

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE AGENDA

January 26, 2011 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Home Inspection Pros, Inc., Virginia Beach, VA  
Contact Person: Richard Carroll
2. CPG School of Real Estate, Inc. Chesapeake, VA  
Contact Person: DeAnne P. Young

IV. Continuing Education Course Applications

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

1.

B. Original Continuing Education course applications, approved school:

1. \*62391 Business Planning & Schedules, 2 hours Real Estate Related, Towne Realty School of Real Estate
2. \*62393 Contract to Closing, 3 hours Real Estate Related, Towne Realty School of Real Estate
3. \*62395 Motivating the Sales Professional, 2 hours Real Estate Related, Towne Realty School of Real Estate
4. \*62397 Video for Realtors, 3 hours Real Estate Related, Real Estate Career Academy
5. \*62399 Using Communication Tools Effectively, 2 hours Real Estate Related, Real Estate Career Academy
6. \*62401 Buyer Counseling - The Sales Process, 3 hours Real Estate Related, Towne Realty School of Real Estate
7. \*62403 Real Estate Blogging 101, 2 hours Real Estate Related, Xtreme Agent Training, LLC
8. 62405 Real Estate Blogging 101, 2 hours Broker

9. \*62407 Management, Xtreme Agent Training, LLC  
Agency: A Complicated Relationship, 1 hour  
Real Estate Agency, VAR
10. \*62409 VHDA Real Estate Professional Training, 2  
hours Real Estate Related, VAR
11. \*62411 Tax Efficient Options for Real Estate  
Transactions, 1 hour Real Estate Related,  
Atlantic Equities and Exchange, LLC
12. \*62416 Ethics & Standards of Conduct, 3 hours  
Ethics & Standards of Conduct, Moseley-  
Dickinson Academy of Real Estate
13. \*62420 The Second Home as a Real Estate  
Investment, 1 hour Real Estate Related,  
Moseley-Dickinson Academy of Real Estate
14. \*62422 Capital Gains Tax Overview, 1 hour Real  
Estate Related, Moseley-Dickinson Academy  
of Real Estate
15. \*62426 Agency: Polyzos V. Cotrupi, 1 hour Real  
Estate Related, Moseley-Dickinson Academy  
of RE
16. \*62430 Legal Instruments of Real Estate Finance, 4  
hours Real Estate Related, Hometown Title &  
Escrow, LLC
17. \*62432 Getting a Signed Buyer Agency Agreement, 1  
hour Real Estate Agency, 1 hour Real  
Estate Related, Richmond Equity Ventures,  
LLC
18. \*62434 Certified Distressed Property Expert (On-  
line), 1 hour Real Estate Contracts, 8  
hours Real Estate Related, Alpha College of  
Real Estate
19. \*62436 Certified Distressed Property Expert (On-  
line), 5 hours Real Estate Contracts, 8  
hours Broker Management, Alpha College of  
Real Estate
20. \*62437 Finance with TowneBank Mortgage, 3 hours  
Real Estate Related, William E. Wood &  
Associates Real Estate Academy
21. \*62439 Generational Selling, 2 hours Real Estate  
Related, VAR
22. \*62441 Using Technology to Benefit Clients, 3  
hours Real Estate Related, William E. Wood  
& Associates Real Estate Academy
23. \*62447 The Listing Process, 3 hours Real Estate  
Related, William E. Wood & Associates Real  
Estate Academy
24. \*62450 The Settlement Process, 2 hours Real Estate  
Related, CBRB SRE

25. \*62452 Real Estate Agency, 3 hours Real Estate Agency, CBRB SRE
26. \*62454 Regional Contract Review, 3 hours Real Estate Related, CBRB SRE
27. \*62456 The Role of the Home Inspector, 2 hours Real Estate Related, CBRB SRE
28. \*62458 Short Sale Strategies, 3 hours Real Estate Related, CBRB SRE
29. \*62460 From Contract to Closing, 2 hours Real Estate Related, CBRB SRE
30. \*62462 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, CBRB SRE
31. \*62464 The ABC's of Home Warranty, 2 hours Real Estate Related, CBRB SRE
32. \*62466 Negotiating Agreements, 3 hours Real Estate Related, CBRB SRE
33. \*62468 Seller Services, 3 hours Real Estate Related, CBRB SRE
34. \*62470 Marketing, 2 hours Real Estate Related, CBRB SRE
35. \*62472 Property Selection, Offers, Negotiating and Closing, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
36. \*62474 Business Planning and Setting Goals, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
37. \*62476 What's It Worth? 2 hours Real Estate Related, VAR
38. \*62478 Ethics and the Realtor, 3 hours Ethics & Standards of Conduct, VAR
39. \*62480 Getting the Buyer's Representation Agreement Signed, 2 hours Real Estate Agency, VAR
40. \*62485 Implementing Social Media Into Real Estate and Everyday Life, 2 hours Real Estate Related, VAR
41. \*62487 Video Explosion, 2 hours Real Estate Related, VAR
42. \*62489 2011 Professional Standards Seminar, 3 hours Ethics and Standards of Conduct, 3 hours Real Estate Related, VAR
43. \*62492 Adapting Your Marketing to the Changing Internet Landscape, 2 hours Real Estate Related, VAR
44. \*62494 Advertising: Promoting Your Business the Right Way, 1 hour Legal Updates, VAR
45. \*62496 RI 409: Business Planning, 7 hours Real

- Estate Related, VAR
46. \*62498 Laws & Regulations Impacting Licensees, 3 hours Legal Updates, William E. Wood & Associates Real Estate Academy
  47. \*62500 The Key to HUD and the FHA Loan, 4 hours Real Estate Related, Real Estate Career Academy
  48. \*62502 Virginia Escrow, 3 hours Real Estate Related, Real Estate Career Academy
  49. 62504 Virginia Escrow, 3 hours Broker Management, Real Estate Career Academy
  50. \*62507 Contract Writing; Handling Customer Deposits; and Agency, 2 hours Legal Updates, 1 hour Real Estate Contracts, Kirks Institute
  51. \*62508 Common Legal Hotline Questions and Answers, 1 hour Legal Updates, VAR
  52. \*62510 Building Your Business/Business Planning, 3 hours Real Estate Related, CBRB SRE
  53. \*62512 Consumer Rights and Rentals, 3 hours Real Estate Related, CBRB SRE
  54. \*62514 Guaranteed Commission Check in 90 Days, 1 hour Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
  55. \*62516 Getting the Listing Every Time, 2 hours Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
  56. \*62518 Mastering Your Schedule, 1 hour Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
  57. \*62520 What Every Realtor Should Know about Divorce, 1 hour Real Estate Agency, 1 hour Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
  58. \*62522 Finance, 2 hours Real Estate Related, CBRB SRE
  59. \*62524 Fair Housing - Shared Neighborhood...Equal Opportunities, 3 hours Fair Housing, CBRB SRE
  60. \*62526 You, Incorporated: Legal and Tax Implications, 2 hours Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
  61. \*62528 1031 Tax Deferred Exchange & IRS, 2 hours Real Estate Related, CBRB SRE
  62. \*62530 Taxes for the Independent Contractor, 2 hours Real Estate Related, MBH Settlement Group, L.C.

63. \*62532 Tax Strategies for Realtors, 2 hours Real Estate Related, RECA
64. \*62534 Visionary Development, 3 hours Real Estate Related, Realtor Association of Prince William
65. \*62536 Real Estate Finance 101 - Home Loans and the NVAR Contract, 2 hours Real Estate Related, Champion University
66. \*62538 A Mock Settlement, 1 hour Real Estate Related, MBH Settlement Group, L.C.
67. \*62540 Evaluating & Financing the Fixer-Upper, 4 hours Real Estate Related, New Millennium University
68. 62542 Advanced Contract Writing, 3 hours Real Estate Contracts, RAR
69. 62543 Broker Workshop: Making Sure Your Shop is in Order, 2 hours Legal Updates, RAR
70. \*62544 Generational Buying and Selling, 4 hours Real Estate Related, RAR
71. \*62546 Instanet Workshop, 2 hours Real Estate Related, RAR
72. \*62548 The Housing Market Report for Residential Agents, 1 hour Real Estate Related, RAR
73. \*62550 IMAPP/Tax Records, 2 hours Real Estate Related, RAR
74. \*62553 Top 10 Tempo Tips, 2 hours Real Estate Related, RAR
75. 62555 Broker Office Policy Workshop, 4 hours Broker Management, RAR
76. 62556 Broker Office Policy Workshop, 4 hours Legal Updates, RAR
77. \*62557 Leasing Basics for Residential Sales Professionals, 3 hours Legal Updates, RAR
78. \*62559 Title Insurance 101 - What Every Real Estate Agent Should Know About Title Insurance, 2 hours Real Estate Related, Champion University
79. \*62561 Buyer Agents as Heroes: Better Serving Your Buyer Clients, 2 hours Real Estate Related, NVAR
80. 62587 Virginia Fair Housing Laws, 2 hours Fair Housing, Real Estate Empower, Inc.
81. \*62588 Virginia Legal Updates, 1 hour Legal Updates, Real Estate Empower, Inc.

C. Original Continuing Education course application, pending school application:

1. \*62567 AC for Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc.
2. \*62569 Asphalt Shingles, 1 hour Real Estate Related, Home Inspection Pros, Inc.
3. \*62571 Carbon Monoxide, 1 hour Real Estate Related, Home Inspection Pros, Inc.
4. \*62573 Electrical Size Service, 1 hour Real Estate Related, Home Inspection Pros, Inc.
5. \*62575 Identifying Furnace Deficiencies, 1 hour Real Estate Related, Home Inspection Pros, Inc.
6. \*62577 Indoor Air Quality, 1 hour Real Estate Related, Home Inspection Pros, Inc.
7. \*62579 Lead Based Paint, 1 hour Real Estate Related, Home Inspection Pros, Inc.
8. \*62581 Renovate, Repair, Remodel, 1 hour Real Estate Related, Home Inspection Pros, Inc.
9. \*62583 Identifying Structural Defects, 1 hour Real Estate Related, Home Inspection Pros, Inc.
10. \*62585 House Age, 1 hour Real Estate Related, Home Inspection Pros, Inc.

V. Post License Education Course Applications

A. Previously-approved Post License Education course applications, approved school:

1. 62445 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
2. 62446 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, PDI
3. 62563 Offer to Purchase (Online), 3 hours Residential Real Estate Mandatory Topics, PDI
4. 62564 Real Estate Law (Online), 3 hours Residential Real Estate Mandatory Topics, PDI
5. 62565 Ethics and Standards of Conduct (Online), 3 hours Residential Real Estate Mandatory Topics, PDI
6. 62566 Fair Housing (Online), 3 hours Residential Real Estate Mandatory Topics, PDI

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

1. \*62392 Business Planning & Schedules (Business Planning), 2 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
2. \*62394 Contract to Closing (Selling Process), 3 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
3. \*62396 Motivating the Sales Professional (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
4. \*62398 Video for Realtors (Technology), 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy
5. \*62400 Using Communication Tools Effectively (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Real Estate Career Academy
6. \*62402 Buyer Counseling - The Sales Process (Selling Process), 3 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
7. \*62404 Real Estate Blogging 101 (Technology), 2 hours Residential Real Estate Elective Topics, Xtreme Agent Training, LLC
8. \*62408 Agency: A Complicated Relationship (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
9. \*62410 VHDA Real Estate Professional Training (Finance), 2 hours Residential Real Estate Elective Topics, VAR
10. \*62412 Tax Efficient Options for Real Estate Transactions (Sales), 1 hour Commercial Real Estate Elective Topics, Atlantic Equities and Exchange, LLC
11. \*62417 Ethics & Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate
12. \*62421 The Second Home as a Real Estate Investment (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate

13. \*62423 Capital Gains Tax Overview (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
14. 62424 Offer to Purchase, 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate
15. 62425 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate
16. \*62427 Agency: Polyzos v. Cotrupi (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
17. \*62431 Legal Instruments of Real Estate Finance (Finance), 4 hours Residential Real Estate Elective Topics, Hometown Title & Escrow, LLC
18. \*62433 Getting a Signed Buyer Agency Agreement (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC
19. \*62435 Certified Distressed Property Expert (Other Real Estate Related - On-line), 13 hours Property Management Elective Topics, Alpha College of Real Estate
20. \*62438 Finance with TowneBank Mortgage (Finance), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
21. \*62440 Generational Selling (Selling Process), 2 hours Residential Real Estate Elective Topics, VAR
22. \*62442 Using Technology to Benefit Clients (Technology), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
23. \*62448 The Listing Process (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
24. 62449 Agent 2.0 and Your Business (Technology), 2 hours Residential Real Estate Elective Topics, VAR
25. \*62451 The Settlement Process (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE

26. \*62453 Real Estate Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
27. \*62455 Regional Contract Review (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
28. \*62457 The Role of the Home Inspector (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
29. \*62459 Short Sale Strategies (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
30. \*62461 From Contract to Closing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
31. \*62463 Ethics and Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
32. \*62465 The ABC's of Home Warranty (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
33. \*62467 Negotiating Agreements (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
34. \*62469 Seller Services (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
35. \*62471 Marketing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
36. \*62473 Property Selection, Offers, Negotiating and Closing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
37. \*62475 Business Planning and Setting Goals (Business Planning), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
38. \*62477 What's It Worth (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, VAR
39. \*62479 Ethics and the Realtor (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
40. \*62481 Getting the Buyer's Representation Agreement Signed (Other Real Estate

- Related), 2 hours Residential Real Estate Elective Topics, VAR
41. \*62486 Implementing Social Media Into Real Estate and Everyday Life (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
42. \*62488 Video Explosion (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
43. \*62490 2011 Professional Standards Seminar (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
44. 62491 2011 Professional Standards Seminar (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
45. \*62493 Adapting Your Marketing to the Changing Internet Landscape (Technology), 2 hours Residential Real Estate Elective Topics, VAR
46. \*62495 Advertising: Promoting Your Business the Right Way (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
47. \*62497 RI 409: Business Planning (Other Real Estate Related), 7 hours Residential Real Estate Elective Topics, VAR
48. \*62499 Laws & Regulations Impacting Licensees (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, William E. Wood & Associates Real Estate Academy
49. \*62501 The Key to HUD and the FHA Loan (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
50. \*62503 Virginia Escrow (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy
51. 62505 VA Rules & Regulations (Property Owners' and Condominium Association Law; Landlord Tenant Law; Real Estate Board Regulations and Statutes; American with Disabilities Act), 3 hours Commercial Real Estate Mandatory Topics, Kirks Institute
52. \*62506 Contract Writing; Handling Customer Deposits; and Agency, 3 hours Commercial Real Estate Mandatory Topics, Kirks Institute

53. \*62509 Common Legal Hotline Questions and Answers (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
54. \*62511 Building Your Business/Business Planning (Business Planning), 3 hours Residential Real Estate Elective Topics, CBRB SRE
55. \*62513 Consumer Rights and Rentals (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
56. \*62515 Guaranteed Commission Check in 90 Days (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West
57. \*62517 Getting the Listing Every Time (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West
58. \*62519 Mastering Your Schedule (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West
59. \*62521 What Every Realtor Should Know about Divorce (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West
60. \*62523 Finance, 2 hours Residential Real Estate Elective Topics, CBRB SRE
61. \*62525 Fair Housing - Shared Neighborhood...Equal Opportunities (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
62. \*62527 You, Incorporated: Legal and Tax Implications (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West
63. \*62529 1031 Tax Deferred Exchange & IRS (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
64. \*62531 Taxes for the Independent Contractor (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
65. \*62533 Tax Strategies for Realtors (Other Real Estate Related), 2 hours Residential Real

- Estate Elective Topics, RECA
66. \*62535 Visionary Development (Land Use Issues), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
67. \*62537 Real Estate Finance 101 - Home Loans and the NVAR Contract (Finance), 2 hours Residential Real Estate Elective Topics, Champion University
68. \*62539 A Mock Settlement (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
69. \*62541 Evaluating & Financing the Fixer-Upper (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, New Millennium University
70. \*62545 Generational Buying and Selling (Selling Process), 4 hours Residential Real Estate Elective Topics, RAR
71. \*62547 Instanet Workshop (Technology), 2 hours Residential Real Estate Elective Topics, RAR
72. \*62549 The Housing Market Report for Residential Agents (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
73. \*62551 IMAPP/Tax Records (Technology), 2 hours Residential Real Estate Elective Topics, RAR
74. 62552 Fair Housing is for Everyone (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, RAR
75. \*62554 Top 10 Tempo Tips (Technology), 2 hours Residential Real Estate Elective Topics, RAR
76. \*62558 Leasing Basics for Residential Sales Professionals (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RAR
77. \*62560 Title Insurance 101 - What Every Real Estate Agent Should Know About Title Insurance (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Champion University
78. \*62562 Buyer Agents as Heroes: Better Serving Your Buyer Clients (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR

79. \*62589 Virginia Legal Updates (Other Real Estate Related) 1 hour Residential Real Estate Elective Topics, Real Estate Empower, Inc.

C. Original Post License Education course application, pending school application:

1. \*62568 AC for Older Homes (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
2. \*62570 Asphalt Shingles (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
3. \*62572 Carbon Monoxide (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
4. \*62574 Electrical Size Service (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
5. \*62576 Identifying Furnace Deficiencies (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
6. \*62578 Indoor Air Quality (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
7. \*62580 Lead Based Paint (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
8. \*62582 Renovate, Repair, Remodel (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
9. \*62584 Identifying Structural Defects (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
10. \*62586 House Age (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.

#### VI. Pre-License Education Courses

1. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Four Pillars Education, Inc.

2. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), CPG School of Real Estate, Inc. (Proprietary School Application Pending Approval)

#### VII. Pre-License Education Instructors

1. Sandra J. Hood
2. Carolyn Ann Boaz
3. Annamarie Dietz Snipes
4. Mumtaz A. Bhatti
5. Patricia A. Jordal - **Expert (Principles & Practices)**
6. Daniel F. Rochon - **Expert (P&P, Law, Finance)**

#### VIII. Additional Continuing/Post License Education Instructors

1. **Jenny Cannon** - 60168/60169 (Renovation Finance - 4 hours), **Alpha College of Real Estate**
2. **Art Grace & Joanna Silva** - 56405 (2007 New Agency Law in VA) 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), 56921/56922 (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) 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?), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your upcoming VA

- Transaction), 57201/57202 (What is Delivery?), **MBH Settlement Group. L.C.**
3. **Bryan Speed** - 61398/61399 (Causes, Symptoms, & Solutions to Common Foundation Problems), **VAR**
  4. **Raymond Rees, Patsy Williamson, and Richard Winebrenner** - 55633/57061 (Agency Law), 57074/57075 (Common Contract Addenda), 57072/57073 (Contract to Settlement), 55634/57107 (Ethics), 55825/57209 (Fair Housing), 57231/57232 (Finance), 58003/58034 (Legislative Update), 56992 (Limited Service Agency), 61547/61548 (Listing and Buyer Broker Contracts), 57110/57111 (Marketing and Servicing a Listing), 55632/57062 (Real Estate Contracts/Offer to Purchase), 57108/57109 (Preparing a CMA), 58888/58923 (Working with Rentals), **Carruthers Academy of Real Estate, LLC**
  5. **Mary Womack** - 59715/59716 (Case Studies on Contract Acceptance and Delivery), **Liz Moore & Associates**
  6. **JoWilla Rannells Beck, Richard H. (Rick) Cockrill, and James K. Sonnhalter** - 61943/61944 (CAMP 443 - Part 1: The Challenge and Mindset), 61883/61884 (CAMP 443 - Part 2: Lead Generation Fundamentals), 61947/61948 (CAMP 443 - Part 3: Buyers), 61945/61946 (CAMP 443 - Part 4: Sellers), 61951/61952 (CAMP 443 - Part 5: Lead Generation Beyond the Basics), 61949/61950 (CAMP 443 - Part 6: Contract to Close), **Keller Williams Richmond West**
  7. **Mary Hurley, Sadeef Saberi and Jennifer Somma** - 62050/60251 (RESPA Reform), 61151/61152 (Fair Housing), 60582/60583 (VA Regional Sales Contracts), 60223/60224 (Short Sales & REOs), 61530/61531 (Deeds in Virginia), 61528/61529 (Uniform Power of Attorney), **Champion University**

IX. Other Business

X. Public Comment

XI. Adjourn

\* Continuing Education and Post License Education Course  
Companion Applications