

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

November 28, 2012 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Stewart Title and Escrow, Inc., Fairfax, VA
Contact Person: Elizabeth Brantley
2. International Business Associates, Inc., t/a
International School of Real Estate, Chantilly, VA
Contact Person: Mumtaz Bhatti
3. Chatel Real Estate, Inc., Alexandria, VA
Contact Person: Louis A Costanza
4. OnCourse Learning Corporation, t/a Career WebSchool
Atlanta, GA
Contact Person: Dana Taulli
(Request for Transfer of Approved Courses)
5. Stelmok & Associates, LLC, Fredericksburg, VA
Contact Person: Sarah Stelmok
6. Calm JA, LLC, VA Beach, VA
Contact Person: Mia Roberson
7. DB Title Academy, LLC, McLean VA
Contact Person: David A. Burger

IV. Continuing Education Course Applications

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

1. *65094 2012 Ethics Seminar, 3 hours Real Estate Related, FSLAWVA Real Estate Education, LLC
2. 65153 Virginia 8 Hour Mandatory Topics CE (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Moseley-Dickinson Academy of Real Estate
3. 65154 Understanding Credit and Improving Credit Scores (On-line), 4 hours Real Estate

- Related, Moseley-Dickinson Academy of Real Estate
4. 65155 Risk Management (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
 5. 65156 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
 6. 65157 Insurance Consumer Protection: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
 7. 65159 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
 8. 65273 Virginia 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Kaplan Real Estate Schools **(Contingent on Approval of Original CE Course 65272)**
 9. 65291 Virginia 8 Hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, AWRES
 10. 65329 Virginia 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, New Millennium University **(Contingent on Approval of Original CE Course 65272)**
 11. 65334 Virginia 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Long & Foster Institute of Real Estate
 12. 65339 Real Estate and Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Long & Foster Institute of Real Estate

13. 65349 Fair Housing (On-line), 4 hours Fair Housing, Long & Foster Institute of Real Estate

B. Original Continuing Education course applications,
Approved school:

1. 65064 Core Components of Commercial Brokerage, 4 hours Ethics & Standards of Conduct, 1 hour Real Estate Contracts, 8 hours Real Estate Related, SIOR
2. *65065 Foreclosure, Liens and Bankruptcy, 1 hour Real Estate Related, Fidelity National Title Insurance
3. *65068 Using Statistics in Marketing, 1 hour Real Estate Related, Real Estate Career Academy Green, 1 hour Real Estate Related, Real Estate Career Academy
4. *65070 Title Insurance Basics - What It Is and How It Works, 2 hours Real Estate Related, The RGS Title Real Estate Academy
5. *65118 Working with Buyers, 3 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
6. *65120 Rev Up: Energize Your Business Today, 3 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
7. *65123 Your Database: The Key to Your Business, 2 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
8. *65125 Prospecting: Find People to Work with Now, 2 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
9. *65127 Open Houses: Put Yourself in the Path of Opportunity, 2 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
10. *65129 Price Right and Present Your CMA - Price to Sell, 2 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
11. *65131 Sell the Listing: Win a Client for Life, 2 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
12. *65133 Contract to Close: Bulletproof the Transaction, 2 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC

14. *65137 From Attorney to Inmate, 2 hours Real Estate Related, Alpha College of Real Estate
15. *65139 Agency (On-line), 1 hour Real Estate Agency, Alpha College of Real Estate **(pending ARELLO approval)**
16. *65141 Open House, 1 hour Real Estate Related, Alltech Title Group, Inc
17. *65143 Smart Growth for the 21st Century, 3 hours Real Estate Related, RAR
18. *65145 No Bull Selling, 6 hours Real Estate Related, RAR
19. 65147 Homes for All: Serving People with Disabilities V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
20. *65162 The Odds of Selling, 1 hour Real Estate Related, Liz Moore University
21. *65165 ABR Core Course, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 2 hours Legal Updates, 3 hours Real Estate Agency, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, RAR
22. *65170 The Cost and Impact of Dodd/Frank, 2 hours Real Estate Related, VAR
23. *65174 Property Valuation CMA, 4 hours Real Estate Related, Alpha College of Real Estate
24. *65176 Real Estate Fraud, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
25. *65178 RESPA, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
26. *65180 Cultural Diversity & Real Estate Brokerage (On-line), 3 hours Real Estate Related, Moseley Flint Schools of Real Estate
27. 65182 Real Estate Fraud, Mortgage, and Title Issues (On-line), 6 hours Real Estate Related, Moseley Flint Schools of Real Estate
28. 65183 Virginia Continuing Education Mandatory Topics - 8 hours CE, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hours Real Estate Agency, and 1 hours Real Estate Contracts, Moseley Flint Schools of Real Estate
29. 65184 Real Estate Technology: The Professional's Guide to Success (On-line), 4 hours Broker Management, The CE Shop, Inc.

30. *65185 Staying Connected with the Agent Resource Center, 3 hours Real Estate Related, William E Wood & Associates Real Estate Academy
31. *65187 The New Agency Law and How it Affects Property Managers, 1 hour Legal Updates, and 1 hour Real Estate Agency, VAR
32. *65189 Night Court - Nightmare on VPAR Street, 2 hours Real Estate Related, Peninsula School for Real Estate
33. *65191 Virginia Real Estate Law, 3 hours Legal Updates, The RGS Title Real Estate Academy
34. *65193 How to Help Your Clients avoid Foreclosure, 3 hours Real Estate Related, The RGS Title Real Estate Academy
35. *65195 Virginia Residential Property Disclosure, 1 hour Real Estate Related, The RGS Title Real Estate Academy
36. *65197 Business Planning 2013, 4 hours Real Estate Related, Montague Miller Real Estate Academy
37. *65199 The Code of Ethics and Standards of Practice for Real Estate Professionals, 3 hours Ethics and Standards of Conduct, The RGS Title Real Estate Academy
38. *65201 The Closing Process, 1 hour Real Estate Related, The RGS Title Real Estate Academy
39. *65203 Legal Updates, 1 hour Legal Updates, The RGS Title Real Estate Academy
40. *65205 Living Trusts in Real Estate, 1 hour Real Estate Related, The RGS Title Real Estate Academy
41. *65208 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Provident School of Real Estate
42. *65217 Developing & Maintaining Your Database, 2 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
43. *65219 Creating Your Facebook Business Page, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
44. 65221 Comparable Market Analysis, 3 hours Broker Management, WAAR
45. *65222 Comparable Market Analysis, 3 hours Real Estate Related, WAAR
46. 65224 Veterans Affairs Financing, 2 hours Real Estate Related, Jams-01, Inc.

47. *65225 R&W Property Valuation & Listing Process, 3 hours Real Estate Related, Alpha College of Real Estate
48. *65227 R&W Business Planning, Marketing & Prospecting, 3 hours Real Estate Related, Alpha College of Real Estate
49. *65229 Property Valuation CMA, 4 hours Real Estate Related, Alpha College of Real Estate
50. *65231 Counseling the Buyer, 3 hours Real Estate Related, Alpha College of Real Estate
51. *65233 R&W Offer to Purchase, 3 hours Real Estate Related, Alpha College of Real Estate
52. *65235 Understanding, Improving & Protecting Your Credit Report, 1 hour Real Estate Related, DAAR
53. 65237 Real Estate Agency 2012, 1 hour Real Estate Agency, MAI Institute
54. 65238 Contract Updates 2012, 1 hour Real Estate Contracts, MAI Institute
55. *65239 Real Estate Risk? That's Manageable! 2 hours Legal Updates, and 1 hour Real Estate Agency, VAR
56. *65241 Back to Basics, 2 hours Real Estate Related, Peninsula School for Real Estate
57. *65243 State of the Region, 2 hours Real Estate Related, Peninsula School for Real Estate
58. 65245 Virginia Mandatory 3 hr Ethics Block, 3 hours Ethics and Standards of Conduct, Monarch Title, Inc.
59. *65246 Regional Contract Changes (NVAR), 1 hour Legal Updates, and 2 hours Real Estate Contracts, Cindy Bishop Worldwide
60. *65248 Understanding Radon, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
61. *65250 How to Avoid Problems before Settlement, 3 hours Legal Updates, Cindy Bishop Worldwide, LLC
62. 65252 Basics of Real Estate Taxation (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
63. 65253 Foundations of Real Estate Finance (Online) 4 hours Real Estate Related, The CE Shop
64. 65254 From Contract to Keys: The Mortgage Process (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
65. 65255 Selling to Your Sphere of Influence (On-line), 3 hours Real Estate Related, The CE Shop, Inc.

- 66. 65256 2-Hour Virginia Fair Housing (On-line), 2 hours Fair Housing, The CE Shop, Inc.
- 67. 65257 Virginia Agency Law (On-line), 1 hour Real Estate Agency, The CE Shop, Inc.
- 68. 65258 Virginia Legal Update (On-line), 1 hour Legal Updates, The CE Shop, Inc.
- 69. *65259 Positioning, 1 hour Real Estate Related, Liz Moore University
- 70. *65262 Delivery-What Is It?, 1 hour Real Estate Contracts, Vesta Settlements
- 71. *65264 Time Management, 3 hours Real Estate Related, Montague Miller Real Estate Academy
- 72. 65266 The VAR Residential Contract of Purchase, 3 hours Broker Management, WAAR
- 73. *65267 The VAR Residential Contract of Purchase, 3 hours Real Estate Contracts, WAAR
- 74. *65269 VAR Residential Contract of Purchase, 1 hour Real Estate Related, WAAR
- 75. 65271 VAR Residential Contract of Purchase, 1 hour Broker Management, WAAR
- 76. 65272 Virginia 8 hour Mandatory Topics (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, Dearborn Financial Publishing, Inc.
- 77. *65274 Legal Updates, 1 hour Legal Updates, Piedmont School of Real Estate **(PLE Agenda Number 65389)**
- 78. *65275 Real Estate Contracts, 1 hour Real Estate Contracts, Piedmont School of Real Estate
- 79. *65277 Real Estate Agency, 1 hour Real Estate Agency, Piedmont School of Real Estate
- 80. *65279 Legislative Update, 3 hours Legal Updates, WAAR
- 81. *65281 WMLS Rules and Regulations, 1 hour Real Estate Related, WAAR
- 82. *65283 Real Estate Agency, 3 hours Real Estate Agency, WAAR
- 83. 65285 Real Estate Agency, 3 hours Broker Management, WAAR
- 84. *65286 Fair Housing, 2 hours Fair Housing, Piedmont School of Real Estate
- 85. 65289 Broker Supervision: Complying with DPOR's Audit Certification, 2 hours Legal Updates, RAR

86. 65290 Broker Supervision: Complying with DPOR's Audit Certification, 2 hours Broker Management, RAR
87. *65293 Understanding Homebuilder Contracts, 2 hours Real Estate Related, Old Dominion Settlements, Inc.
88. *65295 Legal Updates/Law, 1 hour Legal Updates, ATG Title
89. 65297 Legislative Update, 1 hour Legal Updates, WAAR
90. *65299 FHA Foreclosure Program, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
91. 65301 Appraising FHA Today (On-line), 4 hours Real Estate Related, McKissock, LP
92. 65302 Virginia Real Estate Medley (CRP), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Flint School of Real Estate **(Discuss ARELLO Approval)**
93. 65303 8-Hour Real Estate Mandatory Course (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, Moseley Flint School of Real Estate **(Pending ARELLO Approval)**
94. *65304 Ethics, 3 hours Ethics & Standards of Conduct, Alexandria Old Town Real Estate School, LLC
95. *65307 Rentals - Working with Tenants and Landlords, 3 hours Real Estate Related, Alexandria Old Town Real Estate School, LLC
96. *65309 Using Toolkit CMA, 3 hours Real Estate Related, William E. Woods & Associates Real Estate Academy
97. 65311 Legal Updates, 1 hour Legal Updates, Moseley-Dickinson Academy of Real Estate
98. 65313 Real Estate Agency 2012, 1 hour Real Estate Agency, MAI Institute
99. 65314 General Fair Housing, 3 hours Fair Housing, Equal Rights Center
100. *65327 Claims and Lawsuits (Avoiding Liability Pit Falls), 2 hours Real Estate Related, Allegiance Realty Partners, LLC

- 101. *65332 Keys to Showing Rental Properties, 1 hour Real Estate Related, Towne Realty School of Real Estate
- 102. *65335 CRS 201: Listing Strategies for the Residential Specialist, 8 hours Real Estate Related, Long & Foster Institute of Real Estate
- 103. *65337 Sales Contract Addenda and Buyer's Closing Estimates, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
- 104. *65340 Property Management Pitfalls, 4 hours Real Estate Related, Alpha College of Real Estate
- 105. *65342 Legal Update, 1 hour Legal Updates, PDI
- 106. 65344 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, PDI
- 107. 65345 Property Management and Code of Virginia Statutes, 8 hours Broker Management, PDI
- 108. 65346 Real Estate Agency, 1 hour Real Estate Agency, PDI
- 109. 65347 Fair Housing, 2 hours Fair Housing, PDI
- 110. 65348 Real Estate Contracts, 1 hour Real Estate Contracts, PDI
- 111. *65350 The Truth About Short Sales, 3 hours Legal Updates, Cindy Bishop Worldwide, LLC
- 112. *65352 Fair Housing, 3 hours Fair Housing, Montague Miller Real Estate Academy
- 113. *65355 Managing Single Family Homes, 3 hours Legal Updates, 4 hours Real Estate Related, RAR
- 114. *65357 Working with Sellers I, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
- 115. *65359 Green 100, 6 hours Real Estate Related, Long and Foster Institute of Real Estate
- 116. *65361 Contract Presentation and Negotiating, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
- 117. *65363 Business Planning, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
- 118. *65365 Green 200, 6 hours Real Estate Related, Long and Foster Institute of Real Estate
- 119. *65369 Rental Certification, 5 hours Real Estate Related, Long and Foster Institute of Real Estate
- 120. *65371 The Regional Sales Contract: Update and Review, 2 hours Real Estate Contracts, Monarch Title, Inc.

- 121. *65373 Practical Guide to FIRPTA and Foreign Sellers, 1 hour Real Estate Related, MBH Settlement Group, LC
- 122. *65375 Bankruptcy and Foreclosure, 2 hours Real Estate Related, MBH Settlement Group, LC
- 123. *65377 Effective Real Estate Contracts, 2 hours Real Estate Contracts, MBH Settlement Group, LC
- 124. *65379 Fair Housing, 3 hours Fair Housing, Alltech Title Group, Inc.
- 125. *65383 Common Contract Addenda, 3 hours Real Estate Related, Carruthers Academy of Real Estate, LLC
- 126. *65385 Preparing a CMA, 3 hours Real Estate Related, Carruthers Academy of Real Estate, LLC
- 127. 65387 VA Legal Update and Ethics (On-line), 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, McKissock, LP (**Pending ARELLO approval**)
- 128. 65388 Virginia Real Estate Law Combo (On-line), 2 hours Fair Housing, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, McKissock, LP (**Pending ARELLO approval**)
- 129. 65411 Virginia Contract Law (On-line), 1 hour Real Estate Contracts, The CE Shop, Inc.

B. Original Continuing Education course application, pending School application:

- 1. *65315 12 Need to know Short Sale Tips, 2 hours Real Estate Related, Stelmok & Associates
- 2. *65317 Virginia Residential Landlord Tenant Act, 3 hours Real Estate Related, Stelmok & Associates
- 3. *65319 Realtor Code of Ethics, 3 hours Ethics & Standards of Conduct, Stelmok & Associates
- 4. *65321 HUD Homes and Foreclosures, 3 hours Real Estate Related, Stelmok & Associates
- 5. *65323 Social Media Risk Management, 2 hours Real Estate Related, Stelmok & Associates
- 6. *65325 Marketing and Advertisement, 3 hours Real Estate Related, Stelmok & Associates
- 7. *65330 Fair Housing, 3 hours Fair Housing, Stelmok & Associates

V. Post License Education Course Applications

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

1. 65073 Virginia Agency Law - On-line (Agency Law) 3 hours Residential Real Estate Mandatory Topics, Kaplan Real Estate Schools
2. *65095 2012 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, FSLAWVA Real Estate Education, LLC
3. 65148 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate
4. 65149 Ethics and Standards of Conduct (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate
5. 65150 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate
6. 65151 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate
7. 65152 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate

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

1. *65066 Foreclosure, Liens and Bankruptcy (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Fidelity National Title Insurance
2. *65069 Using Statistics in Marketing (Business Planning), 1 hour Residential Real Estate Elective Topics, Real Estate Career Academy
3. *65071 Green (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Real Estate Career Academy
4. *65075 Title Insurance Basics - What It Is and How It Works (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The RGS Title Real Estate Academy

5. 65114 Breaking Barriers: Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, the CE Shop, Inc.
6. *65119 Working with Buyers (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
7. *65121 Rev Up: Energize Your Business Today (Business Planning), 3 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
8. *65124 Your Database: The Key to Your Business (Business Planning), 2 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
9. *65126 Prospecting: Find People to Work with Now (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
10. *65128 Open Houses: Put Yourself in the Path of Opportunity (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
11. *65130 Price Right and Present Your CMA - Price to Sell (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
12. *65132 Sell the Listing: Win a Client for Life (Selling Process), 2 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
13. *65134 Contract to Close: Bullet Proof the Transaction (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
14. *65138 From Attorney to Inmate (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
15. *65140 Agency (Online - Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate **(Pending ARELLO approval)**

16. *65142 Open House (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alltech Title Group, Inc.
17. *65144 Smart Growth for the 21st Century (Business Planning), 3 hours Residential Real Estate Elective Topics, RAR *65146 No Bull Selling (Business Planning), 6 hours Residential Real Estate Elective Topics, RAR
18. *65163 The Odds of Selling (Selling Process), 1 hour Residential Real Estate Elective Topics, Liz Moore University
19. *65166 ABR Core Course (Agency Law), 3 hours Residential Real Estate Mandatory Topics, RAR
20. 65167 ABR Core Course (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, RAR
21. 65168 ABR Core Course (Selling Process), 2 hours Residential Real Estate Elective Topics, RAR
22. 65169 ABR Core Course (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, RAR
23. *65171 The Cost and Impact of Dodd/Frank (Finance), 2 hours Residential Real Estate Elective Topics, VAR
24. *65175 Property Valuation CMA (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
25. *65177 Real Estate Fraud (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate
26. *65179 RESPA (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate
27. *65181 Cultural Diversity & Real Estate Brokerage On-line (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate
28. *65186 Staying Connected with the Agent Resource Center (Technology), 3 hours Residential Real Estate Elective Topics, William E Wood & Associates Real Estate Academy

29. *65188 The New Agency Law and How it Affects Property Managers (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
30. *65190 Night Court - Nightmare on VPAR Street (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula School for Real Estate
31. *65192 Virginia Real Estate Law (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, The RGS Title Real Estate Academy
32. *65194 How to Help Your Clients avoid Foreclosure (Other Real Estate Related), 3 hours Residential Real Estate Electives Topics, The RGS Title Real Estate Academy
33. *65196 Virginia Residential Property Disclosure (Other Real Estate Related), 1 hour Residential Real Estate Electives Topics, The RGS Title Real Estate Academy
34. *65198 Business Planning 2013 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
35. *65200 The Code of Ethics and Standards of Practice for Real Estate Professionals (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, The RGS Title Real Estate Academy
36. *65202 The Closing Process (Other Real Estate Related), 1 hour Residential Real Estate Electives Topics, The RGS Title Real Estate Academy
37. *65204 Legal Updates (Other Real Estate Related), 1 hour Residential Real Estate Electives Topics, The RGS Title Real Estate Academy
38. *65206 Living Trusts in Real Estate (Other Real Estate Related), 1 hour Residential Real Estate Electives Topics, The RGS Title Real Estate Academy
39. *65209 Ethics & Standards of Conduct (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Provident School of Real Estate
40. *65218 Developing & Maintaining Your Database (Technology), 2 hours Residential Real

- Estate Elective Topics, William E. Wood & Associates Real Estate Academy
41. *65220 Creating Your Facebook Business Page (Technology), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
 42. *65223 Comparable Market Analysis (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, WAAR
 43. *65226 R&W Property Valuation & Listing Process (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 44. *65228 R&W Business Planning, Marketing & Prospecting (Business Planning), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 45. *65230 Property Valuation CMA (Property Valuation /Listing Process), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 46. *65232 Counseling the Buyer (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 47. *65234 R&W Offer to Purchase (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
 48. *65236 Understanding, Improving & Protecting Your Credit Report (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, DAAR
 49. *65240 Real Estate Risk? That's Manageable! (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
 50. *65242 Back to Basic (Business Planning), 2 hours Residential Real Estate Elective Topics, Peninsula School for Real Estate
 51. *65244 State of the Region (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula School for Real Estate
 52. *65247 Regional Contract Changes (NVAR) (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Cindy Bishop Worldwide, LLC

- 53. *65249 Understanding Radon (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
- 54. *65251 How to Avoid Problems before Settlement (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Cindy Bishop Worldwide, LLC
- 55. *65260 Positioning (Property Valuation/Listing Process), 1 hour Residential Real Estate Elective Topics, Liz Moore University
- 56. *65263 Delivery What Is It? (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Vesta Settlement
- 57. *65265 Time Management (Business Planning), 3 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
- 58. *65268 The VAR Residential Contract of Purchase (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, WAAR
- 59. *65270 The VAR Residential Contract of Purchase (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
- 60. *65276 Real Estate Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
- 61. *65278 Real Estate Agency (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
- 62. *65280 Legislative Update (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, WAAR
- 63. *65282 WMLS Rules and Regulations (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
- 64. *65284 Real Estate Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, WAAR
- 65. *65287 Fair Housing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
- 66. *65294 Understanding Homebuilder Contracts (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Old Dominion Settlements, Inc.

- 67. *65296 Legal Updates/Law (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, ATG Title
- 68. *65298 Legislative Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
- 69. *65300 FHA Foreclosure Program (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 70. *65305 Ethics (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Alexandria Old Town Real Estate School, LLC
- 71. *65308 Rentals - Working with Tenants and Landlords (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alexandria Old Town Real Estate School, LLC
- 72. *65310 Using Toolkit CMA (Technology), 3 hours Residential Real Estate Elective Topics, William E. Woods & Associates Real Estate Academy
- 73. 65312 Managing Your Real Estate Business (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, MAI Institute
- 74. *65328 Claims and Lawsuits (Avoiding Liability Pit Falls) (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Allegiance Realty Partners, LLC
- 75. *65333 Keys to Showing Rental Properties (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
- 76. *65336 CRS 201: Listing Strategies for the Residential Specialist (Other Real Estate Related), 12 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
- 77. *65338 Sales Contract Addenda and Buyer's Closing Estimates (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
- 78. *65341 Property Management Pitfalls (Risk Management), 4 hours Property Management Mandatory Topics, Alpha College of Real Estate

- 79. *65343 Legal Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, PDI
- 80. *65351 The Truth About Short Sales (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Cindy Bishop Worldwide, LLC
- 81. *65353 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Montague Miller Real Estate Academy
- 82. 65354 Managing Single Family Homes (Tenant/Landlord Relationships), 4 hours Property Management Elective Topics, RAR
- 83. *65356 Managing Single Family Homes (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RAR
- 84. *65358 Working with Sellers I (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 85. *65360 Green 100 (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 86. *65362 Contract Presentation and Negotiating (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 87. *65364 Business Planning (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 88. *65366 Green 200 (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 89. *65370 Rental Certification (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 90. *65372 The Regional Sales Contract: Update and Review (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Monarch Title, Inc.
- 91. *65374 Practical Guide to FIRPTA and Foreign Sellers (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC

- 92. *65376 Bankruptcy and Foreclosure (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, LC
- 93. *65378 Effective Real Estate Contracts (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, LC
- 94. *65380 Fair Housing, 3 hours Residential Real Estate Elective Topics, Alltech Title Group, Inc.
- 95. 65382 Virginia Agency Law (On-line)(Agency Law), 3 hours Residential Real Estate Mandatory Topics, Cooke Real Estate School Headquarters, Inc.
- 96. *65384 Common Contract Addenda (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate, LLC
- 97. *65386 Preparing a CMA (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
- 98. *65389 Legal Updates (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
(CE Agenda Number 65274)

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

- 1. *65316 12 Need to know Short Sale Tips (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Stelmok & Associates
- 2. *65318 Virginia Residential Landlord Tenant Act (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Stelmok & Associates
- 3. *65320 Realtor Code of Ethics (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Stelmok & Associates
- 4. *65322 HUD Homes and Foreclosures (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Stelmok & Associates

5. *65324 Social Media Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, Stelmok & Associates
6. *65326 Marketing and Advertisement (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Stelmok & Associates
7. *65331 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Stelmok & Associates

VI. Residential Standard Agency Courses

A. Previously approved Residential Standard Agency Course Applications, approved school:

1. 65117 Residential Standard Agency, 3 hours Residential Standard Agency, GCAAR
2. 65164 Residential Standard Agency (On-line), 3 hours Residential Standard Agency, Moseley-Dickinson Academy of Real Estate
3. 65261 Residential Standard Agency, 3 hours Residential Standard Agency, Old Dominion Settlement, Inc.
4. 65288 Residential Standard Agency, 3 hours Residential Standard Agency, The Professional Development Institute
5. 65292 Residential Standard Agency (On-line), 3 hours Residential Standard Agency, AWRES
6. 65381 Residential Standard Agency (On-line), 3 hours Residential Standard Agency, Cooke Real Estate School Headquarters, Inc.

B. Original Residential Standard Agency Course applications, Approved school:

1. 65306 Residential Standard Agency, 3 hours Residential Standard Agency, Alexandria Old Town Real Estate School, LLC

VII. Pre-License Education Instructors

1. Lisa D. Preston-Kenton
2. Doris Smith Barrel
3. Vida K. Peters
4. Louis Andrew Costanzia
5. Richard Harold Raab

6. Sherry Dean Daminski
7. Paula Kaye White - **expert (Finance)**
8. Jarett Boyd Shaffer - **expert (Principles)**
9. Ann Marie Mead - **expert (Principles)**
10. Jason Robert Shine - **expert (Principles)**
11. Matthew J. Hunzeker - **expert (Law/Principles)**

VIII. Additional Continuing/Post License Education Instructors

1. **Russell B. Adams and Kathryn A. Richardson** -
 63776/63777 (Introduction to the
 2012 NVAR Regional Contract Form, 63774/63775
 (Contracts/Offer to Purchase), 63737/63738 (Fair
 Housing - 2 hour Version), 62999/63000 (Tax Matters
 In Real Estate Sales), 63739/63740 (Fair Housing),
 56396/56397 (The Code of Ethics for Real Estate
 Professionals), 56398/56399 (How to Help Clients
 Avoid Foreclosures), 56400/56401 (The New Limited
 Service Agency in Virginia), 56617/56618 (Virginia
 Real Estate Law), 56629/56630 (Contract Update:
 Current Issues-Practical Problems), 57345/57346
 (Residential Contract of Purchase (VAR),
 57349/57350 (Living Trusts in Real Estate),
 57351/57352 (Title Insurance Basics: What is it and
 How it Works), 57353/57354 (The Closing Process),
 57355/57356 (Property Disclosure in Virginia),
 63772/63773 (Contract Review - A Tale of Two
 Contracts), 63897/63898 (Selected Issues in Agency
 Law in Virginia), 57347/57348 (Legal Updates),
 58425/58426 (Short Sales, REO Sales and Some Related
 Tax Issues), 58618/58619 (Special Contracts and
 Seller Financing), 59899/59900 (RESPA Reform Rule-New
 GFE and HUD-1 Review), 61400/61401 (Current Legal
 Issues & Ethical Pitfalls), 61543/61544 (Deeds of
 Conveyance), 61768/61769 (Preparing for Success:
 Keeping Issues from Becoming Problems), 62018/62019
 (Handling Sales of Properties in Decedent's Estates),
 62671/62672 (Surveys and Easements-Mapping Out an
 Approach), 62692/62693 (FIRPTA Requirements in RE
 Transactions), 62975/62976 (Renovation Financing),
 62997/62998 (Using Tax Deferred Exchanges to
 Increasing Buying Power), 62973/62974 (Closing with a
 Twists (Non-Standard Transactions), 63235/63236
 (Negotiation 101: The Psychology of the Deal), 64313
 (Residential Standard Agency), **RGS Title Real Estate
 Academy**
2. **Carmen Martin** - 64038/64039 (2012 Ethics Seminar),
VAR

3. **Doris E. Keen** - 59899/59900 (RESPA Reform Rule-New GFE and HUD-1 Review), 58425/58426 (Short Sales, REO Sales and Some Related Tax Issues), 61543/61544 (Deeds of Conveyance), 61768/61769 (Preparing for Success: Keeping Issues from Becoming Problems, 62973/62974 (Closings with a Twist (Non-Standard Transactions), **RGS Title Real Estate Academy**
4. **Mary Womack** - 60784/60785 - (Negotiations Skills for the Real Estate Professional (2 hrs), 60786 - (Negotiations Skills for the Real Estate Professional - BM), 60787/60877 - (Negotiations Skills for the Real Estate Professional - 3 hrs), 60789 (Negotiations Skills for the Real Estate - BM) **Williamsburg Area Association of Realtors**
5. **Steve Lizik** - 62766/62767 (Legal Updates and Emerging Trends), 62524/62525 (VA Fair Housing-Shared Neighborhoods, Equal Opportunities), 62466/62467 (Negotiating Agreements), 62689/62690 (Real Estate Agency), 62764/62765 (Regional Contract Review/Offer to Purchase), 62468/62469 (Seller Services) 62462/62463 (Ethics & Standards of Conduct) 62687/62688 (Real Estate Contracts), **CBRB-SRE**
6. **Diana Hayes** - 60346 (8 hr Required Continuing Education Classroom), 60347 (3 hr Ethics & Standards of Conduct/Current Industry Issues and Trends Post Education Course), 64309 (VAR Residential Standard Agency), **Alpha College of Real Estate**
7. **Libby Gatewood, Jim Williams, and Sharon Johnson** - 60346 (8-hr Required Continuing Education Classroom), 60347 (3 hr Ethics & Standards of Conduct/Current Industry Issues and Trends Post Education Course), 64309 (VAR Residential Standard Agency), 64924 (Real Estate Management & Agent Supervision, **Alpha College of Real Estate**

IX. Other Business

X. Public Comment

XI. Adjourn

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