

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

July 9, 2008 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Boone Homes, Inc., Manakin-Sabot, VA
Contact: Chris Parks
2. The Genesis Foundation, Inc., Valparaiso, IN
Contact Person: Andrew McMahon

IV. Review of Continuing Education Courses

A. Previously approved continuing education courses, approved school:

1. 58276 Basic Real Estate Finance (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.
2. 58277 Methods of Residential Finance (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.
3. 58278 Pricing Property to Sell (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.
4. 58279 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.
5. 58280 Consensual Dual Agency (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc.
6. 58281 Real Estate Math (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc.
7. 58282 Tax Free Exchanges (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc.
8. 58283 Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Real Estate Agency, 1 hour

- Real Estate Contracts, 1 hour Legal Updates, The Real Estate Academy Inc.
9. 58296 Ethics in Real Estate (On-line), 3 hours Ethics and Standards of Conduct, The Real Estate Academy, Inc.
 10. 58312 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Act Web Services
 11. 58398 Bringing Mediation Home, 6 hours Real Estate Related, Central Virginia School of Real Estate
 12. 58419 Understanding Credit and Improving Credit Scores (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
 13. 58420 Virginia 8 hour Mandatory Continuing Education (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Kaplan Real Estate Schools
 14. 58421 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
 15. 58424 Broker: Business Management in a Real Estate Office, 8 hours Broker Management, Act Web Services
 16. *58434 Ethics & Standards of Conduct, 3 hours Ethics and Standard of Conduct, 1 hour Real Estate Related, Real Estate III School of Real Estate
 17. *58444 Warranty Risk Reduction - Home Protection Program, 2 hours Real Estate Related, Williamsburg Real Estate School
 18. *58480 Quality Service Training, 4 hours Real Estate Related, Real Estate III School of Real Estate
 19. 58483 8-Hour Mandatory CE Renewal Course (On-line), 3 hours Ethics & Standards of Conduct, 2 hours Fair Housing, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 1 hour Legal Update, Piedmont School of Real Estate
 20. 58484 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
 21. 58485 Diversity and Doing Business (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate

- 22. 58486 Real Estate & Taxes - What Every Agent Should Know (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 23. 58487 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 24. 58492 Introduction To Commercial Real Estate (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 25. 58493 Risk Management (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 26. 58494 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 27. 58495 Fair Housing (On-line), 4 hours Fair Housing, Piedmont School of Real Estate
- 28. 58496 Commercial Real Estate: Understanding Investments (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 29. 58497 Commercial Real Estate: Listing Properties (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 30. 58498 Real Estate Investment Fundamentals (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 31. 58499 Real Estate Agent/Mortgage Professional (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 32. 58500 Home for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 33. 58501 Ethics in Today's Real Estate World (On-line), 4 hours Ethics & Standards of Conduct, Piedmont School of Real Estate
- 34. 58502 Electronic Transactions in Real Estate (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 35. 58503 The Truth About Mold (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
- 36. 58504 Understanding 1031 Tax Free Exchanges (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate

37. 58505 Environmental Issues in Real Estate Practices (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
38. 58506 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
39. 58507 Understanding Credit and Improving Credit Scores (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
40. 58544 Ethics and Real Estate (On-line), 4 hours Ethics & Standards of Conduct, Piedmont School of Real Estate
41. *58583# VRLTA and 2008 Legislative Issues, 3 hours Legal Updates; 3 hours Real Estate Related, Peninsula Real Estate School **(#Seeking Retroactive approval to April 29, 2008)**
42. 58603 Ethics in Real Estate (On-line), 4 hours Real Estate Related, Real Estate Career Academy
43. 58604 Senior Real Estate Specialist, 4 hours Real Estate Agency, 4 hours Real Estate Related, Real Estate Career Academy

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

1. 58274 Renovation Financing, 2 hours Real Estate Related, Avery-Hess Academy of Real Estate
2. 58275 Realtor Ethics & Standards of Conduct, 3 hours Ethics and Standards of Conduct, Avery-Hess Academy of Real Estate
3. 58298 REO and Foreclosure Properties (On-line), 5 hours Real Estate Related, McKissock, LP
4. *58299 Pitfalls & Possibilities: Presenting and Negotiating Contracts, 3 hours Real Estate Contracts, VAR
5. *58301 Tax Implications of Real Estate, 8 hours Real Estate Related, VAR
6. *58303 Shift Happens - Adapting to the Shifting Communication Needs of Today's Consumers, 3 hours Real Estate Related, VAR
7. 58305# Ten Steps to a Successful Eviction, 2 hours Legal Updates, VAR **(#Seeking Retroactive approval to February 13, 2008)**

8. *58307 6 Hour Office Operations, 6 hours Real Estate Related, Alpha College of Real Estate
9. *58309 It's Not Easy Going Green... Or Is It?, 2 hours Real Estate Related, VAR
10. *58318 Cover Your Assets, 2 hours Real Estate Related, VAR
11. 58320 Understanding Tenants-in-Common Investments, 3 hours Real Estate Related, Shenandoah Valley Training Center
12. *58321 Home Protection Programs and Risk Management, 2 hours Real Estate Related, GSH Training Co.
13. 58329# Landlord and Tenant Law, 8 hours Legal Updates, Lorman Business Center, Inc. **(#Seeking Retroactive Approval to June 4, 2008)**
14. 58339 Code of Ethics Case Studies (On-line), 3 hours Ethics & Standards of Conduct, Continuing Ed Express, LLC
15. *58346 Investment Options for 1031 Exchanges, 1 hour Real Estate Related, Coldwell Banker Residential Brokerage School of RE
16. 58348 The Brokers Guide to Understanding Real Estate & Mortgage Fraud (on-line), 4 hours Broker Management, The CE Shop, Inc.
17. 58349 Real Estate Appraisal for Agents (on-line), 8 hours Real Estate Related, The CE Shop, Inc.
18. 58350 Real Estate Technology: The Broker's Guide to Success (on-line), 4 hours Broker Management, The CE Shop, Inc.
19. *58351 Pricing Strategies for the 21st Century, 2 hours Real Estate Related, VAR
20. 58353 Title & Escrow: Two Families, One Transaction (on-line), 4 hours Real Estate Related, The CE Shop, Inc.
21. 58354 Diversity: Your Kaleidoscope of Clients (on-line), 4 hours Real Estate Related, The CE Shop, Inc.
22. 58355 Breaking Barriers: Fair Housing (on-line), 4 hours Real Estate Related, The CE Shop, Inc.
23. 58356 Advanced Real Estate Taxation (on-line), 8 hours Real Estate Related, The CE Shop, Inc.
24. *58357 Negotiation: The Games People Play, 2 hours Real Estate Related, VAR

25. 58384 Social Media Risk Management, 2 hours
Broker Management, Real Estate Career
Academy
26. *58385 Social Media Risk Management, 2 hours
Real Estate Related, Real Estate Career
Academy
27. *58387 Practical Property Evaluation, 3 hours
Real Estate Related, Coldwell Banker
Residential Brokerage School of R.E.
28. *58389 Riding the Waves (Listing & Buying Short
Sales), 1 hour Real Estate Related, PWAR
29. *58391 A Day at Sea (Selling from an Estate), 1
hour Real Estate Related, PWAR
30. *58393 "Energy Smart", 4 hours Real Estate
Related, Coldwell Banker Res. Brokerage
School of R.E.
31. *58395 Green Building for Real Estate
Professionals Realtors Course, 3 hours
Real Estate Related, Long and Foster
Institute of Real Estate
32. *58399 Legal Updates and Emerging Trends, 1 hour
Legal Updates, MBH Settlement Group, LLC
33. *58401 Taking the Mystery Out of Real Estate
Financing, 3 hours Real Estate Related,
Old Dominion Real Estate Institute
34. 58403 RECA Short Sales, 3 hours Broker
Management, Real Estate Career Academy
35. *58404 RECA Short Sales, 3 hours Legal Updates,
Real Estate Career Academy
36. *58406 Highlight's of NVAR's 2006 Reg. Sales
Contract w/ Selected Items from VA
Jurisdictional Addendum, 3 hours Real
Estate Contracts, MBH Settlement Group,
LLC
37. *58408 Real Estate 10.0, 6 hours Real Estate
Related, VAR
38. *58411 Divorce, Death, and Bankruptcy, 2 hours
Legal Updates, VAR
39. *58413 Divorce, Death, and Bankruptcy, 3 hours
Legal Updates, VAR
40. *58415 Listing Contract Class, 1 hour Real Estate
Contracts, VAR
41. *58417 Purchase Contract Class, 1 hour Real
Estate Contracts, VAR
42. 58423 Broker Management Issues and Answers, 4
hours Broker Management, Montague Miller
Real Estate Academy

- 43. *58425 Short Sales, REO Sales and Some Related Tax Issues, 2 hours Real Estate Related, The RGS Title Real Estate Academy
- 44. *58427 Issues Involved in Broker/Client Agreement, 2 hours Real Estate Related, 1 hour Real Estate Contracts, VAR
- 45. *58429 Anatomy of a Purchase and Sale Agreement, 3 hours Real Estate Contracts, VAR
- 46. *58436 New Construction: Handling Objections, 2 hours Real Estate Related, Real Estate III School of Real Estate
- 47. *58438 Real Estate 10.0, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
- 48. *58440 Systems & Strategies Necessary to Create an Effective and Profitable Real Estate Business, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
- 49. *58442 What's in Your Policy Manual?, 2 hours Real Estate Related, VAR
- 50. *58446 Business Planning, 1 hour Real Estate Related, Williamsburg Real Estate School
- 51. *58448 Sustainable Housing and Building Green - What Every Agent Should Know, 4 hours Real Estate Related, Long and Foster Institute of Real Estate
- 52. *58450 Making Sense of the Current Market to Look Towards the Future, 1 hour Real Estate Related, RAR
- 53. *58452 The Changing Landscape South of the River, 1 hour Real Estate Related, RAR
- 54. *58454 The Economy & Housing Market in 2008: An Outlook for 2009, 1 hour Real Estate Related, RAR
- 55. 58456 Broker Risk Management: Agency Issues, 3 hours Broker Management, RAR
- 56. *58457 MLS Alliance, 1 hour Real Estate Related, RAR
- 57. *58459 Top 10 Myths of Real Estate, 1 hour Ethics & Standards of Conduct, RAR
- 58. *58461 Property Owner Association & Condo Association Laws, 2 hours Legal Updates, RAR
- 59. *58464 Introduction to Real Estate Auction, 1 hour Legal Updates, 1 hour Real Estate Agency, 2 hours Real Estate Contracts, 2 hours Real Estate Related, RAR

- 60. *58466 It Ain't Easy Being Green: Understanding "Green" in Real Estate, 2 hours Real Estate Related, VAR
- 61. *58468 Forms & Faux Pauxs, 1 hour Real Estate Contracts, RAR
- 62. *58470 Contract Writing: Watch Your Step, 1 hour Real Estate Contracts, Montague Miller Real Estate Academy
- 63. *58472 2008 VAR Property Management Forms Update, 3 hours Real Estate Contracts, VAR
- 64. *58474 New Construction: Demonstrating the Product, 2 hours Real Estate Related, Real Estate III School of Real Estate
- 65. *58476 New Construction: Developing Rapport, 2 hours Real Estate Related, Real Estate III School of Real Estate
- 66. *58478 New Construction: Generating Momentum, 2 hours Real Estate Related, Real Estate III School of Real Estate
- 67. 58482 Broker Management and Supervision, 8 hours Broker Management, Real Estate III School of Real Estate
- 68. *58488# Night Court: Are Your Sellers Coming up Short?, 2 hours Real Estate Related, Peninsula Real Estate School (**#Seeking Retroactive Approval to April 28, 2008**)
- 69. *58490# Elder Law, 2 hours Real Estate Related, Peninsula Real Estate School (**#Seeking Retroactive Approval to May 19, 2008**)
- 70. 58545 Agent Supervision and Management: Cases in Advertising and Communication (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
- 71. 58546 Agent Supervision and Management: Cases in Advertising and Communication (**CRP**), 1 hour Broker Management, Moseley Real Estate Schools
- 72. 58547 Agent Supervision and Management: Cases in Agency Initiation, Supervision, and Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
- 73. 58548 Agent Supervision and Management: Cases in Agency Initiation, Supervision, and Management (**CRP**), 1 hour Broker Management, Moseley Real Estate Schools
- 74. 58549 Agent Supervision and Management: Cases in Improper Disclosure and Disclosure

75. 58550 Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools Agent Supervision and Management: Cases in Improper Disclosure and Disclosure Management **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
76. 58551 Agent Supervision and Management: Cases in Escrow Account Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
77. 58552 Agent Supervision and Management: Cases in Escrow Account Management **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
78. 58553 Agent Supervision and Management: Cases in Improper Dealing and Financial Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
79. 58554 Agent Supervision and Management: Cases in Improper Dealing and Financial Management **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
80. 58555 Precautions to take in a Slow Economy, 5 hours Broker Management, VAR
81. 58556 Precautions to take in a Slow Economy, 5 hours Real Estate Related, VAR
82. *58557 Technology for Today's Realtors, 4 hours Real Estate Related, VAR
83. *58559 Business Planning for Today's Realtors, 4 hours Real Estate Related, VAR
84. *58561 Introduction to VRLTA, 2 hours Legal Updates, VAR
85. *58563 A Guide to Virginia Residential Landlord-Tenant Law, 3 hours Legal Updates, VAR
86. *58565 Ethics and Legal Update 2008, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, VAR
87. *58568 Update on Contracts, Agency, and Fair Housing, 1 hour Real Estate Contracts, 1 hour Real Estate Agency, 2 hours Fair Housing, VAR
88. 58570 Broker Management & Agent Supervision, 8 hours Broker Management (Classroom), Xtreme Agent Training, LLC
89. 58571 Broker Management & Agent Supervision, 8 hours Broker Management **(CRP)**, Xtreme Agent Training, LLC

- 90. 58572 Home Inspection, 2 hours Real Estate Related (Classroom), Xtreme Agent Training, LLC
- 91. 58573 Home Inspection, 2 hours Real Estate Related (**CRP**), Xtreme Agent Training, LLC
- 92. 58585 Agent Supervision and Management: Cases in Personal Misconduct and Proper Supervision (Classroom), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
- 93. 58586 Agent Supervision and Management: Cases in Personal Misconduct and Proper Supervision (**CRP**), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
- 94. 58587 Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions (Classroom), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
- 95. 58588 Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions (**CRP**), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
- 96. *58589 Home Staging 1 Hour, 1 hour Real Estate Related, Williamsburg Real Estate School
- 97. 58591 Supervision and Management, 8 hours Broker Management, Housing Consultants Real Estate School
- 98. 58592 Brokerage Risk and Liability, 4 hours Broker Management, NVAR
- 99. *58593 Risk and Rewards of Rentals for Today's Market, 2 hours Real Estate Related, NVAR
- 100. *58596 Stressful Days and Sleepless Nights? 1 hour Legal Updates, NVAR
- 101. 58598 RLI - Tax Implications of Real Estate, 8 hours Real Estate Related, NVAR
- 102. *58599 The Legal Update Clinic, 2 hours Real Estate Related, NVAR
- 103. *58601 The Mortgage Clinic, 2 hours Real Estate Related, NVAR
- 104. *58610 1 Hr Home Owners Insurance New vs. Older Homes, 1 hour Real Estate Related, Alpha College of Real Estate
- 105. *58612 2 Hr Home Owners Insurance New vs. Older Homes, 2 hours Real Estate Related, Alpha College of Real Estate
- 106. *58614 4 Hr Home Owners Insurance New vs. Older Homes, 4 hours Real Estate Related, Alpha College of Real Estate

- 107. *58616 3 Hr Settlement Agent Responsibilities, 3 hours Real Estate Related, Alpha College of Real Estate
- 108. *58618 Special Contracts and Seller Financing, 2 hours Real Estate Contracts, RGS Title Real Estate Academy
- 109. 58620 Introduction to Employee Relocation (on-line), 3 hours Real Estate Related, Americas Best
- 110. 58621 Handling Difficult Personalities, 3 hours Broker Management, William E. Wood Real Estate Academy
- 111. 58622 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Dearborn Financial Publishing
- 112. 58630 Broker Series - Short Sale Management, 3 hours Broker Management, Real Estate Career Academy
- 113. *58631 ABR Foreclosure, 8 hours Real Estate Related, Real Estate Career Academy
- 114. *58634 Accredited Seller Representative - Realty U, 8 hours Real Estate Related, Real Estate Career Academy

C. Original application for continuing education course, school application pending:

- 1. *58627 Reading and Understanding Construction Drawings and Plats, 2 hours Real Estate Related, Boone Homes, Inc.
- 2. 58629 Understanding Down Payment Assistance Transactions, 3 hours Real Estate Related, The Genesis Foundation, Inc.

V. Review of Post License Education Courses

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

- 1. 58266 Risk Management (On-line), 4 hours Property Management Mandatory Topics, Virginia Educators-Century 21 Battlefield
- 2. 58267 Contract Writing and Agency (On-line), 4 hours Property Management Mandatory Topics, Virginia Educators-Century 21 Battlefield
- 3. 58268 Appraisals/Structures & Construction Process/USBC, 4 hours Property Management

- Mandatory Topics, Virginia Educators-Century 21 Battlefield
4. 58269 Board Regulations & Statutes/Escrow Management & Accounting; Ethics (On-line), 4 hours Property Management Mandatory Topics, Virginia Educators-Century 21 Battlefield
 5. 58270 Virginia Residential Landlord/Tenant Act and Fair Housing (On-line), 4 hours Property Management Mandatory, Virginia Educators-Century 21 Battlefield
 6. 58271 Rental Marketing (On-line), 2 hours Property Management Elective Topics, Virginia Educators-Century 21 Battlefield
 7. 58272 Current Industry Issues and Trends (On-line), 2 hours Property Management Elective Topics, Virginia Educators-Century 21 Battlefield
 8. 58284 Technology (On-line), 3 hours Residential Real Estate Elective Topics, The Real Estate Academy, Inc.
 9. 58285 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, The Real Estate Academy, Inc.
 10. 58286 Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, The Real Estate Academy, Inc.
 11. 58287 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, The Real Estate Academy, Inc.
 12. 58288 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, The Real Estate Academy, Inc.
 13. 58289 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, The Real Estate Academy, Inc.
 14. 58290 Ethics and Standards of Conduct/Current Industry Issues and Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, The Real Estate Academy, Inc.
 15. 58291 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, The Real Estate Academy, Inc.
 16. 58292 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, The Real Estate Academy, Inc.
 17. 58293 Property Valuation/Listing Process (On-line), 3 hours Residential Real Estate

- Elective Topics, The Real Estate Academy, Inc.
18. 58294 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, The Real Estate Academy, Inc.
 19. 58295 Finance (Residential) (Finance) (On-line), 3 hours Residential Real Estate Elective Topics, The Real Estate Academy, Inc.
 20. *58435 Ethics & Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Real Estate III School of Real Estate
 21. *58445 Warranty Risk Reduction (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
 22. *58481 Quality Service Training (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
 23. 58509 Franchising (On-line), 1 hour Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 24. 58510 Hospitality/Entertainment (On-line), 1 hour Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 25. 58511 Consulting Services (On-line), 1 hour Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 26. 58512 Market Research (On-line), 2 hours Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 27. 58513 Leasing (On-line), 4 hours Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 28. 58514 Property Management (On-line), 2 hours Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 29. 58515 Sales (On-line), 3 hours Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 30. 58516 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, Piedmont School of Real Estate
 31. 58517 Contract Writing, Handling Customer Deposits & Agency (On-line), 3 hours Commercial Real Estate Mandatory Topics, Piedmont School of Real Estate

32. 58518 Listing Property (Listing Property; Leasing Property; Current Industry Issues and Trends)(On-line), 3 hours Commercial Real Estate Mandatory Topics, Piedmont School of Real Estate
33. 58519 VA Property Owners' Association Act & VA Condominium Act (Property Owners' and Condominium Association Law)(On-line), 3 hours Commercial Real Estate Mandatory Topics, Piedmont School of Real Estate
34. 58520 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
35. 58521 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
36. 58522 Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
37. 58523 Property Valuation/Listing Process (On-line), 3 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
38. 58524 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
39. 58525 Finance (On-line), 3 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
40. 58526 Appraisals; Structures & Construction Process; USBC (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
41. 58527 Risk Management (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
42. 58528 Board Regulations; Escrow Management; Ethics (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
43. 58529 VA Residential Landlord Tenant Act; Fair Housing (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
44. 58530 Current Industry Issues and Trends (On-line), 2 hours Property Management Elective Topics, Piedmont School of Real Estate

- 45. 58531 Rental Marketing (On-line), 2 hours
Property Management Elective Topics,
Piedmont School of Real Estate
- 46. 58532 Government Relations/Government Programs
(On-line), 1 hour Commercial Real Estate
Elective Topics, Piedmont School of Real
Estate
- 47. 58533 Development (On-line), 1 hour Commercial
Real Estate Elective Topics, Piedmont
School of Real Estate
- 48. 58534 Development (On-line), 1 hour Commercial
Real Estate Elective Topics, Piedmont
School of Real Estate,
- 49. 58535 Offer to Purchase (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Piedmont School of Real Estate
- 50. 58536 Agency Law (On-line), 3 hours Residential
Real Estate Mandatory Topics, Piedmont
School of Real Estate,
- 51. 58537 Fair Housing (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Piedmont School of Real Estate
- 52. 58538 Real Estate Law (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Piedmont School of Real Estate
- 53. 58539 Ethics and Standards of Conduct/Current
Issues & Trends (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Piedmont School of Real Estate
- 54. 58540 Contractor/Maintenance Employee
Relationships (On-line), 2 hours Property
Management Elective Topics, Piedmont
School of Real Estate
- 55. 58541 Understanding Property Owner's and
Condominium Associations (On-line), 2
hours Property Management Elective Topics,
Piedmont School of Real Estate
- 56. 58542 Tenant/Landlord Relationships (On-line), 2
hours Property Management Elective Topics,
Piedmont School of Real Estate
- 57. 58543 Contract Writing and Agency (On-line), 4
hours Property Management Mandatory
Topics, Piedmont School of Real Estate
- 58. 58582# VRLTA and 2008 Legislative Issues (Other
Real Estate Related), 2 hours Property
Management Elective Topics, Peninsula Real
Estate School (**#Seeking Retroactive
approval to April 29, 2008**)

- 59. *58584# VRLTA and 2008 Legislative Issues (Tenant/Landlord Relationships), 4 hours Property Management Elective Topics, Peninsula Real Estate School (**#Seeking Retroactive approval to April 29, 2008**)
- 60. 58605 Senior Real Estate Specialist (Selling Process), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 61. 58606 Senior Real Estate Specialist (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 62. 58607 Senior Real Estate Specialist (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy

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

- 1. *58300 Pitfalls & Possibilities: Presenting and Negotiating Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, VAR
- 2. *58302 Tax Implications of Real Estate (Finance), 4 hours Residential Real Estate Elective Topics, VAR
- 3. *58304 Shift Happens - Adapting to the Shifting Communication Needs of Today's Consumers (Other Real Estate Related), 3 hours Real Estate Residential Elective Topics, VAR
- 4. *58308 6 Hour Office Operations (Other Real Estate Related), 4 hours Property Management Elective Topics, Alpha College of Real Estate
- 5. *58310 It's Not Easy Being Green... Or Is It? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
- 6. 58311 Tax Implications of Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
- 7. *58319 Cover Your Assets (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
- 8. *58322 Home Protection Programs and Risk Management (Other Real Estate Related), 2

- hours Residential Real Estate Elective Topics, GSH Training Co.
9. *58347 Investment Options for 1031 Exchanges (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Coldwell Banker Residential Brokerage School of RE
 10. *58352 Pricing Strategies for the 21st Century (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 11. *58358 Negotiation: The Games People Play (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 12. *58386 Social Media Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, Real Estate Career Academy
 13. *58388 Practical Property Evaluation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Coldwell Banker Residential Brokerage School of RE
 14. *58390 Riding the Waves (Listing & Buying Short Sales) (Finance), 1 hour Residential Real Estate Elective Topics, PWAR
 15. *58392 A Day at Sea (Selling from an Estate) (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, PWAR
 16. *58394 "Energy Smart" (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Coldwell Banker Res. Brokerage School of RE
 17. *58396 Green Building for Real Estate Professionals Realtors Course (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of RE
 18. 58397# Real Estate Law, Title Insurance, and Settlement Issues (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Community Title, LLC
(#Seeking Retroactive Approval to November 7, 2007)
 19. *58400 Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LLC

20. *58402 Taking the Mystery Out of Real Estate Financing (Finance), 3 hours Residential Real Estate Elective Topics, Old Dominion Real Estate Institute
21. *58405 RECA Short-Sales (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy
22. *58407 Highlight's of NVAR's 2006 Reg. Sales Contract w/ Selected Items from VA Jurisdictional Addendum (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, LLC
23. *58409 Real Estate 10.0 (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR
24. 58410 Real Estate 10.0 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
25. *58412 Divorce, Death, and Bankruptcy (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
26. *58414 Divorce, Death, and Bankruptcy (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
27. *58416 Listing Contract Class (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
28. *58418 Purchase Contract Class (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
29. *58426 Short Sales, REO Sales and Some Related Tax Issues (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
30. *58428 Issues Involved in Broker/Client Agreement (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, VAR
31. *58430 Anatomy of a Purchase and Sale Agreement (Leasing), 3 hours Commercial Real Estate Elective Topics, VAR
32. 58431# Accredited Buyer Representative - Real Estate Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Peninsula Real Estate School
(#Seeking Retroactive Approval to June 2, 2008)

33. 58432# Accredited Buyer Representative - Real Estate Law (Real Estate Law), 3 hours Residential Mandatory Topics, Peninsula Real Estate School
(#Seeking Retroactive Approval to June 2, 2008)
34. 58433# Accredited Buyer Representative - Real Estate Related (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
(#Seeking Retroactive Approval to June 2, 2008)
35. *58437 New Construction: Handling Objections (Selling Process), 2 hours Residential Real Estate Elective Topics, Real Estate II School of Real Estate
36. *58439 Real Estate 10.0 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
37. *58441 Systems & Strategies Necessary to Create an Effective and Profitable Real Estate Business (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
38. *58443 What's In Your Policy Manual? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
39. *58447 Business Planning (Business Planning), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
40. *58449 Sustainable Housing and Building Green What Every Agent Should Know (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
41. *58451 Making Sense of the Current Market to Look Towards the Future (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
42. *58453 The Changing Landscape South of the River (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR

43. *58455 The Economy & Housing Market in 2008: An Outlook for 2009 (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
44. *58458 MLS Alliance (Technology), 1 hour Residential Real Estate Elective Topics, RAR
45. *58460 Top 10 Myths of Real Estate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
46. *58462 Property Owner Association & Condo Association Laws (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
47. 58463 Introduction to Real Estate Auction (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, RAR
48. *58465 Introduction to Real Estate Auction (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, RAR
49. *58467 It Ain't Easy Being Green: Understanding "Green" in Real Estate (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
50. *58469 Forms & Faux Pauxs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
51. *58471 Contract Writing: Watch Your Step (Other Real Estate Related, 1 hour Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
52. *58473 2008 VAR Property Management Forms Update (Current Industry Issues and Trends), 3 hours Property Management Elective Topics, VAR
53. *58475 New Construction: Demonstrating the Product (Selling Process), 2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
54. *58477 New Construction: Developing Rapport (Selling Process), 2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
55. *58479 New Construction: Generating Momentum, (Selling Process) 2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate

- 56. *58489# Night Court: Are Your Sellers Coming Up Short? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School **(#Seeking Retroactive Approval to April 28, 2008)**
- 57. *58491# Elder Law (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School **(#Seeking Retroactive Approval to May 19, 2008)**
- 58. *58558 Technology for Today's Realtors (Technology), 4 hours Residential Real Estate Elective Topics, VAR
- 59. *58560 Business Planning for Today's Realtors (Business Planning), 4 hours Residential Real Estate Elective Topics, VAR
- 60. *58562 Introduction to VRLTA (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
- 61. *58564 A Guide to Virginia Residential Landlord-Tenant Law (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, VAR
- 62. *58566 Ethics and Legal Update 2008 (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, VAR
- 63. 58567 Ethics and Legal Update 2008 (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
- 64. *58569 Update on Contracts, Agency, and Fair Housing (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
- 65. *58590 Home Staging 1 Hour (Property Valuation/Listing Process), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
- 66. *58594 Risk and Rewards of Rentals for Today's Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
- 67. 58595 Risk and Rewards of Rentals for Today's Market (Other Real Estate Related), 2 hours Property Management Elective Topics, NVAR
- 68. *58597 Stressful Days and Sleepless Nights? (Other Real Estate Related), 1 hour

- Residential Real Estate Elective Topics,
NVAR
69. *58600 The Legal Update Clinic (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
70. *58602 The Mortgage Clinic, (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
71. 58608 RECA Cyber Agent - Real Estate Related (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
72. 58609 RECA Cyber Agent - Technology (Technology) 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
73. *58611 1 Hr Home Owners Insurance New vs. Older Homes (Other Real Estate), 1 hour Residential Real Elective Topics, Alpha College of Real Estate
74. *58613 2 Hr Home Owners Insurance New vs. Older Homes (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
75. *58615 4 Hr Home Owners Insurance New vs. Older Homes (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
76. *58617 3 Hr Settlement Agent Responsibilities (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
77. *58619 Special Contracts and Seller Financing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RGS Title Real Estate Academy
78. 58623 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Dearborn Financial Publishing, Inc.
79. 58624 Land Use Issues (On-line), 2 hours Residential Real Estate Elective Topics, Dearborn Financial Publishing, Inc.
80. 58625 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Dearborn Financial Publishing, Inc.
81. 58626 Property Valuation (On-line) (Property Valuation/Listing Process), 3 hours

- Residential Real Estate Elective Topics, Dearborn Financial Publishing, Inc.
- 82. *58632 ABR Foreclosure - Part I (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics , Real Estate Career Academy
 - 83. 58633 ABR Foreclosure - Part II (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics , Real Estate Career Academy
 - 84. *58635 Accredited Seller Representative - Realty U (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics , Real Estate Career Academy
 - 85. 58636 Accredited Seller Representative - Realty U - Part II (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics , Real Estate Career Academy

C. Original application for post license education course, school application pending:

- 1. *58628 Reading and Understanding Construction Drawings and Plats (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Boone Homes, Inc.

VI. Review of Limited Service Agency Courses

A. Previously approved Limited Service Agency course, approved school:

- 1. 58273 Understanding the Limited Service Broker, 2 hours Limited Service Agency, Avery-Hess Academy of Real Estate
- 2. 58297 Limited Service Agency (On-line), 2 hours Limited Service Agency, The Real Estate Academy, Inc.
- 3. 58422 Limited Service Agency in VA Mandatory 2 hour Course (On-line), 2 hours Limited Service Agency, Kaplan Real Estate Schools
- 4. 58508 Limited Service Agency (On-line), 2 hours Limited Service Agency, Piedmont Real Estate School

VII. Review of Pre-Licensing Courses

A. Pre-licensing course, approved school:

1. Real Estate Brokerage, Entry Realty School, LLC
(Childress)
2. Real Estate Finance, Entry Realty School, LLC
(Childress)
3. Real Estate Law, Entry Realty School, LLC **(Taylor)**
4. Real Estate Property Law, Entry Realty School, LLC
(Taylor)
5. Principles and Practices of Real Estate, Real Estate
Career Academy **(Gaeser)**

VIII. Pre-Licensing Instructor Applications

1. Sherry S. Andrews
2. Donald W. Mathias
3. Joseph J. Toth
4. William L. Chandler, Jr.
5. Matthew V. Rathbun **(Approval for July 18, 2008)**
6. Donna M. Paton
7. Rajesh Patel
8. David G. Bridges, Sr.
9. Derick Hammond
10. Guy D. Allen
11. Sandra L. Baldwin
12. Tanya Michelle Judon-Winston
13. Stephen M. Zolnowski
14. Claudell O. Claiborne
15. Paul Delkaso
16. Augusto Arostegui - **review**
17. Sarah Catherine Gordon - **expert**
18. Rudy Lee Garcia - **expert**
19. John E. Torrey - **expert**
20. Richard Jasper Bridges - **expert**
21. Christopher B. Shead, Jr. - **expert**
22. Jeremy J. Gaudreau - **expert**
23. Nardos Assegahegn - **expert**
24. David G. Bridges, Jr. - **expert**
25. William Crespo, Jr. - **expert**
26. Cindy S. Adams - **expert**
27. Lucy G. Gimbel - **expert**

IX. Additional Continuing/Post License Education Instructors

1. **Patricia Pachak** 55713 (Accredited Staging Professional), StagedHomes.com **(Gaeser)**
2. **Mary Beth Pauley** 52592/53623 (Understanding Virginia's Agency Law), 52593/52594 (2007 Ethics Seminar), 52585 (Business Planning), 53358 (The Selling Process), 52586/52587 (Offer to Purchase),

- 53586/53587 (The Listing Process), GSH Training
(**Gaeser**)
3. **Howard Williams, Jr.** 52191/52192 (Ethics and Standards of Conduct), 52197/52198 (Agency), 52201/56616 (Property Valuation/Working with Sellers), 52359/52360 (Land Use), 52195/52196 (Real Estate Law), 52205/52206 (Contracts, Offer to Purchase), 52213 (Selling Process), 55993/55994 (Limited Service Agency), 56615 (Business Planning), Alpha College of Real Estate (**Gaeser**)
 4. **Pat Widhalm** 52838/55572 (Constructing Real Estate Agreements for Your Clients), 56979/56980 (Constructing Real Estate Agreements for Your Clients), 54671/54672 (Best Agency Practices), 53907/53540 (Best Agency Practices), VAR (**Gaeser**)
 5. **Catherine L. Gillman** - 58149 & 58150 (Fair Housing in Virginia), 57959 (Limited Service Agency), 57957 & 57958 (Regional Sales Contract), 58141 & 58142 (Pre and Post Settlement Agreement), 58147 & 58148 (Details of Real Estate Transaction), 58153 & 58154 (Legislation and Laws Affecting your Virginia Real Estate Transaction), 58159 & 58160 (Nuances of the Virginia Jurisdictional Addendum), 58143 & 58144 (HOA and CONDO Resale's), 58155 & 58156 (Superior Approach to Short Sales), 58151 & 58152 (Taking the Fear out of the REO Addendum - Typical Provisions and Related Strategies), 58157 & 58158 (Fearless Approach to Short Sales), Institute of Continuing Education, LC (**Gaeser**)
 6. **Sue Puleo & Robert Butcher** 57209/57076 (Fair Housing), 57231/57232 (Real Estate Financing), 58033/58034 (Legislative Update), 57107 (Real Estate Ethics), 57072/57073 (From Contract to Settlement), 57074/57075 (Common Contract Addenda), 55633/57061 (Agency), 57108/57109 (Preparing a Competitive Market Analysis), 56992 (Limited Service Agency), Carruthers Academy of Real Estate (**Gaeser**)
 7. **Mary Moseley & Kathleen McTeague Dartez** 55827/55828 (Real Property Rights & Public Records), 54763 (Settlement Form Review), 54571/54572 (The IRC 1031 Tax Deferred Exchange), 53425/53426 (1031 Tax Deferred Exchange & IRS), 54569/54570 (The Settlement Process), 57072/57073 (From Contract to Settlement), 53785/52029 (Real Estate Contract to Closing), 57720/57721 (Short Sale Strategies), 57718/57719 (Short Sale Strategies), 58138 (Virginia Agency & Regional Contract Review), CBRB School of Real Estate (**Gaeser**)

X. Other Business

1. Discuss Classroom v. On-line courses for Disciplinary Action Continuing Education.
2. Discuss Percentage of Continuing Education Classes that can be completed on-line.

XI. Public Comment

XII. Adjourn

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

Seeking Course Retroactive Approval