

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING MINUTES
March 17, 2010 Meeting

The Real Estate Board Education Committee met on Wednesday, March 17, 2010, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
 Byrl P. Taylor
 Scott Gaeser
 Clifford Wells

Staff Member present: Kevin Hoeft, Education Administrator

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

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

The following actions were taken:

- A. Ten Proprietary School applications were reviewed and approved.
 - 1. Fanelli McClain Design Studios, Inc., Fairfax, VA
Contact Person: Richard Fanelli
 - 2. Dominion Surveyors, Incorporated, Alexandria, VA
Contact Person: Derek Daniels
 - 3. A.J. Johnson Consult. Services, Inc. Williamsburg, VA
Contact Person: A.J. Johnson
 - 4. Virginia Apartment Management Assoc., Richmond, VA
Contact Person: Patrick McCloud
 - 5. Cindy Bishop Worldwide, LLC, Spotsylvania, VA
Contact Person: Cynthia Bishop
 - 6. Elite Property LLC, t/a Elite School of Real Estate
Alexandria, VA
Contact Person: Dale C. Gardner
 - 7. Hometown Title & Escrow, LLC, t/a Hometown Real
Estate Academy, McLean, VA
Contact Person: Kellie B. Quartana
 - 8. Kaufman & Canoles, P.C., Richmond, VA
Contact Person: E. Duffy Myrtetus
 - 9. Gatekeeper Inspections, Inc., Reston, VA
Contact Person: Brian Koepf
 - 10. CCIM of Virginia, Chesapeake VA
Contact Person: Crystal Anderson
 - 11. Cardinal Title Group, LLC, Chantilly, VA

Contact Person: Maria Deligiorgis (**Applicant
Withdrawn by Applicant Prior to Meeting**)

B. One hundred and eighteen Continuing Education Course Applications were reviewed. Of these applications:

Twenty-one previously approved Continuing Education course applications submitted by approved schools were approved:

1. 61007 Ethics in Today's Real Estate World (On-line), 4 hours Ethics and Standards of Conduct, Central VA School of Real Estate
2. 61008 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Central Virginia School of Real Estate
3. 61011 Real Estate & Taxes: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Act Web Real Estate School
4. 61012 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
5. 61013 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
6. 61036 Ethics in Today's Real Estate World (On-line), 4 hours Ethics & Standards of Conduct, Act Web Real Estate School
7. 61045 Virginia 8-hour Mandatory Continuing Education (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, The Frederick Academy of Real Estate
8. 61046 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, The Frederick Academy of Real Estate
9. 61047 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, The Frederick Academy of Real Estate
10. *61070 2010 Ethics Seminar, 3 hours Ethics and Standards of Conduct, NRVAR
11. 61072 Ethics in Today's Real Estate World (On-line), 4 hours Ethics and Standards of Conduct, New Millennium University
12. 61084 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate

- 13. 61087 Related, New Millennium University Fair Housing (On-line), 4 hours Fair Housing, New Millennium University
- 14. *61093 Constructing Real Estate Agreements, 3 hours Real Estate Contracts, Towne Realty School of Real Estate
- 15. 61100 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Carruthers Academy of Real Estate
- 16. 61109 Ethics in Today's Real Estate World (On-line), 4 hours Ethics and Standards of Conduct, Moseley-Dickinson Academy of Real Estate
- 17. 61110 Fair Housing (On-line), 4 hours Fair Housing, Moseley-Dickinson Academy of Real Estate
- 18. 61111 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
- 19. 61112 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
- 20. 61167 Mortgage Fraud & Predatory Lending: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Act Web Real Estate School **(See Original CE Course APP 60969)**
- 21. 61168 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Act Web Real Estate School

Eighty-seven original applications for continuing education courses offered by approved schools were considered. Eighty-two of these applications were approved. Three applications were approved for a reduced number of credit hours. Two applications for Broker Management and Agent Supervision credit were approved instead for Real Estate Related and Real Estate Contracts credit respectively:

- 1. 60938 Advanced Title Insurance Issues, 7 hours Real Estate Related, NBI, Inc.
- 2. 60939 Sales Verification Policies, Procedures & Case Studies, 7 hours Real Estate Related, McKissock, LP
- 3. 60940 Property Condition Disclosure (On-line), 3 hours Real Estate Related, McKissock, LP **(Approved for 2 hours instead of 3 hours)**

4. 60941 National USPAP Update Equivalent, 7 hours Real Estate Related, McKissock, LP
5. 60942 Listing a Property & Cooperating with Other Licensees (On-line), 3 hours Real Estate Related, McKissock, LP
6. *60943 Mortgage Mess, 2 hours Legal Updates, Provident School of Real Estate
7. *60947 Financial Issues, 1 hour Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, Kirks Institute
8. 60949 Leading the Real Estate Transaction (On-line), 8 hours Real Estate Related, McKissock, LP
9. 60950 How to Keep Yourself and Your Broker Out of Court (On-line), 3 hours Real Estate Related, McKissock, LP
10. 60953 Listing Presentations, 3 hours Real Estate Related, GCAAR
11. 60954 Working with Buyers, 3 hours Real Estate Related, GCAAR
12. 60955 Business Planning, 3 hours Real Estate Related, GCAAR
13. 60956 Time Management, 1 hour Real Estate Related, GCAAR
14. *60957 DC Legislative Update and Landlord Tenant Rights, 3 hours Real Estate Related, Kirks Institute
15. *60959 Real Estate Contracts, 2 hours Real Estate Contracts, Provident School of Real Estate
16. *60961 Home Warranties & Other Tools for Risk Management in Today's Market, 2 hours Real Estate Related, Alpha College of Real Estate
17. 60965 Credit Score, 3 hours Real Estate Related, GCAAR (**Approved for 1 hour instead of 3 hours**)
18. 60966 203K, 3 hours Real Estate Related, GCAAR
19. 60967 Introduction to Commercial Real Estate Sales V3.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing
20. 60968 Real Estate Finance Today V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing
21. 60969 Mortgage Fraud and Predatory Lending: What Every Agent should Know V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing

- 22. 60970 Truth About Mold V2.1 (On-line), 4 hours
hours Real Estate Related, Dearborn
Financial Publishing
- 23. *60971 Today's CMAs and BPOs, 2 hours Real
Estate Related, Alpha College of Real
Estate
- 24. 60973 Today's CMAs and BPOs, 2 hours Broker
Management, Alpha College of Real Estate
- 25. *60974 Consumer Rights and Rentals, 3 hours Real
Estate Related, Coldwell Banker
Residential Brokerage School Real Estate
- 26. *60976 Ethics and Standards of Conduct, 3 hours
Ethics and Standards of Conduct, Coldwell
Banker Residential Brokerage School of
Real Estate
- 27. *60978 SFR Certification: Short Sales &
Foreclosures, 7 hours Real Estate Related,
Peninsula Real Estate School
- 28. *60983 Real Estate Auctions, 1 hour Real Estate
Related, Carruthers Academy of RE
- 29. *60986 Real Estate Law, 3 hours Legal Updates,
Peninsula Real Estate School
- 30. *60988 Listing Process/Property Valuation, 3
hours Real Estate Related, Peninsula Real
Estate School
- 31. 60995 REIN Possession/Condo and POA Review for
Brokers, 3 hours Broker Management,
Peninsula Real Estate School (**Approved for
Real Estate Related CE instead of Broker
Management CE**)
- 32. 60998 Standard Purchase Agreement Review for
Brokers, 5 hours Broker Management,
Peninsula Real Estate School (**Approved for
Real Estate Contracts CE instead of Broker
Management CE**)
- 33. *60999 Fair Housing, 2 hours Fair Housing, Alpha
College of Real Estate
- 34. 61009 Short Sales and Foreclosures, 7 hours Real
Estate Related, West Virginia Association
of Realtors
- 35. 61010 Residential Real Estate Transactions from
A to Z, 6 hours Legal Updates, 1 hour
Ethics & Standards of Conduct, NBI, Inc.
- 36. *61020 Land Use, 1 hour Real Estate Related,
Alpha College of Real Estate
- 37. *61024 Financing, 3 hours Real Estate Related,
Peninsula Real Estate School
- 38. *61026 Agency Law, 3 hours Real Estate Agency,

- Peninsula Real Estate School
39. 61028 The HVCC, Past and Future, and its Impact on You and Your Clients, 2 hours Real Estate Related, Central VA School of Real Estate
 40. *61029 RESPA Changes & their Impact on Maintaining a Timely Settlement, 1 hour Legal Updates, Piedmont School of Real Estate
 41. *61033 Introduction to Reverse Mortgages and Reverse Purchases, 2 hours Real Estate Related, Moseley-Flint Schools of Real Estate
 42. *61043 Purchase Money Reverse Mortgages, 1 hour Real Estate Related, RAR
 43. *61059 What Every Agent Needs to Know about Mortgage Financing, 3 hours Real Estate Related, RAR
 44. 61061 Broker Manual of Policies & Procedures: Updating your Manual to Include Property Management Procedures, 3 hours Broker Management, RAR
 45. *61062 Commercial Documents, 2 hours Real Estate Related, RAR
 46. *61064 Seeing is Believing: 2010 Downtown Loft Tour, 3 hours Real Estate Related, RAR **(Approved for 1 hour instead of 3 hours)**
 47. *61066 Effective Contract Writing, 3 hours Real Estate Contracts, RAR
 48. *61068 CVRMLS New Member MLS Training, 3 hours Real Estate Related, RAR
 49. *61075 Fair Housing, 3 hours Fair Housing, Peninsula Real Estate School
 50. *61078 Marketing, 2 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
 51. *61080 Building Your Business, 2 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
 52. 61082 Understanding the New HUD-1 and RESPA (On-line), 3 hours Real Estate Related, McKissock, LP
 53. 61089 Risk Management, 3 hours Broker Management, Williamsburg Real Estate School
 54. 61090 How to Avoid & React to Identity Theft, 3 hours Broker Management, Williamsburg Real

- Estate School
55. *61091 How to Avoid & React to Identity Theft, 3 hours Real Estate Related, Williamsburg Real Estate School
 56. *61095 Legal Updates: New Federal RESPA Rules, 2 hours Legal Updates, Carruthers Academy of Real Estate
 57. *61104 Technology, 3 hours Real Estate Related, Peninsula Real Estate School
 58. *61106 Knowledge, Awareness, Empowerment Basic Realtor Interactive Safety, 3 hours Real Estate Related, Williamsburg Real Estate School
 59. 61108 Knowledge, Awareness, Empowerment Basic Realtor Interactive Safety, 3 hours Broker Management, Williamsburg Real Estate School
 60. *61119 Contracts, Complaints & Consequences: A Board & Legal Review of the Most Common Regulatory Complaints, 2 hours Legal Updates, VAR
 61. *61131 Low Impact Development Strategies for the Northern Neck, 3 hours Real Estate Related, Rappahannock River Conservation Council
 62. *61135 REO (Real Estate Owned) 101, 2 hours Real Estate Contracts, Alpha College of Real Estate
 63. *61137 Condo Complications, 2 hours Real Estate Related, Alpha College of Real Estate
 64. *61139 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Peninsula Real Estate School
 65. *61141 Business Planning, 2 hours Real Estate Related, Peninsula Real Estate School
 66. *61143 Land Use Issues, 1 hour Real Estate Related, Peninsula Real Estate School
 67. *61145 Offers to Purchase/Contracts, 3 hours Real Estate Contracts, Peninsula Real Estate School
 68. 61147 Introduction to Commercial Real Estate, 2 hours Broker Management, Williamsburg Real Estate School
 69. *61148 Home Warranties & Other Tools for Risk Management in Today's Market, 1 hour Real Estate Related, Williamsburg Real Estate School
 70. 61150 Home Warranties & Other Tools for Risk

- Management in Today's Market, 1 hour
Broker Management, Williamsburg Real
Estate School
71. *61151 Fair Housing, 3 hours Fair Housing,
Champion Title & Settlement, Inc.
72. *61153 Fair Housing is for Everyone, 2 hours Fair
Housing, VAR
73. 61155 Fair Housing is for Everyone, 3 hours
Broker Management, VAR
74. 61156 Fair Housing is for Everyone, 2 hours
Broker Management, VAR
75. *61157 Fair Housing is for Everyone, 3 hours
Fair Housing, VAR
76. *61159 Agency Law, 3 hours Real Estate Agency,
Coldwell Banker Residential Brokerage
School of Real Estate
77. *61161 Finance, 3 hours Real Estate Related,
Coldwell Banker Residential Brokerage
School of Real Estate
78. 61163 Negotiating Agreement, 2 hours Real Estate
Related, Coldwell Banker Residential
Brokerage School of Real Estate
79. *61165 Essence of Ninja Selling, 3 hours Real
Estate Related, William E. Wood and Assoc.
RE Academy
80. *61169 MDIA, GFE & RESPA, 3 hours Real Estate
Related, CJ Banker Training
81. *61171 Understanding the Home Inspection (**CRP**), 2
hours Real Estate Related, Versatile Title
& Escrow
82. *61173 Environmental Inspections (**CRP**), 2 hours
Real Estate Related, Versatile Title &
Escrow
83. *61175 The Settlement - Understanding the
Closing Process (**CRP**), 3 hours Real Estate
Related, Versatile Title & Escrow
84. *61177 Title Insurance (**CRP**), 3 hours Real Estate
Related, Versatile Title & Escrow
85. *61185 2010 Ethics Seminar, 3 hours Ethics &
Standards of Conduct, Towne Realty School
of Real Estate
86. 61189 Contracts, 4 hours Real Estate Contracts,
Shenandoah Valley Training Center
87. 61190 Legal Updates, 2 hours Legal Updates,
Shenandoah Valley Training Center

Ten Original Continuing Education course applications from
schools with pending school applications were approved:

1. *60951 The Total Test Fit, 2 hours Real Estate Related, Fanelli McClain Design Studios, Inc.
2. *60981 Compliance with Federal Fair Housing Requirements, 3 hours Fair Housing, A.J. Johnson Consulting Services, Inc.
3. *61031 Fair Housing & Beyond - Virginia, 3 hours Fair Housing, Virginia Apartment Management Association
4. *61121 VA Agency Law, 1 hour Real Estate Agency, Hometown Title & Escrow, LLC
5. *61123 Fair Housing, 2 hours Fair Housing, Hometown Title & Escrow, LLC
6. *61125 Legal Updates and Emerging Trends, 1 hour Legal Updates, Hometown Title & Escrow, LLC
7. *61127 Real Estate Contracts, 1 hour Real Estate Contracts, Hometown Title & Escrow, LLC
8. *61129 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Hometown Title & Escrow, LLC
9. *61133 Enforcing the Commercial Lease, 1 hour Real Estate Related, Kaufman & Canoles, P.C.
10. *61187 How to Prepare for a Successful Home Inspection, 2 hours Real Estate Related, Gatekeeper Inspections, Inc.

C. One hundred and twenty-one post license education course applications were reviewed. Of these courses:

Fifty-five previously approved Post License Education course applications submitted by approved schools were approved:

1. 61001 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
2. 61002 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
3. 61003 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
4. 61004 Land Use (Land Use Issues - On-line), 1

- hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
5. 61005 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 6. 61006 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 7. 61014 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 8. 61015 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 9. 61016 Land Use (Land Use Issues - On-line), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 10. 61017 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 11. 61018 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 12. 61019 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 13. 61037 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Act Web Real Estate School
 14. 61038 Technology Issues (Technology - On-line), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School
 15. 61039 Land Use (Land Use Issues - Online), 1 hour Residential Real Estate Elective Topics, Act Web Real Estate School
 16. 61040 Property Valuation (Property Valuation/Listing Process - Online), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School
 17. 61041 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School
 18. 61042 Financing Properties (Finance - On-line), 3

- hours Residential Real Estate Elective Topics, Act Web Real Estate School
19. 61048 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, The Frederick Academy of Real Estate
 20. 61049 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, The Frederick Academy of Real Estate
 21. 61050 Ethics & Standards of Conduct (On-line), 3 hours Residential Real Estate Mandatory Topics, The Frederick Academy of Real Estate
 22. 61051 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, The Frederick Academy of Real Estate
 23. 61052 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, The Frederick Academy of Real Estate
 24. 61053 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, The Frederick Academy of Real Estate
 25. 61054 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, The Frederick Academy of Real Estate
 26. 61055 Land Use (Land Use Issues - Online), 1 hour Residential Real Estate Elective Topics, The Frederick Academy of Real Estate
 27. 61056 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, The Frederick Academy of Real Estate
 28. 61057 Technology (On-line), 3 hours Residential Real Estate Elective Topics, The Frederick Academy of Real Estate
 29. 61058 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, The Frederick Academy of Real Estate
 30. *61071 2010 Ethics Seminar (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, NRVAR
 31. 61073 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, New Millennium University
 32. 61074 Technology (On-line), 3 hours Residential Real Estate Elective Topics, New Millennium University
 33. 61083 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real

- Estate Elective Topics, New Millennium University
34. 61085 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, New Millennium University
 35. 61086 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, New Millennium University
 36. 61088 Land Use (Land Use Issue - On-line), 1 hour Residential Real Estate Elective Topics, New Millennium University
 37. *61094 Constructing Real Estate Agreements (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Towne Realty School of Real Estate
 38. 61097 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 39. 61098 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 40. 61099 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 41. 61101 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 42. 61102 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 43. 61103 Land Use (Land Use Issues - On-line), 1 hour Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 44. 61113 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
 45. 61114 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
 46. 61115 Land Use (Land Use Issues - On-line), 1 hour Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
 47. 61116 Property Valuation (Property

- Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
48. 61117 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
 49. 61118 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
 50. 61179 Technology (On-line), 3 hours Residential Real Estate Elective Topics, The CE Shop, Inc.
 51. 61180 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, The CE Shop, Inc.
 52. 61181 Financing Properties (Finance - On-line), 3 hours Residential Real Estate Elective Topics, The CE Shop, Inc.
 53. 61182 Land Use (Land Use Issues - On-line), 1 hour Residential Real Estate Elective Topics, The CE Shop, Inc.
 54. 61183 Property Valuation (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate Elective Topics, The CE Shop, Inc.
 55. 61184 VA Real Estate: Selling Process (Selling Process - On-line)), 3 hours Residential Real Estate Elective Topics, The CE Shop

Fifty-six original Post License Education course applications submitted by approved schools were considered. Fifty-five of these courses were approved. One course was approved for a reduced number of hours:

1. *60944 Mortgage Mess (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
2. *60948 Financial Issues (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
3. *60958 DC Legislative Update and Landlord Tenant Rights (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
4. *60960 Real Estate Contracts (Other Real Estate

- Related), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
5. *60962 Home Warranties & Other Tools for Risk Management in Today's Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 6. *60972 Today's CMAs and BPOs (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 7. *60975 Consumer Rights and Rentals (Other Real Estate Related), 3 hours Residential Real Estate Related, Coldwell Banker Residential Brokerage School of R.E.
 8. *60977 Ethics & Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Coldwell Banker Residential Brokerage School of Real Estate
 9. *60979 SFR Certification: Short Sales & Foreclosures (Finance), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 10. 60980 SFR Certification: Short Sales & Foreclosures (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 11. *60984 Real Estate Auctions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 12. *60987 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Peninsula Real Estate School
 13. *60989 Listing Process/Property Valuation, 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 14. *61000 Fair Housing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 15. *61021 Land Use (Land Use Issues), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 16. *61025 Financing (Finance), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 17. *61027 Agency Law, 3 hours Residential Real

- Estate Mandatory Topics, Peninsula Real Estate School
18. *61030 RESPA Changes & Their Impact on Maintaining a Timely Settlement (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
 19. *61034 Introduction to Reverse Mortgages and Reverse Purchase (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 20. 61035 203 K Financing (Finance), 3 hours Residential Real Estate Elective Topics, CJ Banker Training
 21. *61044 Purchase Money Reverse Mortgages (Finance), 1 hour Residential Real Estate Elective Topics, RAR
 22. *61060 What Every Agent Needs to Know about Mortgage Financing (Finance), 3 hours Residential Real Estate Elective Topics, RAR
 23. *61063 Commercial Documents (Leasing), 2 hours Commercial Real Estate Elective Topics, RAR
 24. *61065 Seeing is Believing: 2010 Downtown Loft Tour (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, RAR (**Approved for 1 hour instead of 3 hours**)
 25. *61067 Effective Contract Writing (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, RAR
 26. *61069 CVRMLS New Member MLS Training (Technology), 3 hours Residential Real Estate Elective Topics, RAR
 27. *61076 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Peninsula Real Estate School
 28. 61077 Seller Services (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Coldwell Banker Residential Brokerage School of Real Estate
 29. *61079 Marketing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Coldwell Banker Residential Brokerage School of Real Estate

- 30. *61081 Building Your Business (Business Planing),
2 hours Residential Real Estate Elective
Topics, Coldwell Banker Residential
Brokerage School of Real Estate
- 31. *61092 How to Avoid & React to Identity Theft
(Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics,
Williamsburg Real Estate School
- 32. *61096 Legal Updates: New Federal RESPA Rules
(Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics,
Carruthers Academy of Real Estate
- 33. *61105 Technology, 3 hours Residential Real
Estate Elective Topics, Peninsula Real
Estate School
- 34. *61107 Knowledge, Awareness, Empowerment Basic
Realtor Interactive Safety (Other Real
Estate Related), 3 hours Residential Real
Estate Elective Topics, Williamsburg Real
Estate School
- 35. *61120 Contracts, Complaints & Consequences: A
Board & Legal Review of the Most Common
Regulatory Complaints (Other Real
Estate Related), 3 hours Residential Real
Estate Elective Topics, VAR
- 36. *61132 Low Impact Development Strategies for the
Northern Neck (Other Real Estate Related),
3 hours Residential Real Estate Elective
Topics, Rappahannock River Conservation
Council
- 37. *61136 REO (Real Estate Owned) 101 (Selling
Process), 2 hours Residential Real Estate
Elective Topics, Alpha College of Real
Estate
- 38. *61138 Condo Complications (Other Real Estate
Related), 2 hours Residential Real Estate
Elective Topics, Alpha College of Real
Estate
- 39. *61140 Ethics & Standards of Conduct, 3 hours
Residential Real Estate Mandatory Topics,
Peninsula Real Estate School
- 40. *61142 Business Planning, 2 hours Residential
Real Estate Elective Topics, Peninsula
Real Estate School
- 41. *61144 Land Use Issues, 1 hour Residential Real
Estate Elective Topics, Peninsula Real
Estate School
- 42. *61146 Offers to Purchase/Contracts (Offer to

- Purchase), 3 hours Residential Real Estate Mandatory Topics, Peninsula Real Estate School
43. *61149 Home Warranties & Other Tools for Risk Management in Today's Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
44. *61152 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Champion Title & Settlement, Inc.
45. *61154 Fair Housing is for Everyone (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
46. *61158 Fair Housing is for Everyone (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, VAR
47. *61160 Agency Law, 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
48. *61162 Finance, 3 hours Residential Real Estate Elective Topics, CBRB SRE
49. 61164 Negotiating Agreement (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
50. *61166 Essence of Ninja Selling (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood and Associates R.E. Academy
51. *61170 MDIA, GFE & RESPA (Finance), 3 hours Residential Real Estate Elective Topics, CJ Banker Training
52. *61172 Understanding the Home Inspection (Other Real Estate Related - **CRP**), 2 hours Residential Real Estate Elective Topics, Versatile Title and Escrow
53. *61174 Environmental Inspections, (Other Real Estate Related - **CRP**), 2 hours Residential Real Estate Elective Topics, Versatile Title and Escrow
54. *61176 The Settlement - Understanding the Closing Process (Other Real Estate Related - **CRP**), 3 hours Residential Real Estate Elective Topics, Versatile Title and Escrow
55. *61178 Title Insurance (Other Real Estate Related - **CRP**), 3 hours Residential Real Estate Elective Topics, Versatile Title and Escrow
56. *61186 2010 Ethics Seminar (Ethics & Standards of

Conduct/Current Industry Issues & Trends),
3 hours Residential Real Estate Mandatory
Topics, Towne Realty School of Real Estate

Ten Original Post License Education course applications from
schools with pending school applications were approved:

1. *60952 The Total Test Fit (Leasing), 2 hours
Commercial Real Estate Elective Topics,
Fanelli McClain Design Studios, Inc.
2. *60982 Compliance with Federal Fair Housing
Requirements (Fair Housing), 3 hours
Residential Real Estate Mandatory Topics,
A.J. Johnson Consulting Services, Inc.
3. *61032 Fair Housing & Beyond - Virginia (Fair
Housing), 3 hours Residential Real Estate
Mandatory Topics, Virginia Apartment
Management Association
4. *61122 VA Agency Law (Other Real Estate Related),
1 hour Residential Real Estate Elective
Topics, Hometown Title & Escrow, LLC
5. *61124 Fair Housing (Other Real Estate Related),
2 hours Residential Real Estate Elective
Topics, Hometown Title & Escrow, LLC
6. *61126 Legal Updates and Emerging Trends (Other
Real Estate Related), 1 hour Residential
Real Estate Elective Topics, Hometown
Title & Escrow, LLC
7. *61128 Real Estate Contracts (Other Real Estate
Related), 1 hour Residential Real Estate
Elective Topics, Hometown Title & Escrow,
LLC
8. *61130 Ethics & Standards of Conduct, 3 hours
Residential Real Estate Mandatory Topics,
Hometown Title & Escrow, LLC
9. *61134 Enforcing the Commercial Lease
(Tenant/Landlord Relationships), 1 hour
Property Management Elective Topics,
Kaufman & Canoles, P.C.
10. *61188 How to Prepare for a Successful Home
Inspection (Other Real Estate Related), 2
hours Residential Real Estate Elective
Topics, Gatekeeper Inspections, Inc.

D. Two Salesperson Pre-license Education Course Applications were
reviewed and approved:

1. Principles and Practices of Real Estate, 60 hour

2. Salesperson Course, Prime Realty & Investment, LLC
Principles and Practices of Real Estate, 60 hour
Salesperson Course, Elite School of Real Estate
(Pending School Application)

E. Twelve Pre-License Education Instructor applications were reviewed and approved

1. Gregory Shane Davidson - **Expert (Finance)**
2. William Manley Creech Sr. - **Expert (Principles)**
3. Lee Chesterman Gosselin - **Expert (Principles)**
4. Wendy C. Smith - **Expert (Principles)**
5. Roger T. Easterling - **Expert (Principles)**
6. Charles F. Spurlock - **Expert (Principles)**
7. Wade E. Goodwin
8. John C. McAllorum
9. Marion L. Sparks
10. Matthew L. Durbin
11. Rae W. Taylor, Jr.
12. Elizabeth J. Yesford

F. Fifteen continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed. Thirteen of these applications were approved. One application (**Doug Parker of Prudential-Carruthers**) was approved pending receipt of additional information demonstrating expertise in the courses for which approval was sought. One application (**Rachel Rabinowitz of Prudential-Carruthers**) was denied because the applicant did not demonstrate expertise in the courses for which approval was sought:

1. **Rob Simcox** - 60250/60251 (RESPA Reform), 60223/60224 Short Sales & REO's, 60582/60583 (The Regional Sales Contract), **Champion Title & Settlements, Inc.**
2. **Howard Williams, Johnny Parker** - 60483/60484/60485/60488/60489/60490 (Broker Licensing Real Estate Brokerage), **Alpha College of Real Estate**
3. **Katherine Crawford** - 60709/60710 - (Impact of the RESPA Rules on Settlement Agents), 57077/57078 - (Foreclosure, Liens and Bankruptcy), 55894/56043 - (Deed Warranties, Tenancies and Decedent's Estates, **Lawyers Title Insurance Corporation**
4. **Scott Thomason, Jeffrey W. Thiesing, Susan Puleo, Robert Butcher, Judy Rudat, Doug Parker, David Eaton, Rachel Rabinowitz, Jeff Stein** - 57231/57232 - (Real Estate Finance), 58033/58084 - (Legislative

Update), 55634/57107 - (Ethics & Standards of Conduct), 57110/57111 - (Marketing and Servicing a Listing), 58888/58923 - (Working with Rentals), 55633/57061 - (Agency Law, 55632/57062 - Contracts Offer to Purchase), 55825/57209 - (Fair Housing), 57108/57109 - (Preparing a CMA), 57072/57073 - (Contract to Settlement), 57074/57075 - (Common Contract Addenda), **Prudential Carruthers School of Real Estate**

5. **Andrew Jaffe** - 56405 (2007 New Agency Law in VA) 56403/56404 (Agency Law Demystified) 59617/59618 (An Introduction to Short Sales and the Short Sale Addendum), 57203/57204 (Bankruptcy and Foreclosure), 60553/60554 (Contracts with Escalators An Elevator to the Top Sales Price), 59439/59440 (Earnest Money Deposits), 56919/56920 (Ethics for RE Agents), 56402/56550, (Ethics for RE Agents - The Basics), 56921/569221 (Fair Housing), 57587/57588 (Foreclosures, REOs, Short Sales), 57585/57586- (Foreclosure, REOs and Short Sales - A Primer), 57239/57240 (Foreign Sellers and Buyers), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), 57266/57267 (Home Inspections) 58399/58400 (Legal Updates and Emerging Trends), 56585/56586 (Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the VA Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract), 57921/57922 (New Forms for 2008), 57919/57920 (NVAR's 2007 Listing Agreement), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 59437/59438 (The Final RESPA Rule), 55557/55558 (New Regional Sales Contract - Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (New VA Residential Property Disclosure Statement), 57499/57500 (Newest Appraisal & Financing Contingencies), 56593/56594 (Title Insurance - What is It?), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your upcoming VA Transaction), 57201/57202 (What is Delivery?), **MBH Settlement Group. L.C.**

G. There being no further business or public comment, the meeting adjourned at 4:35 p.m.

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