

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING AGENDA

May 21, 2014 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - A. Review of Committee Recommendations/Implementation Status to the Board from the Committee's Public Meetings on Improving the Board's Education Program
 - B. Continued Discussion on Ways to Improve the Board's Education Program
 - C. Update on the Status of the DPOR/Real Estate Board's Examination Vendor Contract
- IV. Proprietary School Applications
 - 1. Action Real Estate, LLC, t/a REMAX Action Real Estate, Glen Allen, VA
Contact Person: Gary Edward Duda
 - 2. Premier Real Estate Education, LLC, Alexandria, VA
Contact Person: Michelle Collier
 - 3. Topmax Realty, LLC, t/a Topmax Realty School, Haymarket, VA
Contact Person: Sung Won Yoon
 - 4. Mo Mills and Associates Realtors, Inc., t/a Mo Mills Institute of Real Estate, Woodbridge, VA
Contact Person: Morris Mills
 - 5. Harrisonburg-Rockingham Association of Realtors, Harrisonburg, VA
Contact Person: Robert D. Hill
 - 6. RE Education Services, LLC, Lynchburg, VA
Contact Person: Robert Dawson
 - 7. MTE Settlement Services, LLC, t/a Double Eagle Academy, Great Falls, VA
Contact Person: Georgina Clough
 - 8. Frias Daisy & Collins LLP, Dulles, VA
Contact Person: Erik Frias
- V. Continuing Education Course Applications

A. Previously-approved Continuing Education course applications, Approved schools **(Review for Instructor Only - Attachment 2)**:

1. 19217 Fair Housing (On-line), 4 hours Fair Housing, American School of Real Estate Express, LLC **(Robert Fleck)**
2. 19259 Real Estate Market Pulse (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools, **(F.A. Daniels)**
3. 19319 Effective Negotiating for Real Estate Professionals, 8 hours Real Estate Related, RAR, **(Franklin Mears, Donna Procise)**
4. 19332 2014 Ethics Seminar, 3 hours Ethics & Standards of Conduct, Montague Miller Real Estate Academy, **(Barbara G. McMurry)**
5. 19342 Fortify Your Firm: Sensible Solutions for Identifying & Reducing Risk, 2 hours Real Estate Related, Towne Realty School of Real Estate **(Deborah Bindeman, Timothy Vohar)**
6. 19361 ePro Certification, 8 hours Real Estate Related, Dulles Area Real Estate School **(Allan R. Marteney, Tony Arko)**
7. 19363 Ethics, 3 hours Ethics and Standards of Conduct, New World Title & Escrow **(Nicholas D. Vlissides)**

B. Original Continuing Education course applications, Approved schools:

1. 19192 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
2. 19193 Mortgage Woes for Realtors, 2 hours Real Estate Related, RECA
3. 19210 BOOT CAMP: Foreclosure and Loan Workout Procedures, 7 hours Legal Updates, NBI, Inc.
4. 19211 Escrow Requirements, 3 hours Real Estate Related, Vesta Settlement, LLC
5. 19212 Blueprint Reading, 4 hours Real Estate Related, Alpha College of Real Estate
6. 19213 Real Estate Market Review and Forecast, 2 hours Real Estate Related, ODU
7. 19214 Finance for Realtors, 2 hours Real Estate Related, RECA
8. 19215 Agency (On-line), 1 hour Real Estate Agency, Alpha College of Real Estate

9. 19232 New Real Estate Board Regulations, 2 hours
Legal Updates, VAR
10. 19233 New Real Estate Board Regulations, 2 hours
Broker Management, VAR
11. 19234 The Code of Ethics: Our Promise of
Professionalism, 3 hours Ethics and
Standards of Conduct, VAR
12. 19237 Agency, Brokerage and Virginia Law: It's
Time to Regroup, 3 hours Broker Management,
VAR
13. 19238 The Offer, 3 hours Broker Management, VAR
14. 19239 The Offer, 3 hours Real Estate Contracts,
VAR
15. 19240 Agency, Brokerage and Virginia Law: It's
Time to Regroup, 3 hours Real Estate
Agency, VAR
16. 19256 RI 406: What Did I Agree To? 1 hour Legal
Updates, 6 hours Real Estate Contracts, VAR
17. 19260 The Firm Rules: Risk Reducing Systems and
Policy Options, 2 hours Broker Management,
VAR
18. 19261 The Firm Rules: Risk Reducing Systems and
Policy Options, 2 hours Real Estate
Related, VAR
19. 19262 The Firm Rules: Risk Reducing Systems and
Policy Options, 1 hour Broker Management,
VAR
20. 19263 The Firm Rules: Risk Reducing Systems and
Policy Options, 1 hour Real Estate Related,
VAR
21. 19278 Legal Updates - 2014, 1 hour Broker
Management, RAR
22. 19279 Legal Updates - 2014, 1 hour Legal Updates,
RAR
23. 19280 Contracts & Addendums, 6 hours Real Estate
Contracts, Cindy Bishop Worldwide, LLC
24. 19282 Contract Writing - Know Your Forms, 2 hours
Real Estate Contracts, RAR
25. 19289 Renovation Lending, 2 hours Real Estate
Related, Long and Foster Institute of Real
Estate
26. 19293 Credit History, Analysis and Loan Programs:
Determining Mortgage Creditworthiness, 2
hours Real Estate Related, Alltech Title
27. 19295 Forms, Practices & Tips: Navigating to a
Smooth Settlement Around and Inside the
Beltway, 2 hours Real Estate Related, NVAR

28. 19299 Conquering Broker Agreements: Understanding Listing & Buyer Brokerage Agreements, 3 hours Real Estate Related, NVAR
29. 19300 Conquering Broker Agreements: Understanding Listing & Buyer Brokerage Agreements, 3 hours Broker Management, NVAR
30. 19318 Energy Efficiency in Existing Homes, 1 hour Real Estate Related, CVSRE
31. 19321 Fair Housing, 2 hours Fair Housing, PWAR
32. 19325 Real Estate Brokerage Management, 8 hours Broker Management, Kirks Institute for Advanced RE Studies
33. 19326 AMCs - What Real Estate Professionals Need to Know, 2 hours Broker Management, Alpha College of Real Estate
34. 19327 AMCs - What Real Estate Professionals Need to Know, 2 hours Real Estate Related, Alpha College of Real Estate
35. 19333 VAR's Suggested Office Policy Manual, 1 hour Broker Management, VAR
36. 19334 What Risk Management Issues Does the Broker Need to Know About? 1 hour Broker Management, VAR
37. 19335 VAR's Suggested Office Policy Manual, 1 hour Legal Updates, VAR
38. 19336 What is Title Insurance? 1 hour Real Estate Related, Fidelity National Title Insurance Company
39. 19337 Fair Housing, 2 hours Fair Housing, Vesta Settlements, LLC
40. 19338 Agency, Brokerage and Virginia Law: It's Time to Regroup, 3 hours Real Estate Agency, Piedmont School of Real Estate
41. 19339 Triple Play - Teams, Agency and Other Useful Things Brokers Should Know, 1 hour Broker Management, VAR
42. 19340 Triple Play - Teams, Agency and Other Useful Things Brokers Should Know, 1 hour Legal Updates, VAR
43. 19341 No Bull Business Planning, 7 hours Real Estate Related, VAR
44. 19343 Fortify Your Firm: Sensible Solutions for Identifying & Reducing Risk, 2 hours Broker Management, Towne Realty School of Real Estate
45. 19344 Technology Marketing, 2 hours Real Estate Related, RECA

46. 19357 Virginia Legal Update, 1 hour Legal Updates, PenFed Realty, LLC
47. 19358 Escrow Requirements in the Commonwealth of Virginia, 3 hours Real Estate Related, Montague Miller Real Estate Academy
48. 19359 Virginia Agency, 1 hour Real Estate Agency, PenFed Realty, LLC
49. 19360 Risk Management - The Real Estate Agent's Job, 3 hours Broker Management, Towne Realty School of Real Estate
50. 19362 Working with the Regional Sales Contract, 2 hours Real Estate Contracts, Capital Area Title, LLC
51. 19370 Military Relocation Professional, 1 hour Real Estate Contracts, 5 hours Real Estate Related, Towne Realty School of Real Estate
52. 19371 Accredited Buyer's Representative Core Course, 2 hours Real Estate Agency, 3 hours Real Estate Contracts, 7 hours Real Estate Related, Dulles Area Real Estate School
53. 19372 Earnest Money and Escrow Accounts, 3 hours Broker Management, Towne Realty School of Real Estate

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

1. 19322 Avoiding Potential Pitfalls in Real Estate Transactions, 1 hour Real Estate Related, Premier Real Estate Education, LLC
2. 19323 The Closing, 1 hour Real Estate Related, Premier Real Estate Education, LLC
3. 19364 Mastering the Regional Sales Contract, 2 hours Real Estate Contracts, MTE Settlement Services, LLC

VI. Post License Education Course Applications

A. Previously-approved Post License Education Course applications, approved schools **(Review for Instructor Only - Attachment 2)**:

1. 19247 Fair Housing, 2 hours Fair Housing, Four Pillars Education, Inc. **(Matthew Rathbun)**
2. 19248 Real Estate Law and Board Regulations, 8 hours Real Estate Law & Board Regulations, Four Pillars Education, Inc.

- (Matthew Rathbun)**
3. 19249 Ethics Know the Code, 3 hours Ethics and Standards of Conduct, Four Pillars Education, Inc. **(Matthew Rathbun)**
 4. 19250 Current Industry Issues & Trends, 2 hours Current Industry Issues & Trends, Four Pillars Education, Inc. **(Matthew Rathbun)**
 5. 19251 Virginia Agency Law, 3 hours Virginia Agency Law, Four Pillars Education, Inc. **(Matthew Rathbun)**
 6. 19252 Risk Management, 3 hours Risk Management, Four Pillars Education, Inc. **(Matthew Rathbun)**
 7. 19258 Contract Writing - Conquering Contracts, 6 hours Contract Writing, Four Pillars Education, Inc. **(Matthew Rathbun)**
 8. 19349 2014 Ethics Seminar, 3 hours Ethics and Standards of Conduct, Montague Miller Real Estate Academy **(Barbara G. McMurry)**
 9. 19367 ePro Certification, 2 hours Current Industry Issues and Trends, Dulles Area Real Estate school **(Allan Marteney, Tony Arko)**

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

1. 19218 Risk Management, 3 hours Risk Management, Peninsula Real Estate School
2. 19219 Escrow Requirements, 3 hours Escrow Requirements, Vesta Settlements, LLC
3. 19220 Blueprint Reading, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
4. 19221 Finance for Realtors, 2 hours Current Industry Issues and Trends, RECA
5. 19222 Mortgage Woes for Realtors, 2 hours Current Industry Issues and Trends, RECA
6. 19235 New Real Estate Board Regulations, 2 hours Current Industry Issues and Trends, VAR
7. 19236 The Code of Ethics: Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct, VAR
8. 19241 Agency, Brokerage and Virginia Law: It's Time to Regroup, 3 hours VA Agency Law, VAR
9. 19242 The Offer, 2 hours Current Industry Issues and Trends, VAR

10. 19257 RI 406: What Did I Agree To? 6 hours
Contract Writing, VAR
11. 19264 Escrow Requirements (On-line), 3 hours
Escrow Requirements, The CE Shop, Inc.
12. 19277 Business Planning - A Roadmap for Success,
2 hours Current Industry Issues and Trends,
DAAR
13. 19283 Contract Writing - Know Your Forms, 2 hours
Current Industry Issues and Trends, RAR
14. 19286 Business Management Skills for Brokers &
Real Estate Agents, 2 hours Current
Industry Issues and Trends, Blue Ridge Real
Estate School
15. 19287 ABR Core Course, 3 hours Ethics and
Standards of Conduct, RAR
16. 19292 ABR Core Course, 3 hours VA Agency Law, RAR
17. 19294 Contract Writing, 6 hours Contract Writing,
CHC, Inc.
18. 19303 Introduction to LinkedIn, 2 hours Current
Industry Issues and Trends, Blue Ridge Real
Estate School
19. 19304 Real Estate Board Laws & Regulations (On-
line), 8 hours Real Estate Laws & Board
Regulations, The CE Shop, Inc.
20. 19315 Contract Writing, 6 hours Contract Writing,
Old Dominion Real Estate Institute
21. 19320 Credit History, Analysis and Loan Programs:
Determining Mortgage Creditworthiness, 2
hours Current Industry Issues and Trends,
Alltech Title
22. 19324 Fair Housing, 2 hours Fair Housing, PWAR
23. 19330 Virginia Residential Agency Law, 3 hours
Agency Law, Towne Realty School of Real
Estate
24. 19331 AMCs - What Real Estate Professionals Need
to Know, 2 hours Current Industry Issues
and Trends, Alpha College of Real Estate
25. 19345 Fair Housing, 2 hours Fair Housing, Vesta
Settlements, LLC
26. 19346 No Bull Business Planning, 2 hours Current
Industry Issues and Trends, VAR
27. 19347 Fortify Your Firm: Sensible Solutions for
Identifying & Reducing Risk, 2 hours
Current Industry Issues and Trends, VAR
28. 19348 Agency, Brokerage and Virginia Law: It's
Time to Regroup, 3 hours VA Agency Law,
Piedmont School of Real Estate

29. 19350 Technology Marketing, 2 hours Current Industry Issues and Trends, RECA
30. 19365 Escrow Requirements in the Commonwealth of Virginia, 3 hours Escrow Requirements, Montague Miller Real Estate Academy
31. 19366 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, Towne Realty School of Real Estate
32. 19368 The Offer, 2 hours Current Industry Issues and Trends, Piedmont School of Real Estate
33. 19369 Fair Housing, ADA and Civil Rights, 2 hours Fair Housing, Alltech Title
34. 19373 Earnest Money and Escrow Accounts, 3 hours Escrow Requirements, Towne Realty School of Real Estate
35. 19382 Kitchen & Bath Essentials, 2 hours Current Industry Issues and Trends, Blue Ridge Real Estate School

VII. Pre-License Education Instructors

1. Terrilynn L. Kelley
2. Diana Y. Pieper
3. Leonard E. Marsh
4. Carolyn W. Wilson
5. Nancy K. Mann
6. Christopher J. Pezzana
7. Morris A. Mills
8. Lisa L. Langlais
9. Terri E. Gallagher
10. Laura E. Monaghan
11. Merlin E. Smith
12. Susan G. Smith
13. Giovanni R. Santa Ana
14. Thomas G. Donegan
15. Aladdin A. Ahmad Al Katheri
16. Debra M. Ellis
17. Lisa D. Ganey - **Expert (Principles)**
18. Niquelle T. Plenty - **Expert (Principles)**
19. Carol E. Ellickson - **Expert (Principles)**
20. Richard H. Nguyen - **Expert (Law)**
21. Lisa M. Stull - **Expert (Law & Principles)**
22. Lori E. O'Day - **Expert (Appraisal, Brokerage, Finance, Law, and Principles)**

VIII. Pre-License Education Courses

1. 19312 60-hour Salesperson Principles and Practices of Real Estate (On-line), **Moseley Real Estate Schools, Inc.**
2. 19313 45-hour Broker Real Estate Finance (Classroom), **NVAR**
3. 19314 45-hour Broker Real Estate Law (Classroom), **NVAR**
4. 19375 60-hour Salesperson Principles and Practices of Real Estate (Classroom), **Shaffer Realty, LLC**
5. 19376 60-hour Salesperson Principles and Practices of Real Estate (On-line), **Moseley Flint Schools of Real Estate, Inc.**
6. 19381 60-hour Salesperson Principles and Practices of Real Estate (CRP), **Shaffer Realty, LLC**

IX. Additional Continuing/Post License Education Instructors

1. **Katy Jones, Rebecca Henderson, Sandra Holmes, and Sandy Earnhart** - 15682 (The Accredited Staging Professional Course, **Stagedhomes.com**)
2. **John A. Walsh** - 15475 (Surveys, Plats and Legal Descriptions), **Old Dominion Settlement, Inc.**
3. **Patricia Snyder** - 19023 (Virginia Escrow Requirements), **Peninsula Real Estate School**
4. **J. Alan Sappenfeid** - 19132 (Military Relocation Professional Designation), **Peninsula Real Estate School**
5. **Louis V (Bud) Kreh** - 19246 (Elements of Writing Effective Real Estate Contracts), **Piedmont School of Real Estate**
6. **William Glenn Powell and James F. Perkins** - 18427/18464 (Financing Workshop), **Cindy Bishop Worldwide, LLC**
7. **Martha Watson Anderson** - 18671/18691 (Understanding Title Insurance), **Cindy Bishop Worldwide, LLC**
8. **JW Grodt, Stuart Saltzman, Susan Cook, Susan Jacobs, and Sadie Mungro** - 18278 (Agency), 18282 (Virginia Agency Law, 18441/18462 (Fair Housing), 18737 (Contracts & Addendums), 18679 (Ethics and Standards of Conduct), **Cindy Bishop Worldwide, LLC**
9. **David B. Jackson, Jennifer Epler McCarthy, Gina Julia Parello, James C. Pope, Willard H. Saunders, Teresa M. Schudel, Marc Sinclair Wiltshire, Russell B. Adams III, Nina Bonacic-Doric, Donald W. Tomlinson, Kristin W. Agnoli** - 14033 (Agency), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates &

Emerging Trends), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 18675 (Business Planning), 11457 (Negotiating Workshop), 17092 (Contract Presentation & Negotiations), 14436 (Finance), 18718 (Current Industry Issues & Trends), 18728 (Contract Writing), 18702 (Keeping the Trust), 18724 (Ethics & Standards of Conduct), 18749 (Risk Management), 18743 (VA Agency Law), 18300 (Fair Housing), 19181 (VA Law: Your License & The RE Board)

**Long and Foster
Institute of Real Estate**

10. **Erin Rauner** - 16797 (VA Mandatory Fair Housing), 16250 (Realtors are the Economic Recovery Army: Realtors, Start Marching), 18641 (What Makes the Best Real Estate Professionals? Ethics, Integrity and Hard Work), 18274 (Contracts II: Almost Everything Else You Wanted to Know About Real Estate Sales Contracts in Northern Virginia), 17105 (The Regional Sales Contract: Update and Review), 16672 (VA Mandatory-Agency), 16245 (The Risky Business of Real Estate Sales: Tricky Disclosures and Mortgage Fraud), 17237 (The Value of 1031 Tax Free Exchanges: Helping your Clients Make Smart Real Estate Choices), 16248 (Staying Out of Realtor Jail: Avoiding the Most Common and Costly Realtor Errors), 16359 (What's It All About? The Importance of Clear Title, Title Insurance, Surveys and Uneventful Settlements), 18224 (CLEG-Virginia Legal Updates and Trends), 18643 (What Makes the Best Real Estate Professionals? Ethics, Integrity and Hard Work), 16991 (VA Mandatory 3-Hr Ethics Block), **Monarch Title, Inc.**
11. **Francine (Cine) Wright** - 19115/19105 (Ethics), 13938 (Fair Housing), **PWAR**
12. **Win Singleton** - 19115/19105 (Ethics), 13938 (Fair Housing), **PWAR**
13. **Susan Cook** - 18919 (Real Estate Contracts), 18920 (Real Estate Agency), 18921 (Ethics & Standards of Conduct), 18922 (Fair Housing), 18923 (Legal Updates), 18943 (Ethics and Standards of Conduct), 15336 (Short Sale), 15271 (Unconventional Transactions), 16664 (Transaction Red Flags), 15351 (New Agency Law in Virginia), **Alltech Title dba ATG Title**
14. **Lisia Amburn** - 18513/18507 (2013 Ethics Seminar)
Donna Bise - 18507 (2013 Ethics Seminar), Southwest Virginia Association of Realtors RE School
15. **Harry Yazbek** - 18919 (Real Estate Contracts), 18920 (Real Estate Agency), 18921 (Ethics & Standards of Conduct), 18922 (Fair Housing), 18923 (Legal

- Updates), 18943 (Ethics and Standards of Conduct),
Alltech Title dba ATG Title
16. **Emily Oveissi, Daniel Watson, James Rice, and Stephanie Boone** - 15807 (2012 Regional Sales Contract Changes to Paragraph 7 Property), 18647 (203K Education for Renovation), 14224/19089/19097 (A Mock Settlement), 18610/19074 (Advanced Title Insurance Issues), 14353/17988 (Agency Demystified), 15509 (Agent Duties and Disclosures), 11236 (An Introduction to Short Sales and Short Sales Addendum), 17124 (Bankruptcy for Foreclosure), 18663 (Clearing Title to a Commission Check), 14351 (Closing Real Estate Sales in Virginia), 18715 (Compulsory Contract Crash Course), 15524 (Congratulations You Got the Listing!), 17584 (Contracts with Escalators), 12832 (Death, Divorce & Bankruptcy), 10838 (Earnest Money Deposits), 14624 (Effective Real Estate Contracts), 18727/18768 (Escrow Requirements), 14518/17618 (Ethics for Real Estate Agents), 14292 (Excellence in Profession), 15512/17619 (Fair Housing), 14510 (Fair Housing Law), 14500 (Foreclosure, REO's and Short Sales), 18684/18665 (Foreclosure, REO's and Short Sales-A Primer), 18649 (Legal Updates and Emerging Trends), 18965/18901 (Let's Inspect this a Little More Closely), 18606/19094 (Lien on Me), 18624 (Living the Dream-Simple Steps to Avoiding Problem Settlements), 15819 (Mold and Defective Chinese Drywall), 18608/19075 (Navigating the VA Jurisdictional Addendum), 17114 (Practical Guide to FIRPTA and Foreign Sellers), 18651 (Property Condition Disclosures in Sale Transactions), 15946 (RSA), 18512 (Risk Management), 18766 (Ten Helpful Legal Cases), 10835 (The Final RESPA Rule), 18640/18620 (The Power of Exchange: 1031s), 14372 (Title Insurance and Surveys), 18750 (To Survey or Not to Survey), 18653 (Transactional Red Flags-Authority to Sell), 14492 (Transactions Involving FHA and VA Financing), 14483 (Unconventional Transactions), 15711 (Understanding and Using the New NVAR Well and Septic Addendum), 14294 (Understanding Deeds and Tenancy), 15710 (Understanding the Conventional, FHA and VA Financing Addendum), 18629 (Understanding the Regional Sales Contract), 14504/17614 (Why Didn't My Short Sale Close), 14503 (Wills, Estates and Title Issues), **MBH Settlement Group, LC**

17. **Lisa Frates, Bobbie Holman, Elizabeth Dalton, Bitsy Davis, Daniel Freire, Donna Procise, Roger Smith, Jeff Reynolds, Dexter Godfrey** - 14033 (Agency), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 11915 (Contract to Closing), 11457 (Negotiating Workshop), 11427 (Serving the Culturally Diverse Market), **Long and Foster Institute of Real Estate**
18. **Donna Greer** - 14033 (Agency), 12270 (Agency Law), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 11915 (Contract to Closing), 15450 (Offer to Purchase), 11427 (Serving the Culturally Diverse Market), 14436 (Finance), 17070 (Sales Contract Addenda), 17084 (Working with Sellers 1), 15050 (Take me to your Leaders), **Long and Foster Institute of Real Estate**
19. **Ronald Miscavige** - 11915 (Contract to Closing), 11427 (Serving the Culturally Diverse Market), 18718 (Current Industry Issues and Trends), 18702 (Keeping the Trust), 18728 (Contract Writing), 18749 (Risk Management), 19181 (VA Law: Your License & The RE Board), **Long and Foster Institute of Real Estate**
20. **Catherine Noonan and Marybeth Pauley** - 11427 (Serving the Culturally Diverse Market), **Long and Foster Institute of Real Estate**
21. **Jeremy Caleb Johnson** - 11427 (Serving the Culturally Diverse Market), **Long and Foster Institute of Real Estate**
22. **Matthew M. White** - 19117/19129 (Fair Housing), 16925 (VA Real Estate Law), 14947 (Negotiation 101: The Psychology of the Deal), 16937 (Legal Updates), 18991 (Property Owners' & Condominium Owners's Assoc.), 19116/19128 (Current Industry Issues and Trends), 19118/19130 (VA Agency Law), 15481 (Introduction to the 2012 NVAR Regional Sales Contract Form), 14676 (Tax Matters in Real Estate Sales), 15439 (Fair Housing), **The RGS Title Real Estate Academy**
23. **Kevin McGrath** - 12270 (Agency Law), 16438 (Brokerage Relationships Informing the Consumer), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 15450 (Offer to Purchase (Sales Contract)), 12264 (Helping Seller Clients Make Better Decisions), 11457 (Negotiating Workshop), 17070 (Sales Contract Addenda and Buyer's Closing Estimates), 18126 (Strategies in a Multiple

- Offer Market), 18718 (Current Industry Issues & Trends), 18728 (Contract Writing), 18702 (Keeping the Trust), 18724 (Ethics & Standard of Conduct), 18749 (Risk Management), 18743 (VA Agency Law), 18300 (Fair Housing), 19181 (VA Law: Your License & The RE Board), **Long and Foster Institute of Real Estate**
24. **James W. Hopper** - 14180 (Advertising: Promoting your Business the Right Way (CE), 14073 (Agency: A Complicated Relationship (CE), 14878 (Commissions: Being Paid the Right Way (CE), 18161 (Commissions: Being Paid the Right Way (SPLE), 17836 (Common Legal Hotline Q&A (BM- 1 hr), 17833 (Common Legal Hotline Q&A (CE - 1 hr), 18439 (Common Legal Hotline Q&A: Property Management - BM- 2 hr), 18425 (Common Legal Hotline Q&A: Property Management - CE - 2hr), 18458 (Common Legal Hotline Q&A: Property Management - SPLE), 18162 (Common Legal Hotline Q&A (SPLE), 14195 (Common Legal Hotline Q&A - CE), 13574 (Common Legal Hotline Q&A - BSM), 13568 (Common Legal Hotline Q&A (CE), 18163 (Critical Contract Issues (SPLE), 17208 (Critical Contract Issues (CE), 17200 (Critical Contract Issues (CE - 2 hr), 18164 (Dilemmas Facing Real Estate Licensees (SPLE), 13400 (Dilemmas Facing Real Estate Licensees (BSM), 13396 (Dilemmas Facing Real Estate Licensees (CE), 18165 (Disclosure Shall Set You Free (SPLE), 17195 (Disclosure Shall Set You Free (CE), 14919 (Earnest Money Deposits: Navigating Dangerous Waters (CE), 18756 (Good Intentions But Bad Results (CE), 18725 (Good Intentions But Bad Results (SPLE), 19233 (New Real Estate Board Regulations (BM), 19232 (New Real Estate Board Regulations (CE), 19235 (New Real Estate Board Regulations (SPLE), 18166 (Real Estate Laws You Need to Know (SPLE), 15745 (Real Estate Laws You Need to Know (BM), 14909 (Real Estate Laws You Need to Know (CE), 18167 (Risk Management for Social Media (SPLE), 14836 (Risk Management for Social Media (CE), 17205 (Sneaky Regs - Little Known but Important Real Estate Board Regulations (CE), **VAR**

X. Other Business

XI. Public Comment

XII. Adjourn

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