	Legal Implications of Short Sales & Foreclosures Primer, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
52.	*62722	Legal Implications of Short Sales & Foreclosures, 1 hour Legal Updates, 2 hours Real Estate Contracts, Institute of Continuing Education, LC
53.	*62724	Agency II, 2 hours Real Estate Agency, Institute of Continuing Education, LC
54.	*62726	Environmental Due Diligence & Real Estate Transactions, 1 hour Real Estate Related, CVSRE
55.	*62728	Perfect Price Does Not Mean Perfect Condition, 1 hour Real Estate Related, CVSRE
56.	*62730	Social Media, 1 hour Real Estate Related, CVSRE
57.	*62732	Agency Law, 3 hours Real Estate Agency, Moseley Real Estate Schools
58.	*62734	Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Moseley Real Estate Schools
59.	*62736	Fair Housing, 3 hours Fair Housing, Moseley Real Estate Schools
60.	*62738	Offers to Purchase, 3 hours Real Estate Contracts, Moseley Real Estate Schools
61.	*62740	Real Estate Law, 3 hours Real Estate Related, Moseley Real Estate Schools
62.	*62742	Real Estate Technology, 3 hours Real Estate Related, Moseley Real Estate Schools

63.	*62744	Real Estate Property Law, 3 hours Real
		Estate Related, Moseley Real Estate Schools
64.	*62746	Property Valuation and Listing Process, 3
		hours Real Estate Related, Moseley Real
6.5	+60540	Estate Schools
65.	*62748	Land Use Issues, 3 hours Real Estate
66.	*62750	Related, Moseley Real Estate Schools
00.	~6275U	Finance, 3 hours Real Estate Related, Moseley Real Estate Schools
67.	*62752	How to Identify, Analyze and Utilize Real
07.	02752	Estate Market Trends, 3 hours Real Estate
		Related, VAR
68.	*62754	2011 Ethics Seminar, 3 hours Ethics &
		Standards of Conduct, VAR
69.	*62756	Residential Financing, 3 hours Real Estate
		Related, Long and Foster Institute of Real
		Estate
70.	*62758	Energy Star, 1 hour Real Estate Related,
		Long and Foster Institute of Real Estate
71.	*62760	Roanoke Valley Historic Architectural
		Styles 1800-2000, 3 hours Real Estate
		Related, The Real Estate School, Inc.
72.	*62762	Safety in Real Estate, 1 hour Real Estate
		Related, CBRB SRE
73.	*62764	Regional Contract Review, 3 hours Real
- 4	1.60866	Estate Contracts, CBRB SRE
74.	*62766	Legal Updates and Emerging Trends, 1 hour
75	62760	Legal Updates, CBRB SRE
75.	62768	The Compliance Pyramid: CVRMLS Rules & Regulations, 1 hour Ethics & Standards of
		Conduct, 1 hour Real Estate Related, RAR
76	62769	Legal Update: Broker Supervision & Year in
, 0.	02703	Review, 3 hours Legal Updates, RAR
77.	62770	Legal Update: Broker Supervision & Year in
		Review, 3 hours Broker Management, RAR
78.	62771	Instanet Broker Docbox Training, 3 hours
		Real Estate Related, RAR
79.	62772	Instanet Broker Docbox Training, 3 hours
		Broker Management, RAR
80.	*62774	Selling Distressed Properties, 3 hours Real
		Estate Related, TRSRE
81.	*62776	What's Happening in Chesterfield?, 2 hours
		Real Estate Related, RAR
82.	*62778	Real Estate Auctions - Getting It Sold, 1
		hour Real Estate Agency, 2 hours Real
		Estate Related, RAR (Approved for 3 hours
		of Real Estate Related - no Real Estate
		Agency in this course)

83.	*62780	Fort Lee BRAC Expansion Update, 1 hour Real Estate Related, RAR
84.	*62782	Termite and Moisture Inspections - How They Relate to the REIN Contract, 2 hours Real Estate Related, Peninsula Real Estate School (Approved for 1 hour - course
85.	*62784	<pre>content did not warrant 2 hours) Business Planning for Your Target Market, 3 hours Real Estate Related, PWAR (Approved for 2 hours - course content did not warrant 3 hours)</pre>
86.	*62786	Utilizing Linked-In in Real Estate, 1 hour Real Estate Related, TRSRE (Denied - course outline and course materials did not match)
87.	*62788	Utilizing YouTube in Real Estate, 1 hour Real Estate Related, TRSRE (Denied - course outline and course materials did not match)
88.	*62790	Utilizing Twitter in Real Estate, 1 hour Real Estate Related, TRSRE (Denied - course
89.	*62792	outline and course materials did not match) Utilizing Facebook in Real Estate, 1 hour Real Estate Related, TRSRE(Denied - course outline and course materials did not match)
90.	*62794	Utilizing Blogs in Real Estate, 1 hour Real Estate Related, TRSRE(Denied - course outline and course materials did not match)
91.	*62796	Selling A HUD-Owned Home, 1 hour Real Estate Related, TRSRE(Denied - course outline and course materials did not match)
92.	62798	Docusign Training, 3 hours Broker Management, Xtreme Agent Training, LLC
93.	*62799	Problems in Newer Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc.
94.	*62801	Reverse Mortgages for Purchase, 1 hour Real Estate Related, RECA
	*62803	Staging Homes to Sell, 1 hour Real Estate Related, RECA
	*62805	Facts About Underground Storage Tanks, 1 hour Real Estate Related, RECA
	*62809 *62811	Wills, Estates, and Title Issues, 1 hour Real Estate Related, MBH Settlement Group, L.C. Why Didn't My Short Sale Close? 2 hours
	*62813	Real Estate Related, MBH Settlement Group, L.C.
	*62815	Estate Related, MBH Settlement Group, L.C.

Group, L.C. 101. *62817 Foreclosures, REO's and Short Sales, 3 hours Real Estate Related, MBH Settlement Group, L.C. 102. *62819 Fair Housing Law, 3 hours Fair Housing, MBH Settlement Group, L.C. 103. *62821 Ethics for Real Estate Agents, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, L.C. 104. 62823 16-hour Continuing Education Course, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 2 hours Real Estate Agency, 1 hour Real Estate Contracts, 1 hour Legal Updates, 7 hours Real Estate Related, Housing Consultants Real Estate Related, Housing Consultants Real Estate School 105. 62824 Residential Contracts, Addenda & Related Forms, 4 hours Real Estate Related, MAI Institute 106. *62825 Update on Legislation and Fair Housing, 2 hours Fair Housing, 4 hours Real Estate Related, FutureLaw, LLC 107. *62827 Update on Legislation and Property Management Issues - 6 hours, 2 hours Legal
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107. *62827 Update on Legislation and Property Management Issues - 6 hours, 2 hours Legal
Management Issues - 6 hours, 2 hours Legal
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Updates, 4 hours Real Estate Related, FutureLaw, LLC
108. *62829 Update on Legislation and Property
Management Issues - 3 hours, 1 hour Legal
Updates, 2 hours Real Estate Related,
FutureLaw, LLC
109. *62831 How to Avoid Wet Basements, 1 hour Real
Estate Related, Home Inspection Pros, Inc.
110. *62833 Wells & Septic Systems, 1 hour Real Estate
Related, Home Inspection Pros, Inc.
111. *62835 The Unsick House, 1 hour Real Estate
Related, Home Inspection Pros, Inc.
112. *62837 Older Homes, 1 hour Real Estate Related,
112. *62837 Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc.
112. *62837 Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc. 113. *62839 Mold, 1 hour Real Estate Related, Home
 *62837 Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc. *62839 Mold, 1 hour Real Estate Related, Home Inspection Pros, Inc.
 *62837 Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc. *62839 Mold, 1 hour Real Estate Related, Home Inspection Pros, Inc. *62886 Docusign Training, 3 hours Real Estate
 *62837 Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc. *62839 Mold, 1 hour Real Estate Related, Home Inspection Pros, Inc.
 *62837 Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc. *62839 Mold, 1 hour Real Estate Related, Home Inspection Pros, Inc. *62886 Docusign Training, 3 hours Real Estate Related, Xtreme Agent Training, LLC

116.	*62891	Landlord/Tenant Bankruptcy in Commercial Leases, 1 hour Real Estate Related, Kaufman & Canoles, P.C.
117.	*62894	Real Estate Finance Today, 3 hours Real Estate Related, Hometown Title & Escrow, LLC (Approved for 2 hours - course content did not warrant 3 hours)
118.	*62896	Fair Housing II, 2 hours Fair Housing, Institute of Continuing Education
119.	*62898	Comprehensive Guide to Real Estate Finance, 3 hours Real Estate Related, Peninsula Real Estate School
120.	*62900	Financing Contingencies and Form 100 in the NVAR Contract, 1 hour Real Estate Contracts, Champion University
121.	*62902	Everything You Wanted To Know - Title Insurance in One Hour, 1 hour Real Estate
122.	*62904	Related, Champion University Everything You Wanted To Know About the RESPA, HUD 1 and GFE, 1 hour Real Estate Related, Champion University
123.	*62906	Everything You Wanted To Know - Residential Finance, 1 hour Real Estate Related, Champion University
124.	*62908	What Agents Should Know About Short Sales, Trustee Auctions and REO's, 1 hour Real Estate Related, CVSRE
125.	*62910	Credit Score & Its Importance in Today's Market, 1 hour Real Estate Related, CVSRE
126.	*62912	Economic Affairs, 2 hours Real Estate Related, Alpha College of Real estate
127.	62914	Economic Affairs, 2 hours Broker Management, Alpha College of Real Estate
128.	62915	
129.	*62916	2011 Legal Updates, 2 hours Legal Updates, Alpha College of Real Estate

Twenty-two original continuing education course applications offered by schools with pending school applications were reviewed. Twenty of these applications were approved. Two of these applications were approved for Real Estate Related credit instead of Legal Updates credit.

- 1. *62685 The Regional Sales Contract, 3 hours Real Estate Contracts, Vesta Settlements, LLC
- 2. *62698 Short Sales & REO's, 2 hours Real Estate Related, Vesta Settlements, LLC

3.	*62702	Fair Housing, 3 hours Fair Housing, Vesta Settlements, LLC
4.	*62704	FTC Mars Ruling - An Overview, 2 hours Legal Updates, Vesta Settlements, LLC
5.	*62706	RESPA Reform, 2 hours Legal Updates, Vesta Settlements, LLC
6.	*62841	Distressed Properties, 3 hours Legal Updates, eLearner Solutions, LLC (Approved for 3 hours of Real Estate Related credit
		instead of Legal Updates credit)
7.	*62843	VRLTA, 3 hours Legal Updates, eLearner
, .	02013	Solutions, LLC
8.	*62845	Fair Housing, 3 hours Fair Housing, eLearner Solutions, LLC
9.	*62847	Agency, 3 hours Real Estate Agency, eLearner Solutions, LLC
10.	*62849	Short Sale, 3 hours Legal Updates,
		eLearner Solutions, LLC (Approved for 3
		hours of Real Estate Related credit instead
		of Legal Updates credit)
11.	*62851	Powerful Contract Negotiating, 3 hours Real Estate Contracts, eLearner Solutions,
		LLC
12.		Marketing & Advertising, 3 hours Real Estate Related, eLearner Solutions, LLC
13.	*62855	Ethics, 3 hours Ethics & Standards of Conduct, eLearner Solutions, LLC
14.	*62857	Fair Housing - B, 3 hours Fair Housing, eLearner Solutions, LLC
15.	*62859	Agency - B, 3 hours Real Estate Agency, eLearner Solutions, LLC
16.	*62861	Contracts, 3 hours Real Estate Contracts, eLearner Solutions, LLC
17.	*62863	Road to Successful Marketing, 3 hours Real Estate Related, eLearner Solutions, LLC
18.	*62865	Serving Those Who Serve - Working with the Military, 3 hours Real Estate Related,
19.	*62867	eLearner Solutions, LLC Servicing Your Listing, 3 hours Real Estate
		Related, eLearner Solutions, LLC
20.	*62869	Technology, 3 hours Real Estate Related, eLearner Solutions, LLC
21.	*62871	Google Business Resources, 3 hours Real Estate Related, eLearner Solutions, LLC
22.	*62873	Real Estate Addendums, 3 hours Real Estate Contracts, eLearner Solutions, LLC

C. One-hundred and forty-four post license education course applications were reviewed; of these courses:

Thirteen previously approved post license education course applications offered by approved schools were considered and approved.

1.	*62622	Excellence in Profession (Other Real Estate Related), 1 hour Residential Real Estate
2.	*62808	Elective Topics, MBH Settlement Group, L.C. Fair Housing Opens Doors (Other Real Estate Related), 2 hour Residential Real Estate Elective Topics, Piedmont School of Real
3.	62875	Estate Fair Housing (online), 3 hours Residential Real Estate Mandatory Topics, Act Web Real Estate School, Inc.
4.	62876	Real Estate Law (online), 3 hours Residential Real Estate Mandatory Topics, Act Web Real Estate School, Inc.
5.	62877	Ethics & Standards of Conduct (online), 3 hours Residential Real Estate Mandatory
6.	62878	Topics, Act Web Real Estate School, Inc. Offer to Purchase (online), 3 hours Residential Real Estate Mandatory Topics,
7.	62879	Act Web Real Estate School, Inc. Agency Law (online), 3 hours Residential Real Estate Mandatory Topics,
8.	62880	Act Web Real Estate School, Inc. Property Valuation/Listing Process (online), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.
9.	62881	Financing Properties (Finance - online), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.
10.	62882	VA Real Estate: Selling Process (Selling Process- on-line), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.
11.	62883	Technology (on-line), 3 hours Residential Real Estate Elective Topics, Act Web Real
12.	62884	Estate School, Inc. Land Use Issues (on-line), 1 hour Residential Real Estate Elective Topics,
13.	62885	Act Web Real Estate School, Inc. Business Planning (on-line), 2 hours Residential Real Estate Elective Topics,

Act Web Real Estate School, Inc.

One-hundred and nine original applications for post license education courses offered by approved schools were considered. Ninety-seven of these applications were approved. Four of these applications were approved with reduced hours. One application was approved pending receipt and review of course materials. Six applications were denied because the Course Outline and Course Materials do not match. One application was denied because the Course Materials were inadequate.

1.	*62591	VA Real Estate Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Real Estate Empower, Inc.
2.	*62593	Financing Issues/ Update (Finance), 3 hours Real Estate Related, Real Estate Empower, Inc.
3.	*62598	Death, Divorce, & Bankruptcy - The Ins & Outs of these Unconventional Transactions (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
4.	*62600	Understanding Real Estate Tax Assessment Appeals (Other Real Estate Related), 7 hours Commercial Real Estate Elective Topics, VA CLE
5.	*62602	2011 Ethics Seminar (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Elective Topics, NRVAR
6.	*62604	Information Security Threats (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
7.	*62606	50 Tech Tips in 50 Minutes (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
8.	*62608	Understanding Deeds and Tenancy - Effectively Transferring Title to Real Property (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
9.	*62616	A Down & Dirty Seminar (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
10.	*62618	Ethics of Being Green (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute

11.	*62624	HUD Good Neighbor Next Door Program (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and
12.	*62626	Foster Institute of Real Estate A Down and Dirty Business Planning Seminar for Real Estate Salespeople & Broker/Managers (Business Planning), 3 hours Residential Real Estate Elective
13.	*62628	Topics, VAR A Game Changing Seminar (Selling Process), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
14.	*62630	The Psychology of Pricing & Secrets of the CMA (Property Valuation/Listing Process - online), 3 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
15.	*62632	Tax Deferred IRS 1031 Exchanges (Other Real Estate Related - online), 4 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
16.	*62636	Green Remodeling (Other Real Estate Related - online), 3 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
17.	*62638	Using the Free Power of Google (Technology) 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
18.	*62643	Seller Representative Specialist Designation Course (Other Real Estate Related), 12 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
19.	*62664	SRES 2 Day Designation Course (Other Real Estate Related), 13 hours Residential Real Estate Elective Topics, NRVAR
20.	*62672	Surveys and Easements-Mapping Out an Approach (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
21.	*62674	Closing Real Estate Sales in Virginia (Other Real Estate Related), 1 hour Residential Real Estate Elective Topic, MBH Settlement Group, LC
22.	*62676	Debunking Popular Myths of FHA Financing (Finance), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
23.	*62678	Where Do I Find My Next Client? (Other Real

Estate Elective Topics, Blue Ridge Real Estate School (Approved for 1 hour - course content did not warrant 3 hours) 24. *62680 Agency Demystified (Agency Law), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C. 25. *62682 2011 SIOR Spring World Conference (Other Real Estate Related), 8 hours Commercial Real Estate Elective Topics, SIOR (Course Materials Needed) 26. *62684 Federal Fair Housing Laws & Practice (Fair Housing - On-line), 3 hours Residential Real Estate Mandatory Topics, Continuing ED Express, LLC 27. *62688 Real Estate Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRE SRE 28. *62690 Real Estate Agency (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRE SRE 29. *62693 FIRPTA Requirements in Real Estate Transactions (Other Real Estate Elective Topics, RGS Title RE Academy 30. *62695 Evaluating & Financing the Fixer-Uppers (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, New Millennium University (Denied - inadequate course materials) 31. *62697 Title Insurance and Surveys (Other Real Estate Elective Topics, MBH Settlement Group, L.C. 32. *62709 The Short Sale Era: Success in Closing Short Sales (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Institute of Continuing Education, LC 33. *62711 The Short Sale Era: Primer (Other Real Estate Elective Topics, Institute of Continuing Education, LC 36. *62711 The Short Sale Era: Primer (Other Real Estate Elective Topics, Institute of Continuing Education, LC			Estate Related), 3 hours Residential Real
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33. *62711 The Short Sale Era: Primer (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of			
Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of	33	*62711	
Estate Elective Topics, Institute of	55.	02711	
CONTRACTOR FOR CONTRACTOR AND			Continuing Education, LC
34. *62713 Tenancy Matters (Other Real Estate	34	*62713	_
Related), 1 hour Residential Real Estate	J 1 •	02,13	_
Elective Topics, Institute of Continuing			
Education, LC			
35. *62715 Successful Settlements: Primer (Other Real	35.	*62715	•

		Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of
36.	*62717	Continuing Education, LC Successful Settlements (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Institute of
37.	*62719	Continuing Education, LC Resolving Walk Thru Issues (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
38.	*62721	Legal Implications of Short Sales & Foreclosures Primer (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing
39.	*62723	Education, LC Legal Implications of Short Sales & Foreclosures (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Institute of Continuing Education, LC
40.	*62725	Agency II (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Institute of Continuing Education, LC
41.	*62727	Environmental Due Diligence & Real Estate Transactions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
42.	*62729	Perfect Price Does Not Mean Perfect Condition (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
43.	*62731	Social Media (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
44.	*62733	Agency Law, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
45.	*62735	Ethics & Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
46.	*62737	Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
47.	*62739	Offers to Purchase, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
48.	*62741	

		Estate Mandatory Topics, Moseley Real Estate Schools
49.	*62743	Real Estate Technology (Technology), 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
50.	*62745	Real Estate Property Law (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
	*62747	Property Valuation and Listing Process, 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
52.	*62749	Land Use Issues, 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
53.	*62751	Finance, 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
54.	*62753	How to Identify, Analyze and Utilize Real Estate Market Trends (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
55.	*62755	2011 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
56.	*62757	Residential Financing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
57.	*62759	Energy Star (Other Real Estate Related), 1 hour Commercial Real Estate Elective Topics, Long and Foster Institute of Real Estate
58.	*62761	Roanoke Valley Historic Architectural Styles 1800-2000 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, The Real Estate School, Inc.
59.	*62763	Safety in Real Estate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE
60.	*62765	Regional Contract Review (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
61.	*62767	Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE

62.	62773	Advanced Contract Writing (Offer to Purchase), 3 hours Residential Real Estate
63.	*62775	Mandatory Topics, RAR Selling Distressed Properties (Other Real Estate Related), 3 hours Residential Real
64.	*62777	Estate Elective Topics, TRSRE What's Happening in Chesterfield (Development), 2 hours Commercial Real Estate Elective Topics, RAR
65.	*62779	Real Estate Auctions - Getting It Sold (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
66.	*62781	Fort Lee BRAC Expansion Update (Market Research), 1 hour Commercial Real Estate Elective Topics, RAR
67.	*62783	Termite and Moisture Inspections - How They Relate to the REIN Contract (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School (Approved for 1 hour - course content did not warrant 2 hours)
68.	*62785	Business Planning for Your Target Market (Business Planning), 3 hours Residential Real Estate Elective Topics, PWAR (Approved for 2 hours - course content did not
69.	*62787	<pre>warrant 3 hours) Utilizing Linked-In in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not</pre>
	*62787 *62789	<pre>warrant 3 hours) Utilizing Linked-In in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not match) Utilizing YouTube in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not</pre>
70.		<pre>warrant 3 hours) Utilizing Linked-In in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not match) Utilizing YouTube in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not match) Utilizing Twitter in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not</pre>
70.	*62789	<pre>warrant 3 hours) Utilizing Linked-In in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not match) Utilizing YouTube in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied - course outline and course materials did not match) Utilizing Twitter in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE (Denied -</pre>

		course outline and course materials did not
		match)
74.	*62797	Selling a HUD-Owned Home (Other Real Estate
		Related), 1 hour Residential Real Estate
		Elective Topics, TRSRE (Denied - course
		outline and course materials did not match)
75.	*62800	Problems in Newer Homes (Other Real Estate
		Related), 1 hour Residential Real Estate
		Elective Topics, Home Inspection Pros, Inc.
76.	*62802	Reverse Mortgages for Purchase (Other Real
		Estate Related), 1 hour Residential Real
	1.60004	Estate Elective Topics, RECA
77.	*62804	Staging Homes to Sell (Other Real
		Estate Related), 1 hour Residential Real
70	+60006	Estate Elective Topics, RECA
78.	*62806	Facts about Underground Storage Tanks
		(Other Real Estate Related), 1 hour Residential Real Estate Elective Topics,
		RECA
79	*62810	Wills, Estates, and Title Issues (Other
, , ,	02010	Real Estate Related), 1 hour Residential
		Real Estate Elective Topics, MBH Settlement
		Group, L.C.
80.	*62812	Why Didn't My Short Sale Close? (Other Real
		Estate Related), 2 hours Residential Real
		Estate Elective Topics, MBH Settlement
		Group, L.C.
81.	*62814	Unconventional Transactions (Other Real
		Estate Related), 3 hours Residential Real
		Estate Elective Topics, MBH Settlement
		Group, L.C.
82.	*62816	Transactions Involving FHA/VA Financing
		(Other Real Estate Related), 1 hour
		Residential Real Estate Elective Topics,
0.2	*62818	MBH Settlement Group, L.C.
03.	02010	Foreclosures, REO's and Short Sales (Other Real Estate Related), 3 hours Residential
		Real Estate Elective Topics, MBH Settlement
		Group, L.C.
84.	*62820	Fair Housing Laws (Fair Housing), 3 hours
J 1 •	0_0_0	Residential Real Estate Mandatory Topics,
		MBH Settlement Group, L.C.
85.	*62822	Ethics for Real Estate Agents (Ethics &
		Standards of Conduct/Current Industry
		Issues and Trends), 3 hours Residential
		Real Estate Mandatory Topics, MBH
		Settlement Group, L.C.

Estate Elective Topics, TRSRE (Denied -

86.	*62826	Update on Legislation and Fair Housing (Tenant-Landlord Relationships), 6 hours Property Management Elective Topics,
87.	*62828	FutureLaw, LLC Update on Legislation and Property Management Issues - 6 hours, (Tenant- Landlord Relationships), 6 hours Property
88.	*62830	Management Elective Topics, FutureLaw, LLC Update on Legislation and Property Management Issues - 3 hours, (Tenant-Landlord Relationships), 3 hours Property
89.	*62832	Management Elective Topics, FutureLaw, LLC How to Avoid Wet Basements (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection
90.	*62834	Pros, Inc. Wells & Septic Systems (Other Real Estate Related), 1 hour Residential Real Estate Elective Mening Home Ingrestion Pros. Inc.
91.	*62836	Elective Topics, Home Inspection Pros, Inc. The Unsick House (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
92.	*62838	Older Homes (Other Real Estate Related), 1 hour Residential Real Estate Elective
93.	*62840	Topics, Home Inspection Pros, Inc. Mold (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics,
94.	*62887	Home Inspection Pros, Inc. Docusign Training (Technology), 3 hours Residential Real Estate Elective Topics,
95.	62888	Xtreme Agent Training, LLC Property Management Bootcamp (Other Real Estate Related), 6 hours Property Management Elective Topics, Xtreme Agent
96.	62890	Training, LLC Property Management Bootcamp (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Xtreme Agent
97.	*62892	Training, LLC Landlord/Tenant Bankruptcy in Commercial Leases (Other Real Estate Related), 1 hour Commercial Real Estate Elective Topics,
98.	62893	Kaufman & Canoles, P.C. Landlord/Tenant Bankruptcy in Commercial Leases (Tenant/Landlord Relationships), 1 hour Property Management Elective Topics,
99.	*62895	<pre>Kaufman & Canoles, P.C. Real Estate Finance Today (Finance), 3</pre>

	hours Residential Real Estate Elective Topics, Hometown Title & Escrow, LLC (Approved for 2 hours - course content did not warrant 3 hours)
100. *62897	Fair Housing II (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Institute of Continuing Education
101. *62899	Comprehensive Guide to Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
102. *62901	Financing Contingencies and Form 100 in the NVAR Contract (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
103. *62903	Everything You Wanted To Know - Title Insurance in One Hour (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
104. *62905	Everything You Wanted To Know About the RESPA, HUD 1 and GFE (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
105. *62907	Everything You Wanted To Know - Residential Finance (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
106. *62909	What Agents Should Know About Short Sales, Trustee Auctions and REO's (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
107. *62911	Credit Score & Its Importance in Today's Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics,
108. *62913	CVSRE Economic Affairs (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real
109. *62917	Estate 2011 Legal Updates (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate

Twenty-two original post license education course applications offered by schools with pending school applications were reviewed. Twenty of these applications were approved.

Two of these applications were approved for Residential Other Real Estate Related credit instead of Real Estate Law credit.

1.	*62686	The Regional Sales Contract (Offer to
		Purchase), 3 hours Residential Real Estate
		Mandatory Topics, Vesta Settlements, LLC
2.	*62699	Short Sales & REO's (Other Real Estate
		Related), 2 hours Residential Real Estate
		Elective Topics, Vesta Settlements, LLC
3.	*62703	Fair Housing (Fair Housing), 3 hours
		Residential Real Estate Mandatory Topics,
		Vesta Settlements, LLC
4.	*62705	FTC Mars Ruling - An Overview (Other Real
		Estate Related, 2 hours Residential Real
		Estate Elective Topics, Vesta Settlements,
		LLC
5.	*62707	RESPA Reform (Other Real Estate Related), 2
		hours Residential Real Estate Elective
_		Topics, Vesta Settlements, LLC
6.	*62842	Distressed Properties (Real Estate Law), 3
		hours Residential Real Estate Mandatory
		Topics, eLearner Solutions, LLC (Approved
		for Residential Elective Other Real Estate
		Related credit instead of Real Estate Law
7.	*62844	credit)
7.	~62644	VRLTA (Tenant/Landlord Relationships), 3
		hours Property Management Elective Topics, eLearner Solutions, LLC
8.	*62846	Fair Housing, 3 hours Residential Real
ο.	02040	Estate Mandatory Topics, eLearner
		Solutions, LLC
9.	*62848	Agency (Agency Law), 3 hours Residential
٠.	02010	Real Estate Mandatory Topics, eLearner
		Solutions, LLC
10.	*62850	Short Sale (Real Estate Law), 3 hours
		Residential Real Estate Mandatory Topics,
		eLearner Solutions, LLC (Approved for
		Residential Elective Other Real Estate
		Related credit instead of Real Estate Law
		credit)
11.	*62852	Powerful Contract Negotiating (Offer to
		Purchase), 3 hours Residential Real Estate
		Mandatory Topics, eLearner Solutions, LLC
12.	*62854	Marketing & Advertising (Other Real Estate
		Related), 3 hours Residential Real Estate
		Elective Topics, eLearner Solutions, LLC
13.	*62856	Ethics (Ethics and Standards of Conduct), 3
		hours Residential Real Estate Mandatory

14.	*62858	Topics, eLearner Solutions, LLC Fair Housing - B (Fair Housing), 3 hours Residential Real Estate Mandatory
15.	*62860	Topics, eLearner Solutions, LLC Agency - B (Agency Law), 3 hours Residential Real Estate Mandatory Topics, eLearner Solutions, LLC
16.	*62862	Real Estate Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, eLearner Solutions, LLC
17.	*62864	Road to Successful Marketing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, eLearner Solutions, LLC
18.	*62866	Serving Those Who Serve - Working with the Military (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, eLearner Solutions, LLC
19.	*62868	Servicing Your Listing (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, eLearner Solutions, LLC
20.	*62870	Technology (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, eLearner Solutions, LLC
21.	*62872	Google Business Resources (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, eLearner Solutions, LLC
22.	*62874	Real Estate Addendums (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, eLearner Solutions, LLC

- D. Two Salesperson pre-license education course applications were Approved:
 - 1. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Chesapeake Bay & Rivers School of Real Estate
 - 2. 45-hour Broker Property Management (Classroom), Extreme Agent Training, LLC
- E. Five pre-licensing instructor applications were approved:
 - 1. Sweth V. Chandramouli Expert (Principles)
 - 2. Joshua K. Ballengee
 - 3. Michael Thomas Crosby
 - 4. Michael Patrick McGorman
 - 5. Ann M. Powers-Koch

- F. Forty-one continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed. Thirty-six of these applications were approved outright. Five additional instructor applicants were approved to teach all courses for which they applied except for Ethics and Standards of Conduct courses because they did not provide evidence that they have expertise in real estate ethics and standards of conduct with at least three years of active experience in this field pursuant to 18 VAC 135-20-360.C of the Board's Regulations.
 - 1. Thomas M. Spengler 61356/61357 (Legal Instruments of Real Estate Finance, 61129/61130 (Real Estate Ethics and Standards of Conduct, Hometown Real Estate Academy, LLC (Not approved to teach Real Estate Ethics See Note in Section F)
 - 2. Cynthia Bishop 62254/62255/62256 (Short Sales),
 62309/62310 (Fair Housing), 62311/62312 (Contracts), 62291/62292 (Addendums),
 62288/62289/62290 (Agency), 62283/62284 (Ethics)
 58026/61230 (Finance), 62307/62308 (Personal
 Marketing), 61863/61864 Ethics Mock Hearing, RECA
 - 3. Craig Buck 62254/62255/62256 (Short Sales),
 62311/62312 (Contracts), 62291/62292 (Addendums),
 62288/62289/62290 (Agency), 61867/61866 (Helping
 Your Clients with the 3 H's, RECA
 - 4. **Joyce Compton** 62254/62255/62256 (Short Sales), 62283/62284 (Ethics), 62307/62308 (Personal Marketing), 62291/62292 (Addendums), 61863/61864 Ethics Mock Hearing, 58026/61230 (Finance), **RECA**

 - 6. John Haid 62258/62257 (Technology Marketing), 62287/62286/62285 (Technology Risk Management), 62308/62307 (Personal Marketing), 60355 (Social Media Risk Management), RECA
 - 7. **Tina Hunt** 62258/62257 (Technology Marketing), 58026/61230 (Finance), 60355 (Social Media Risk Management), **RECA**
 - 8. Debra Klingensmith 62309/62310 (Fair Housing),
 62311/62312 (Contracts), 62291/62292 (Addendums),
 62288/62289/62290 (Agency), 58026/61230 (
 Finance), 62307/62308 (Personal Marketing),
 61863/61864 Ethics Mock Hearing, RECA

- 9. Brooke Miller 62254/62255/62256 (Short Sales), 62309/62310 (Fair Housing), 62311/62312 (Contracts), 62291/62292 (Addendums), 62288/62289/62290 (Agency), 62283/62284 (Ethics) 58026/61230 (Finance), 62306/62305 (Cyber Agent), 61869/61868 (Visual Information Specialist), 60355 (Social Media Risk Management), RECA
- 10. **Thomas Murphy** 62258/62257 (Technology Marketing), 62287/62286/62285 (Technology Risk Management), 60355 (Social Media Risk Management), **RECA**
- 11. Matthew Rathbun 62254/62255/62256 (Short Sales),
 62311/62312 (Contracts), 62291/62292 (Addendums),
 62288/62289/62290 (Agency), 62283/62284 (Ethics)
 58026/61230 (Finance), 62307/62308 (Personal
 Marketing), 61863/61864 Ethics Mock Hearing,
 62258/62257 (Technology Marketing), 62287/62286/62285
 (Technology Risk Management), 62306/62305 (Cyber
 Agent), 61869/61868 (Visual Information Specialist),
 RECA
- 12. Rene Daniels 62258/62257 (Technology Marketing), 62287/62286/62285 (Technology Risk Management), 61869/61868 (Visual Information Specialist), 62307/62308 (Personal Marketing), 60355 (Social Media Risk Management), RECA
- 13. **Pricilla Sheeley** 62284/62283 (Ethics), 61864/61863 (Ethics Mock Hearing), **RECA**
- 14. **Julie Nelson** 62533/62532 (Tax Strategies for Realtors), 58026/61230 (Finance), **RECA**
- 15. **Phillip Blake** 62254/62255/62256 (Short Sales), 62311/62312 (Contracts), 62291/62292 (Addendums), 62288/62289/62290 (Agency), 58026/61230 Finance, **RECA**
- 16. Michael Winderl 62258/62257 (Technology Marketing),
 62287/62286/62285 (Technology Risk Management),
 62307/62308 (Personal Marketing), 60355 (Social
 Media Risk Management), 61869/61868 (Visual
 Information Specialist), 62306/62305 (Cyber
 Agent), RECA
- 17. Jane Ford Clark 54979/54980 (Accredited Buyer's Representative), 54981/54982 (Accredited Buyer's Representative), 61941/61942 (Short Sale & Foreclosures), Pending CE/PLE (Seller Representative Specialist Designation), Long and Foster Institute of Real Estate
- 18. **Jenny Ann Hunter** 57351/57352 (Title Insurance Basics: What is it and how it works), 57353/57354 The Closing Process, **RGS Title RE Academy**
- 19. **Asia Froton** 57351/57352 (Title Insurance

- Basics: What is it and how it works), 57353/57354 The Closing Process, 61768/61769 (Preparing for Success: Keeping Issues from Becoming Problems), RGS Title RE Academy
- 20. Kelly Calamitsis (fka Kelly M. Lively), Jennifer L. Hutcherson, Christopher Joseph Patt, and Suzanne Feinstein, 55816/57925 (Contract/Offer to Purchase), 56396/56397 (The Code for Ethics for Real Estate Professionals), RGS Title RE Academy (Calamitsis, Hutcherson & Feinstein not approved to teach Real Estate Ethics See Note in Section F)
- 21. Sara Mendez Rodriguez, and James C. Pope, 55816/57925 (Contract/Offer to Purchase), RGS Title RE Academy
- Kristin K. West 55628/55629 (Introduction to 22. Contracts), 55816/57925 - (Contracts/Offer to Purchase), 55823/55824 - (Agency Law in Virginia) 55835/55836 - (Tax Matters in Real Estate Sales) 55884/55885 - (Fair Housing), 56396/56397 - (The Code of Ethics for Real Estate Professionals), 56398/56399 - (How to Help Clients Avoid Foreclosure), 56400/56401 - (The New Limited Service Agency in Virginia), 56617/56618 - (Virginia Real Estate Law) 56629/56630 - (Contract Update: Current Issues -Practical Problems), 57345/57346 - (Residential Contract of Purchase (VAR) 57349/57350 - (Living Trusts in Real Estate), 57351/57352 - (Title Insurance Basics: What is it and How it Works), 57353/57354 - (The Closing Process), 57355/57356 -(Property Disclosure in Virginia) 57357/57358 -(Contract Review - A Tale of Two Contracts), 57359/57360 - (Selected Issues in Agency Law in Virginia), 57347/57348 - (Legal Updates) 58425/58426 - (Short Sales, REO Sales & Some Related Tax Issues), 58618/58619 - (Special Contracts & Seller Financing), RGS Title RE Academy
- 23. Jennifer Epler McCarthy & Maryann Korman 55628/55629 (Introduction to Contracts),
 55816/57925 (Contracts/Offer to Purchase),
 55823/55824 (Agency Law in Virginia) 55835/55836 (Tax Matters in Real Estate Sales) 55884/55885 (Fair Housing), 56396/56397 (The Code of Ethics for
 Real Estate Professionals), 56398/56399 (How to
 Help Clients Avoid Foreclosure), 56400/56401 (The
 New Limited Service Agency in Virginia), 56617/56618
 (Virginia Real Estate Law) 56629/56630 (Contract
 Update: Current Issues Practical Problems),
 57345/57346 (Residential Contract of Purchase (VAR)

57349/57350 - (Living Trusts in Real Estate), 57351/57352 - (Title Insurance Basics: What is it and How it Works), 57353/57354 - (The Closing Process), 57355/57356 - (Property Disclosure in Virginia_ 57357/57358 - (Contract Review - A Tale of Two Contracts), 57359/57360 - (Selected Issues in Agency Law in Virginia), 57347/57348 - (Legal Updates) 58425/58426 - (Short Sales, REO Sales & Some Related Tax Issues), 58618/58619 - (Special Contracts & Seller Financing), 59899/59900 - (RESPA Reforms Rule - New GFE and HUD - 1 Review - Jennifer Epler McCarthy only), 61400/61401 - (Current Legal Issues & Ethical Pitfalls), 61543/61544 - (Deeds of Conveyance), 61768/61769 - (Preparing for Success: Keeping Issues from Becoming Problems), 62018/62019 -Handling Sales of Properties in Decedent's Estates, RGS Title RE Academy

- 24. Marc Sinclair Wiltshire 55628/55629 (Introduction to Contracts), 55816/57925 (Contracts/Offer to Purchase), 55884/55885 (Fair Housing), 56396/56397- (The Code of Ethics for Real Estate Professionals), 56400/56401 (The New Limited Service Agency in Virginia), 56617/56618 (Virginia Real Estate Law) 56629/56630 (Contract Update: Current Issues Practical Problems), RGS Title RE Academy
- 25. **Jeffrey M. Nowak** - 55628/55629 - (Introduction to Contracts), 55816/57925 - (Contracts/Offer to Purchase), 55823/55824 - (Agency Law in Virginia) 55835/55836 - (Tax Matters in Real Estate Sales) 55884/55885 - (Fair Housing), 56396/56397 - (The Code of Ethics for Real Estate Professionals), 56398/56399 - (How to Help Clients Avoid Foreclosure), 56400/56401 - (The New Limited Service Agency in Virginia), 56617/56618 - (Virginia Real Estate Law) 56629/56630 - (Contract Update: Current Issues -Practical Problems), 57345/57346 - (Residential Contract of Purchase (VAR) 57349/57350 - (Living Trusts in Real Estate), 57351/57352 - (Title Insurance Basics: What is it and How it Works), 57353/57354 - (The Closing Process), 57355/57356 - (Property Disclosure in Virginia 57357/57358 - (Contract Review - A Tale of Two Contracts), 57359/57360 - (Selected Issues in Agency Law in Virginia), 57347/57348 - (Legal Updates) 58425/58426 - (Short Sales, REO Sales & Some Related Tax Issues), 58618/58619 - (Special Contracts & Seller Financing), 61400/61401 - (Current Legal Issues & Ethical Pitfalls), 61543/61544 - (Deeds of

- Conveyance), 61768/61769 (Preparing for Success: Keeping Issues from Becoming Problems), 62018/62019 -Handling Sales of Properties in Decedent's Estates, RGS Title RE Academy
- Todd Mitchell 56405 (2007 New Agency Law in VA), 26. 62538/62539 - (A Mock Settlement), 56403/56404 (Agency Law Demystified), 59617/59618 (An Introduction to Short Sales and the Short Sale Addendum), 57203/57204 (Bankruptcy and Foreclosure), 60553/60554 (Contracts with Escalators An Elevator to the Top Sales Price), 59439/59440 Earnest Money Deposits), 56919/56920 (Ethics for RE Agents), 56402/56550, (Ethics for RE Agents - The Basics), 56921/569221 (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) 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), 62530/62531 -(Taxes for the Independent Contractor), 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?), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your upcoming VA Transaction), 57201/57202 (What is Delivery?), Settlement Group. L.C. (Not approved to teach Real Estate Ethics - See Note in Section F)
- 27. Bill Burkart, Scott Mozingo, Stacy McKone, and Sherry Lynch 62524/62525 (Fair Housing Shared Neighborhoods, Equal Opportunities), CBRE SRE
- 28. **Dexter Godfrey** 56351/56352 (Contract Presentation & Negotiations), 60294/60295 (Contract to Closing), 54008/54009 (Ethics & Standards of Conduct), 62091 (Fair Housing Practically Speaking), 60642/60643 (Helping Seller Clients Make Better Decisions)

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56046/56047 (Offer to Purchase (Sales Contract), 60646/60647 (Professional Agent 103 (Agency), 60227/60228 (Professional Agent 104 (Fair Housing) 60642/60643 (Helping Seller Clients Make Better Decisions), 61941/61942 (Short Sale and Foreclosures) 62261 (Legal Updates and Emerging Trends), 54978/54979/54980/54981/54982 (Accredited Buyer's Representative), Long & Foster Real Estate Institute
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- 29. Phillip W. Blake and Peter W. Smith, IV 56351/56352 (Contract Presentation & Negotiations), 60294/60295 (Contract to Closing), 56046/56047 (Offer to Purchase (Sales Contract), 60646/60647 (Professional Agent 103 (Agency), 60227/60228 (Professional Agent 104 (Fair Housing), 62001/62002 (Ethics & Standards of Conduct) 62261 (Legal Updates and Emerging Trends), 62091 (Fair Housing Practically Speaking), 62381 (Agency), 62380 (Contracts), Long and Foster Real Estate Institute (Blake and Smith not approved to teach Real Estate Ethics See Note in Section F)
- 30. Win Singleton 56351/56352 (Contract Presentation & Negotiations), 60294/60295, (Contract to Closing), 56046/56047 (Offer to Purchase (Sales Contract), 60646/60647 (Professional Agent 103 (Agency), 60227/60228 (Professional Agent 104 (Fair Housing), 62001/62002 (Ethics & Standards of Conduct), 56377/56378 (Business Planning 202), 62261 (Legal Updates and Emerging Trends), 62091 (Fair Housing Practically Speaking), 62381 (Agency), 62380 (Contracts), Long and Foster Real Estate Institute
- 31. Robert H. Pearsall Jr. and Richard Brain Campbell 57915/57916 (The REIN Contract Uncovered), Alpha College of Real Estate
- 32. Sadaf Saberi, Jennifer Somma and Mary Hurley 62559/62560 (Title Insurance 101: What Every Real Estate Agent Should Know About Title Insurance), 62536/62537 (Real Estate Finance 101: Home Loans & The NVAR Contract), Champion University
- 33. Jane Clawson and Sara Mendez Rodriquez 59475/59476 (Agency Primer), 59479/59480 (An Introduction to NAR Code of Ethics), 59481/59482 (Update to Fearless Approach to Short Sales), 59477/59478 (Real Property Appraisals in Virginia), 59471/59472 (Pre and Post Settlement Agreements A Primer), 59473/59474 (Bank Owned Property), 60580/60581 (RESPA GUIDELINES), 60576/60577 (RESPA GUIDELINES: A Primer) 60578/60579 (Management of Escrow Accounts) 60574/60575 (Signed, Sealed but Did You Deliver?

- Updates on the Contract), **Institute of Continuing** Education, LC (Clawson and Rodriquez not approved to teach Real Estate Ethics See Note in Section F)
- 34. Jim Tomasello 61068/61069 (CVRMLS New Member
 Training), 58964/58965 (CVRMLS Rules and Regulations)
 56144/56145 (Digital Cameras & MLS Photography)
 59173/59174 (CMA Price it Right), 62550/62551
 (IMAP/Tax Records Workshop), 62553/62554 (Top 10
 Tempo Tips), 62546/62547 (Instanet Workshop)
 59843 (RE Stats Basic), RAR
- 35. Robert T. Heltzel and Edda Burglund 59813/59814 (Credit Reporting), PWAR
- 36. Cynthia Nahorney 60709/60710 (Impact of the RESPA Rules on Settlement Agents), 57077/57078 (Foreclosure, Liens and Bankruptcy), 55894/56043 (Deed Warranties, Tenancies and Decedents' Estates, Fidelity National Title Insurance Company
- 37. Pam Wharton 58026/61230 (Finance) & Kathy Deal 60316/60315 (HUD 101), 62501/62500 (The Key HUD and the FHA Loan), RECA
- 38. Mumtaz Bhatti, Sandra Hood, Daniel Rochon, Dawn
 Cales, and Kaera Mims 58806 (Real Estate Contracts)
 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), 53564 (Virginia
 Real Estate Trends and Legal Ethics), 58844
 (Virginia Real Estate Law Update), 58699 (Limited
 Service Agency), 58846 (Virginia Salesperson CE:
 Mandatory and Elective Topics), Moseley Real Estate
 Schools
- 39. Mumtaz Bhatti, Sandra Hood, Daniel Rochon, and Kaera Mims 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

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 School

- 40. Mary Ann Korman, James C. Pope, and Jennifer McCarthy 62644/62645 (Virginia Real Estate Law), 62646/62647 (The Closing Process), 62648/62649 (Selected Issues in Agency Law in VA), 62650/62651 (Property Disclosure in VA), 62652/62653 (Preparing for Success: Keeping Issues from Becoming Problems) 62654/62655 (Contracts for Real Estate Professionals/Offer to Purchase for the Real Estate Professionals), 62656/62657 (Contract Review A Tale of Two Contracts), 62668/62669 (Agency Law in Virginia), Piedmont Area Association of Realtors
- 41. Jay W. DeBoer 62196/62197/62198 (Virginia Real Estate Regulations Review, Alpha College of Real Estate

G. Other Business

- The Committee discussed whether to grant broker pre-1. license education credit to broker licensees in the states of Delaware and Oklahoma and in the District of Columbia (DC) who apply for Virginia broker license а reciprocity. The Committee determined the broker prelicense education completed by reciprocal applicants from these states and DC is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept this pre-license education toward the Board's classroom hour broker pre-license education requirement. Broker license reciprocal applicants from these states who do not meet the Board's 180 classroom hour broker prelicense education requirement must make up the difference in hours by completing a Board-approved Real Estate Brokerage pre-license education course, and, if necessary, additional Board-approved pre-license education courses.
- 2. The Committee discussed a proposal that would grant a maximum of two hours of continuing education or post license education credit per two-year licensure term for licensees who attend a Real Estate Board meeting. The

Committee asked that the Board discuss this proposal at its meeting.

- H. Public Comment
- I. The meeting adjourned at 5:33 p.m.
- * Continuing Ed. Post License Ed. Course Companion Applications