

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

May 11, 2011 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Meredith Ventures, Inc. Linville, VA
Contact Person: Benjamin Meredith
2. Banks Real Estate, LLC, t/a Banks Property Management, Fredericksburg, VA
Contact Person: Merlyn Banks
3. REOS.COM, Inc. Ashburn, VA
Contact Person: Wendy Powers
4. Dominion Title Corporation, Great Falls, VA
Contact Person: Joe Russo

IV. Continuing Education Course Applications

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

1. 62993 Real Estate and Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, The Frederick Academy of Real Estate
2. 63081 Fair Housing (On-line), 4 hours Fair Housing, Keller Williams Richmond West
3. 63082 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
4. 63083 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
5. 63084 Understanding 1031 Tax-Free Exchanges (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
6. 63085 Real Estate Agent/Mortgage Professional (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
7. 63086 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related,

- Keller Williams Richmond West
8. 63087 Risk Management (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
 9. 63088 Ethics in Today's Real Estate World (On-line), 4 hours Ethics and Standards of Conduct, Keller Williams Richmond West
 10. 63089 Virginia 8-hour Mandatory Continuing Education Course (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 C Contracts, Keller Williams Richmond West
 11. 63090 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
 12. 63091 Understanding Credit & Improving Credit Scores (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
 13. 63092 Limited Service Agency in VA (On-line), 2 hours Real Estate Related, Keller Williams Richmond West
 14. 63093 Sustainable Housing and Building Green (On-line), 8 hours Real Estate Related, Keller Williams Richmond West
 15. 63094 Foreclosures, Short Sales, REO's and Auctions (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
 16. 63095 Real Estate and Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
 17. 63097 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
 18. 63098 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Keller Williams Richmond West
 19. 63099 Truth About Mold (On-line), 4 hours Real Estate Related, Keller Williams Richmond West
 20. 63100 Introduction to Commercial Real Estate Sales, 4 hours Real Estate Related, Keller Williams Richmond West
 21. 63101 Mortgage Fraud and Predatory Lending: What Every Agent Should Know, 4 hours Real Estate Related, Keller Williams Richmond West
 22. 63102 Real Estate Finance Today, 4 hours Real

Estate Related, Keller Williams Richmond
West

B. Original Continuing Education course applications,
approved school:

1. *62921 Night Court: Navigating Between VAR & REIN Forms, 2 hours Real Estate Contracts, Peninsula Real Estate School
2. *62923 FHA 203K Renovation Loan, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
3. 62927 Legal Descriptions and Surveys, 2 hours Real Estate Related, Fidelity National Title Insurance Corp.
4. *62928 Instanet Training with Docbox for Agents, 3 hours Real Estate Related, RAR
5. *62935 9 Habits that Develop Success in any Market, 2 hours Real Estate Related, VAR
6. *62939 Short Sales and Foreclosures NAR's SFR Certification Course, 6 hours Real Estate Related, NRVAR
7. *62941 Riparian Rights, 1 hour Real Estate Related, Liz Moore University
8. *62943 Accredited Buyer's Representative (ABR) Designation Course, 4 hours Real Estate Related, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Dulles Area Real Estate School
9. *62945 Effective Real Estate Contracts in Northern Virginia, 2 hours Real Estate Contracts, MBH Settlement Group, L.C.
10. *62954 Condominiums, HOA's & POA's, 1 hour Real Estate Related, CVSRE
11. *62956 Seller Preparation Session, 1 hour Real Estate Related, CVSRE
12. 62958 Eminent Domain, 1 hour Ethics and Standards of Conduct, 3 hours Legal Updates, and 8 hours Real Estate Related, CLE International
13. *62959 Real Forestry for Real Estate - Part 1, 4 hours Real Estate Related, VA Polytechnic and State University
14. *62960 Real Forestry for Real Estate - Part 2, 4 hours Real Estate Related, VA Polytechnic and State University
15. *62964 Cover Your Agency, 3 hours Real Estate Agency, VAR
16. *62966 2011 VRLTA and Current Legislative Issues,

- 3 hours Legal Updates and 3 hours Real Estate Related, VAR
17. 62968 Short Sale Broker Training, 4 hours Broker Management, Cindy Bishop Worldwide, LLC
18. 62969 Instructional Ethics for Brokers, 3 hours Broker Management, Cindy Bishop Worldwide, LLC
19. *62970 HAFA Short Sales, 6 hours Real Estate Related, Peninsula Real Estate School
20. *62973 Closings with a Twist (Non-Standard Transactions), 2 hours Real Estate Related, The RGS Title RE Academy
21. *62975 Renovation Financing, 2 hours Real Estate Related, The RGS Title Real Estate Academy
22. 62981 How to Buy and Sell HUD Homes, 2 hours Broker Management, Alpha College of Real Estate
23. *62982 How to Buy and Sell HUD Homes, 2 hours Real Estate Contracts, Alpha College of Real Estate
24. *62985 VRLTA Update, 6 hours Real Estate Related, RAR
25. *62987 Contract Issues - Formation to Enforcement, 2 hours Real Estate Contracts, FSLAWVA Real Estate Education, LLC
26. *62989 2011 Recent Developments, 2 hours Real Estate Related, FSLAWVA Real Estate Education, LLC
27. *62991 Intro to the Excel Financial Calculator for Commercial Real Estate, 3 hours Real Estate Related, RAR

END PHASE I

28. *62994 Contract Review - A Tale of Two Contracts, 1 hour Real Estate Contracts, The RGS Title Real Estate Academy
29. *62997 Using Tax Deferred Exchanges to Increase Buying Power, 1 hour Real Estate Related, The RGS Title Real Estate Academy
30. *62999 Tax Matters in Real Estate Sales, 3 hours Real Estate Related, The RGS Title Real Estate Academy
31. *63001 Property Management - "Why Behind Forms", 2 hours Real Estate Related, Alpha College of Real Estate
32. 63003 Property Management - "Why Behind Forms", 2

- hours Broker Management, Alpha College of Real Estate
33. *63004 Property Management - "The Trail to Escrow Account Jail", 2 hours Real Estate Related, Alpha College of Real Estate
 34. 63006 Property Management - "The Trail to Escrow Account Jail", 2 hours Broker Management, Alpha College of Real Estate
 35. *63007 Property Management - "How to Grow Your Business", 2 hours Real Estate Related, Alpha College of Real Estate
 36. 63009 Property Management - "How to Grow Your Business", 2 hours Broker Management, Alpha College of Real Estate
 37. 63012 Title Workshop: From Examination to Commitment, 7 hours Real Estate Related, NBI, Inc. (**need course materials**)
 38. *63013 2011 VRLTA and Current Legislative Issues, 3 hours Legal Updates and 3 hours Real Estate Related, Peninsula Real Estate School
 39. *63015 Rental Listings Done Right, 3 hours Real Estate Related, Cindy Bishop Worldwide, LLC
 40. 63017 Advanced FHA Financing, 3 hours Real Estate Related, GCAAR
 41. 63018 Buyer Beware: Foreclosed and Neglected Property, 3 hours Real Estate Related, GCAAR
 42. 63019 Non-Conforming Financing, 3 hours Real Estate Related, GCAAR
 43. 63020 Financing Issues Update, 3 hours Real Estate Related, GCAAR
 44. *63033 Residential Property Management 101, 4 hours Real Estate Related, RECA
 45. *63035 Understanding Conflict Resolution, 1 hour Real Estate Related, CVSRE
 46. 63037 Broker Agency, 3 hours Broker Management, Cindy Bishop Worldwide, LLC
 47. *63038 VAR V. REIN Contract Comparison, 2 hours Real Estate Contracts, WAAR
 48. 63040 VAR V. REIN Contract Comparison, 2 hours Broker Management, WAAR
 49. 63041 FHA Finance Class, 2 hours Broker Management, WAAR
 50. *63042 FHA Finance Class, 2 hours Real Estate Related, WAAR
 51. 63044 Broker Rental Listings Done Right, 3 hours

- Broker Management, Cindy Bishop Worldwide, LLC
52. *63045 Home Financing 101, 102 and Beyond, 3 hours Real Estate Related, DAAR
 53. *63047 Home Financing 101, 102 and Beyond, 4 hours Real Estate Related, DAAR
 54. *63049 Buyer Agents as Heroes: Better Serving Your Buyer Client, 4 hours Real Estate Related, NVAR
 55. *63051 VA for Realtors: Transforming Homebuyers into Homeowners, 3 hours Real Estate Related, NVAR
 56. *63053 Avoiding the Aggravations of Home Inspections and Bank Owned Properties, 1 hour Real Estate Related, DAAR
 57. *63057 Advanced Green House Gas Reduction Through Affordable Housing, 1 hour Real Estate Related, WAAR
 58. 63059 Advanced Green House Gas Reduction Through Affordable Housing, 1 hour Broker Management, WAAR
 59. *63060 Senior Real Estate Specialist (SRES) - Day 1, 8 hours Real Estate Related, NVAR
 60. *63062 Senior Real Estate Specialist (SRES) - Day 2, 1 hour Legal Updates, 1 hour Real Estate Agency, and 6 hours Real Estate Related, NVAR
 61. 63064 Detection and Prevention of Contract Fraud, 4 hours Broker Management, NVAR
 62. *63065 Detection and Prevention of Contract Fraud, 4 hours Real Estate Related, NVAR
 63. *63067 Business Planning, 3 hours Real Estate Related, Realtor Association of Prince William
 64. *63069 Negotiation 101: The Psychology of the Deal, 1 hour Real Estate Related, Realtor Association of Prince William
 65. 63103 Residential Finance, 4 hours Real Estate Related, MAI Institute
 66. *63104 Recent Changes in Virginia Agency Law 2011, 2 hours Real Estate Agency, Piedmont School of Real Estate
 67. 63106 Recent Changes in Virginia Agency Law 2011, 2 hours Broker Management, Piedmont School of Real Estate
 68. *63107 The American Mortgage Market: What's Next for Borrowers, Lenders and Those Who Buy Mortgages, 3 hours Real Estate Related,

- Piedmont School of Real Estate
69. 63109 The American Mortgage Market: What's Next for Borrowers, Lenders and Those Who Buy Mortgages, 2 hours Broker Management, Piedmont School of Real Estate
 70. 63110 The American Mortgage Market: What's Next for Borrowers, Lenders and Those Who Buy Mortgages, 3 hours Broker Management, Piedmont School of Real Estate
 71. *63111 The American Mortgage Market: What's Next for Borrowers, Lenders and Those Who Buy Mortgages, 2 hours Real Estate Related, Piedmont School of Real Estate

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

1. *63010 VRLTA, 4 hours Real Estate Contracts, Banks Property Management

IV. Post License Education Course Applications

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

1. 63071 Property Valuation (Property Valuation/Listing Process) On-line, 3 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
2. 63072 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
3. 63073 Financing Properties (Finance) On-line, 3 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
4. 63074 Land Use (Land Use Issues) On-line, 1 hour Residential Real Estate Elective Topics, Keller Williams Richmond West
5. 63075 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
6. 63076 VA Real Estate: Selling Process (Selling Process) On-line, 3 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
7. 63077 Ethics & Standards of Conduct (On-line), 3 hours Residential Real Estate Mandatory Topics, Keller Williams Richmond West

8. 63078 Real Estate Law (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Keller Williams Richmond West
9. 63079 Offer to Purchase (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Keller Williams Richmond West
10. 63080 Agency Law (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Keller Williams Richmond West
11. 63096 Fair Housing (On-line), 3 hours Residential
Real Estate Mandatory Topics, Keller
Williams Richmond West

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

1. *62922 Night Court: Navigating Between VAR & REIN
Forms (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics,
Peninsula Real Estate School
2. *62924 FHA 203K Renovation Loan (Finance), 2 hours
Residential Real Estate Elective Topics,
Cindy Bishop Worldwide, LLC
3. *62929 Instanet Training with Docbox for Agents
(Technology), 3 hours Residential Real
Estate Elective Topics, RAR
4. *62936 9 Habits that Develop Success in any
Market (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics,
VAR
5. *62940 Short Sales and Foreclosures NAR's SFR
Certification Course (Finance), 6 hours
Residential Real Estate Elective Topics,
NRVAR
6. *62942 Riparian Rights (Land Use Issues), 1 hour
Residential Real Estate Elective Topics,
Liz Moore University
7. *62944 Accredited Buyer's Representative (ABR)
Designation Course (Other Real Estate
Related), 15 hours Residential Real Estate
Elective Topics, Dulles Area Real Estate
School
8. *62946 Effective Real Estate Contracts in Northern
Virginia (Other Real Estate Related), 2
hours Residential Real Estate Elective
Topics, MBH Settlement Group, L.C
9. *62955 Condominiums, HOA's & POA's (Other Real

- Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
10. *62957 Seller Preparation Session (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
 11. *62961 Real Forestry for Real Estate - Part 1, (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Virginia Polytechnic and State University
 12. *62962 Real Forestry for Real Estate - Part 2, (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Virginia Polytechnic and State University
 13. 62963 Real Estate Law & Legal Issues (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, DAAR
 14. *62965 Cover Your Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, VAR
 15. *62967 2011 VRLTA and Current Legislative Issues (Other Real Estate Related), 6 hours Property Management Elective Topics, VAR
 16. *62971 HAFA Short Sales (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 17. 62972 Real Estate Agency (Agency Law), 3 hours Residential Real Estate Topics, DAAR
 18. *62974 Closings with a Twist (Non-Standard Transactions)(Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The RGS Title RE Academy
 19. *62976 Renovation Financing (Finance), 2 hours Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 20. 62979 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, DAAR
 21. 62980 Offer to Purchase, 3 hours Residential Real Estate Mandatory Topics, DAAR
 22. *62983 How to Buy and Sell HUD Homes (Selling Process), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 23. 62984 VRLTA Update (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, RAR
 24. *62986 VRLTA Update - PLE Part 1 (VA Residential

- Landlord/Tenant Act & Fair Housing), 4 hours Property Management Mandatory Topics, RAR
25. *62988 Contract Issues - Formation to Enforcement (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
26. *62990 2011 Recent Developments (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
27. *62992 Intro to the Excel Financial Calculator for Commercial Real Estate (Finance), 3 hours Commercial Real Estate Elective Topics, RAR

End of Phase I

28. *62996 Contract Review - A Tale of Two Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
29. *62998 Using Tax Deferred Exchanges to Increase Buying Power (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
30. *63000 Tax Matters in Real Estate Sales (Other Real Estate Related), 3 hours Residential Real Estate Related, The RGS Title Real Estate Academy
31. *63002 Property Management - "Why Behind Forms" (Other Real Estate Related), 2 hours Property Management Elective Topics, Alpha College of Real Estate
32. *63005 Property Management - "The Trail to Escrow Account Jail" (Other Real Estate Related), 2 hours Property Management Elective Topics, Alpha College of Real Estate
33. *63008 Property Management - "How to Grow Your Business" (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Alpha College of Real Estate
34. *63014 2011 VRLTA and Current Legislative Issues (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
35. *63016 Rental Listings Done Right (Property Valuation/Listing Process), 3 hours

- Residential Real Estate Elective Topics,
Cindy Bishop Worldwide, LLC
36. *63034 Residential Property Management 101 (VA Residential Landlord/Tenant Act and Fair Housing), 4 hours Property Management Mandatory Topics, RECA
37. *63036 Understanding Conflict Resolution (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
38. *63039 VAR V. REIN Contract Comparison (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, WAAR
39. *63043 FHA Finance Class (Finance), 2 hours Residential Real Estate Elective Topics, WAAR
40. *63046 Home Financing 101, 102 and Beyond (Finance), 3 hours Residential Real Estate Elective Topics, DAAR
41. *63048 Home Financing 101, 102 and Beyond (Finance), 4 hours Residential Real Estate Elective Topics, DAAR
42. *63050 Buyer Agents as Heroes: Better Serving Your Buyer Client (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
43. *63052 VA for Realtors: Transforming Homebuyers into Homeowners (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
44. *63054 Avoiding the Aggravations of Home Inspections and Bank Owned Properties (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, DAAR
45. *63058 Advanced Green House Gas Reduction Through Affordable Housing (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
46. *63061 Senior Real Estate Specialist (SRES) - Day 1 (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, NVAR
47. *63063 Senior Real Estate Specialist (SRES) - Day 2 (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, NVAR
48. *63066 Detection and Prevention of Contract Fraud

- (Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics,
NVAR
49. *63068 Business Planning, 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
50. *63070 Negotiation 101: The Psychology of the Deal (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Realtor Association of Prince William
51. *63105 Recent Changes in Virginia Agency Law 2011 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
52. *63108 The American Mortgage Market: What's Next for Borrowers, Lenders and Those Who Buy Mortgages (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
53. *63112 The American Mortgage Market: What's Next for Borrowers, Lenders and Those Who Buy Mortgages (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
54. 63113 VRLTA Update - PLE Part 2 (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, RAR

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

1. *63011 VRLTA (Tenant/Landlord Relationships), 4 hours Property Management Elective Topics, Banks Property Management

VI. Pre-License Education Courses

1. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), REOS.com, Inc. **(Pending School Application)**
2. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Keller Williams Richmond West
3. 60-hour Salesperson Principles and Practices of Real Estate (On-line), Dearborn Financial Publishing, Inc.

VII. Pre-License Education Instructors

1. Bernard Leo Heffernan
2. Nancy Gibbs Pannier - **Expert (Principles)**
3. Gloria H. Jackson
4. Tracy Lynn Miller
5. Jerry J. White

VIII. Additional Continuing/Post License Education Instructors

1. **Jimmy Bolton, Bob Chenery, Neathery Harris, and Carl Manasco** - 62601/62602 (2011 Ethics Seminar), **NRVAR**
2. **Sara Mendez Rodriguez** - 62722/62723 (Legal Implications of Short Sales & Foreclosures) 62896/62897 (Fair Housing II), 62720/62721 (Legal Implications of Short Sales & Foreclosures - Primer) 62708/62709 (The Short Sale Era: Success in Closing Short Sales), 62710/62711 (The Short Sale Era: Primer), 62716/62717 (Successful Settlements) 62714/62715 (Successful Settlements: A Primer) 62712/62713 (Tenancy Matters), 62718/62719 (Resolving Walk Thru Issues), 62724/62725 (Agency II), **ICE**
3. **Ernie Dill** - 61429/61430 - Handling the Short Sale, **Cindy Bishop Worldwide**
4. **Jane Clawson and Sara Mendez Rodriguez** - 58147/58148 (Details of a Real Estate Transaction), 58141/58142 (Pre and Post Settlement Agreements), 58153/58154 (Legislation and Laws Affecting Your Virginia Real Estate Transaction), 58159/58160 (Nuances of the Virginia Jurisdictional Addendum), 58143/58144 (HOA and CONDO Resales), 58155/58156 (Superior Approach to Short Sales), 58151/58152 (Taking the Fear Out of the REO Addendum), 58149/58150 (Fair Housing in Virginia, 57957/57958 (The Regional Sales Contract), **ICE**
5. **Judy Graham** - 61545/61546 (Agency), 62074/62075 (Buyer Agency), 61427/61428 (Understanding the Purchase Contract), 61538/61539 (Ethics and Standards of Conduct), 61727/61728 (Fair Housing) 61536/61537 (Today's Addendums), **Cindy Bishop Worldwide, LLC**
6. **Adorna Occhialini Carroll** - 62642/62643 - Seller Representative Specialist, **Long and Foster Institute of Real Estate**
7. **Jane Ford Clark** - 57145 (Seniors Real Estate

- Specialist Revision 1), 61941/61942 (Short Sales and Foreclosures), **Long and Foster Institute of Real Estate**
8. **Nina Bonacic-Doric, Allison M. Spears, and Arthur Monroe** - 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 Foreclosures) 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 and Some Related Tax Issues), 58618/58619 (Special Contracts and Seller Financing), 59899/59900 (RESPA Reform Rule- New GFE and HUD-1 Review), 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) 62671/62672 (Surveys and Easements-Mapping Out an Approach), 62692/62693 (FIRPTA Requirements in Real Estate Transactions), **The RGS Title Real Estate Academy**
9. **John Clyne** - 60250/60251 (RESPA Reform), 61151/61152 (Fair Housing), 60582/60583 (VA Regional Sales Contracts), 60223/60224 (Short Sales & REO's) 61530/61531 (Deeds in Virginia), 61528/61529 (Uniform Power of Attorney Act), 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), 62900/62901 (Financing Contingencies & Form 100 in the NVAR Contract) 62906/62907 (Everything You Wanted to Know About Residential Finance), **Champion University**
10. **Sean Everhart** - 60250/60251 (RESPA Reform),

- 61151/61152 (Fair Housing), 60582/60583 (VA Regional Sales Contracts), 60223/60224 (Short Sales & REO's) 61530/61531 (Deeds in Virginia), 61528/61529 (Uniform Power of Attorney Act), 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), 62900/62901 (Financing Contingencies & Form 100 in the NVAR Contract) 62902/62903 (Everything You Wanted to Know About Title Insurance), 62904/62905 (Everything You Wanted to Know About the RESPA HUD-1 & GFE) 62906/62907 (Everything You Wanted to Know About Residential Finance), **Champion University**
12. **Sabrina Anderson, Suzanne Brady, Katey Mostoller, and Carla Tittle** - 62502/62503/62504 (Virginia Escrow) 62254/62255/62256 (Short Sale), 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) 62309/62310 (Fair Housing), **RECA**
13. **Barry Clark** - 62502/62503/62504 (Virginia Escrow) 62254/62255/62256 (Short Sale), 62311/62312 (Contracts), 62291/62292 (Addendums), 62288/62289/62290 (Agency), **RECA**
14. **Valeri Colon** - 62305/62306 (Cyber Agent), 62258/62257 (Technology Marketing), 62287/62286/62285 (Technology Risk Management), 61869/61868 (Visual Information Specialist), 62308/62307 (Personal Marketing), 60355 (Social Media Risk Management), **RECA**
15. **Peter Habib** - 58026/61230 - (Finance), **RECA**
16. **Brooke Miller** - 62502/62503/62504 (Virginia Escrow), 62501/62500 (The Key to HUD & FHA Loan, **RECA**
17. **Rick Corrado and Kelly Scott** - 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**
18. **Christine Martine** - 62196/62197/62198 - VA Real Estate Regulation Review, **Alpha College of Real Estate**

IX. Other Business
A.

X. Public Comment

XI. Adjourn

* **Continuing Ed. Post License Ed. Course Companion Applications**