

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

November 4, 2015, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - A. Guidance Document on Continuing Education Real Estate Elective Courses
- IV. Proprietary School Applications
 - 1. Cobalt Settlement, LLC, Arlington, VA
Contact Person: Jeff Nowak
 - 2. First Decision Realty School, LLC, Vienna, VA
Contact Person: Babur Baser
- V. Continuing Education Course Applications
 - A. Previously-approved Continuing Education Course Applications, Approved Schools (**Review for Instructor Only - Attachment 2**):
 - 1. 20708 Living Trusts in Real Estate, 1 hour Real Estate Related, Piedmont School of Real Estate (**Donald W. Tomlinson**)
 - 2. 20711 The Closing Process, 1 hour Real Estate Related, Piedmont School of Real Estate (**Donald W. Tomlinson**)
 - B. Original Continuing Education course applications, Approved schools:
 - 1. 20702 Scams, Scoundrels and Real Estate Stings (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
 - 2. 20703 Technology Risk Management for Today's Real Estate Office, 2 hours Broker Management, VAR
 - 3. 20706 Technology Risk Management for Today's Real

- Estate Office, 2 hours Real Estate Related, VAR
4. 20709 Realtor® Code of Ethics Training (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop, Inc.
 5. 20712 Brokerage 1 - Managing the Firm, 4 hours Broker Management, Peninsula Real Estate School
 6. 20719 8-Hour Classroom Real Estate Law and Board Regulations, 8 hours Real Estate Related, Alpha College of Real Estate
 7. 20727 The New FHA Handbook for Real Estate Professionals (On-line), 4 hours Real Estate Related, McKissock, LLC
 8. 20730 The Importance of House Location Surveys, 1 hour Real Estate Related, Dominion Surveyors, Inc.
 9. 20735 Give Your Client the Green Light: Simple Ways to Green a Home (On-line), 2 hours Real Estate Related, McKissock, LLC
 10. 20736 Dealing with Parties Not Acting on their Own Behalf, 1 hour Real Estate Related, Provident School of Real Estate
 11. 20738 Handling Sales of Decedent's Real Estate, 1 hour Real Estate Related, RGS Title Real Estate Academy
 12. 20740 Deeds of Conveyance: What Do I Own; What Are My Liabilities?, 1 hour Real Estate Related, RGS Title Real Estate Academy
 13. 20741 Current Legal Issues and Ethical Pitfalls, 1 hour Real Estate Related, RGS Title Real Estate Academy
 14. 20742 Preparing for Success: Keeping Issues from Becoming Problems, 1 hour Real Estate Related, RGS Title Real Estate Academy
 15. 20743 8-Hour Real Estate Law and Board Regulations (Online), 8 hours Real Estate Related, Alpha College of Real Estate
 16. 20744 Real Estate Contracts, 2 hours Real Estate Contracts, Provident School of Real Estate
 17. 20745 VA Home Loans, 1 hour Real Estate Related, Alltech Title Group, Inc.
 18. 20746 VA Home Loans, 1 hour Real Estate Related, DAAR
 19. 20750 Down Payment Assistance Programs - State, County, Federal, 3 hours Real Estate Related, PWAR
 20. 20751 Reverse Mortgage, 1 hour Real Estate Related, DAAR

21. 20752 Renovation Financing from Sale to Sold, 3 hours Real Estate Related, DAAR
22. 20753 Agency, 1 hour Real Estate Agency, Long & Foster Institute of Real Estate
23. 20758 Pricing Strategies - Mastering the CMA, 6 hours Real Estate Related, CVSRE
24. 20759 Contracts, (On-line), 1 hour Real Estate Contracts, Alpha College of Real Estate
25. 20760 Reverse Mortgage, 3 hours Real Estate Related, DAAR
26. 20761 8-hour Real Estate Elective Course, (CRP) 8 hours Real Estate Related, Moseley-Flint Schools of Real Estate
27. 20763 Mock Settlement, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
28. 20764 Cases in Agent Supervision and Management Complete Series (CRP), 8 hours Broker Management, Moseley Real Estate Schools, Inc.
29. 20765 Real Estate Agency (On-line), 1 hour Real Estate Agency, Moseley Real Estate Schools, Inc.
30. 20767 Affordable Housing Opportunities for Low-Moderate Income Buyers (CRP), 4 hours Real Estate Related, McKissock, LLC
31. 20768 Give Your Client the Green Light: Simple Ways to Green a Home (CRP), 2 hours Real Estate Related, McKissock, LLC
32. 20770 Internet's Effect on Virginia Real Estate Transactions (On-line), 1 hour Real Estate Related, Moseley Real Estate Schools, Inc.
33. 20771 Cases in Agent Supervision and Management Complete Series (On-line), 8 hours Broker Management, Moseley Real Estate Schools, Inc.
34. 20772 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Long and Foster Institute of Real Estate
35. 20773 Listing and Buyer Broker Contracts, 2 hours Real Estate Contracts, PenFed Realty, LLC
36. 20781 Fair Housing, 2 hours Fair Housing, Long and Foster Institute of Real Estate
37. 20783 8-hour Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Alpha College of Real Estate
38. 20784 Real Estate Technology (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools, Inc.
39. 20786 Real Estate Trends (CRP), 8 hours Real

- Estate Related, Moseley Real Estate Schools, Inc.
40. 20790 Real Estate Trends (On-line), 8 hours Real Estate Related, Moseley Real Estate Schools, Inc.
 41. 20791 Highlights of the New VREB Rules & Regulations, 1 hour Real Estate Related, The Settlement Group Real Estate School
 42. 20792 Winter Weather: Frozen Pipes & Water Damage, 1 hour Real Estate Related, Alpha College of Real Estate
 43. 20793 Buyer Beware: Foreclosed and Neglected Properties, 3 hours Real Estate Related, GCAAR
 44. 20794 Know Before You Owe: Understanding the TRID Rules and Forms, 2 hours Broker Management, NVAR
 45. 20795 Duties of Real Estate Brokers and Salesperson, 4 hours Broker Management, Moseley-Dickinson Academy of Real Estate
 46. 20796 Review of VREB Regulations, 2015, 4 hours Broker Management, Moseley-Dickinson Academy of Real Estate
 47. 20797 Advanced Title Insurance Issues, 2 hours Real Estate Related, MBH Settlement Group, LC
 48. 20798 Death, Divorce & Bankruptcy - The Ins and Outs of these Unconventional Transactions, 2 hours Real Estate Related, MBH Settlement Group, LC
 49. 20799 ePRO - Day 1, 6 hours Real Estate Related, CVSRE
 50. 20800 Mortgage Basics, 3 hours Real Estate Related, Moseley Flint Schools of Real Estate
 51. 20801 Excellence in the Profession, 1 hour Ethics and Standards of Conduct, MBH Settlement Group, LC
 52. 20803 Contracts with Escalators, 2 hours Real Estate Contracts, MBH Settlement Group, LC
 53. 20804 Understanding Hoarding & Biohazard Cleanup for Real Estate Agents & Property Managers, 1 hour Real Estate Related, Alpha College of Real Estate
 54. 20805 Transactions Involving FHA/VA Financing, 1 hour Real Estate Related, MBH Settlement Group, LC
 55. 20806 Advanced FHA Financing, 3 hours Real Estate Related, GCAAR

- 56. 20807 Contracts, 2 hours Real Estate Contracts, Hometown Title & Escrow, LLC
- 57. 20808 Contracts, 1 hour Real Estate Contracts, Hometown Title & Escrow, LLC
- 58. 20809 Comparative Differences between the GCAAR & NVAR Contracts, 2 hours Real Estate Related, GCAAR
- 59. 20810 Listing Presentations, 3 hours Real Estate Related, GCAAR
- 60. 20811 203K, 3 hours Real Estate Related, GCAAR
- 61. 20815 Purchase Agreement: Addendums, Disclosure, Regulations & Law, 3 hours Broker Management, Top Producer Academy
- 62. 20816 What Real Estate Professionals Need to know about FHA (CRP), 4 hours Real Estate Related, McKissock, LLC
- 63. 20822 Living the Dream - Simple Steps to Avoiding Problem Settlements, 1 hour Real Estate Related, MBH Settlement Group, LC

C. Original Continuing Education Legal Updates with Flood Content Courses

- 1. 20704 Virginia Broker Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, 8 hours Broker Management, Moseley Real Estate Schools Inc
- 2. 20707 Virginia Salesperson Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools, Inc.
- 3. 20710 Legal Update with Flood Instruction, 1 hour Legal Updates with Flood Content, Moseley-Dickinson Academy of Real Estate
- 4. 20713 Emerging Trends and Legal Update, 1 hour Legal Updates with Flood Content, Montague Miller Academy
- 5. 20715 Virginia Legal Update, 1 hour Legal Updates with Flood Content, PenFed Realty, LLC
- 6. 20716 Virginia Legal Update 2015 (On-line), 1 hour Legal Updates with Flood Content, The CE Shop, Inc.
- 7. 20732 Judgments, Bankruptcy, Flood Hazard Areas

- and the National Flood Insurance Program, 2 hours Legal Updates with Flood Content, Old Dominion Settlement, Inc.
8. 20733 Virginia 8-hour Mandatory CE, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, New Millennium University
 9. 20734 8-hour Required Subjects for Continuing Education, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Peninsula Real Estate School
 10. 20737 Flood Hazard Areas and the National Flood Insurance Program, 1 hour Legal Updates with Flood Content, Peninsula Real Estate School
 11. 20739 Buyer Beware and Disclosure Law in Virginia - 2015, 1 hour Legal Updates with Flood Content, RGS Title Real Estate Academy
 12. 20762 Legal Update: Flood Zones and the National Flood Insurance Program, 2 hours Legal Updates with Flood Content, William E. Wood & Associates Real Estate Academy
 13. 20774 8-Hour Required Topics (CRP), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Alpha College of Real Estate
 14. 20776 Virginia Legal Update and Regulatory Changes, 1 hour Legal Updates with Flood Content, PenFed Realty, LLC
 15. 20782 VA Legal Update, 1 hour Legal Updates with Flood Content, Long and Foster Institute of Real Estate
 16. 20785 Real Estate Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Moseley Real Estate Schools, Inc.
 17. 20787 Virginia Broker Law Update (CRP), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8

- 18. 20788 hours Real Estate Related, 8 hours Broker Management, Moseley Real Estate Schools Inc Real Estate Law Update (CRP), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Moseley Real Estate Schools, Inc.
- 19. 20789 Virginia Salesperson Law Update (CRP), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates with Flood Content, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools, Inc.
- 20. 20802 Legal Updates and Emerging Trends 2015, 1 hour Legal Updates with Flood Content, MBH Settlement, LC
- 21. 20814 Legal Updates and Emerging Trends, 1 hour Legal Updates with Flood Content, Hometown Title & Escrow, LLC
- 22. 20817 VA Requirements for Flood Insurance, 1 hour Legal Updates with Flood Content, Kirks Institute
- 23. 20825 Legal Updates and Emerging Trends, 1 hour Legal Updates with Flood Content, CBRBSRE

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

- 1. 20777 Agency Primer, 1 hour Real Estate Agency, Cobalt Settlements, LLC
- 2. 20778 Introduction to Contracts, 1 hour Real Estate Contracts, Cobalt Settlements, LLC
- 3. 20779 Fair Housing, 2 hours Fair Housing, Cobalt Settlements, LLC
- 4. 20780 Legal Updates and Emerging Trends, 1 hour Legal Updates with Flood Content, Cobalt Settlements, LLC

VI. Post License Education Course Applications

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

- 1. 20714 Fair Housing (On-line), 2 hours Fair Housing, Kirks Institute **(Jeffrey Kirks and Jerry Kirks)**

2. 20720 Contract Writing (On-line), 6 hours
Contract Writing, Kirks Institute **(Jeffrey Kirks and Jerry Kirks)**
3. 20721 Real Estate Law and Board Regulations (On-line), 8 hours Real Estate Law and Board Regulations, Kirks Institute **(Jeffrey Kirks and Jerry Kirks)**
4. 20722 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Kirks Institute **(Jeffrey Kirks and Jerry Kirks)**
5. 20723 Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, Kirks Institute **(Jeffrey Kirks and Jerry Kirks)**
6. 20724 Virginia Agency Law (On-line), 3 hours Virginia Agency Law, Kirks Institute **(Jeffrey Kirks and Jerry Kirks)**
7. 20728 Risk Management (On-line), 3 hours Risk Management, Kirks Institute, **(Jeffrey Kirks and Jerry Kirks)**
8. 20729 Escrow Requirements (On-line), 3 hours Escrow Requirements, Kirks Institute **(Jeffrey Kirks and Jerry Kirks)**

B. Original Post License Education Course Applications, Approved Schools:

1. 20749 Know before you Owe: The New Industry Forms, 2 hours Current Industry Issues & Trends, RGS Title Real Estate Academy
2. 20757 Down Payment Assistance - State, County, Federal, 2 hours Current Industry Issues and Trends, PWAR
3. 20769 Mock Settlement, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
4. 20812 ePro - Day 1, 2 hours Current Industry Issues and Trends, CVSRE
5. 20820 Virginia Agency Law, 3 hours Virginia Agency Law, HPDS
6. 20821 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, HPDS
7. 20823 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, HPDS
8. 20824 Contracts with Escalators, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC
9. 20826 Advanced Title Insurance Issues, 2 hours

- Current Industry Issues and Trends, MBH Settlement Group, LC
- 10. 20827 Death, Divorce and Bankruptcy - the Ins and Outs of these Unconventional Transactions, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC
- 11. 20828 Know Before You Owe: Understanding the TRID Rules and Forms, 2 hours Current Industry Issues and Trends, NVAR

C. Original Post Licensing Education Course Applications with Flood Content

- 1. 20725 8-Hour Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations with Flood Content, Alpha College of Real Estate
- 2. 20731 Real Estate Law and Board Regulations with Flood Instruction, 8 hour Real Estate Law and Board Regulations with Flood Content, Moseley-Dickinson Academy of Real Estate
- 3. 20748 8-hour Real Estate Law and Board Regulations (On-line), 8 hour Real Estate Law and Board Regulations with Flood Content, Alpha College of Real Estate
- 4. 20755 Real Estate Law and Board Regulations, 8 hour Real Estate Law and Board Regulations with Flood Content, RGS Title Real Estate Academy
- 5. 20756 Real Estate Laws & Board Regulations, 8 hours Real Estate Law and Board Regulations with Flood Content, Cindy Bishop Worldwide, LLC
- 6. 20818 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations with Flood Content, HPDS
- 7. 20819 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations with Flood Content, New Millennium University

VII. Pre-License Education Instructors

- 1. Michael Gary Straley - (All)
- 2. William C. McMeans - (Principles)
- 3. Austin Stancliff Karvelis - **Waiver** (Principles)

VIII. Pre-License Education Courses

1. 20829 60-hour Salesperson Principles & Practices Real Estate (Other Distance Learning - Live Webinar), Mo Mills Institute of Real Estate
2. 20830 60-hour Salesperson Principles & Practices Real Estate (Classroom), One Stop Real Estate School

IX. Additional Continuing/Post License Education Instructors

1. **Jamie Cook** - 20325/20326 (Risk Management with the Use of the Home Warranty, **CVSRE**)
2. **John M. Chandler** - 19407 (8 Hr Required Topics), 15692 (Contract Pitfalls), 17915/18493 (8 Hours Board Regs and Law), 18005/18004 (Agency Law), 18184 (Current Industry Trends), 18483/18490 (Fair Housing), 18484/18575 (Risk Management), 18485/19570 (Escrow), 18090/18312 (Contracts), 18022/17860 (Ethics), 20524 (8 HR Required Topics), 20496 (Legal Updates), **Alpha College of Real Estate**
3. **Barbara Hendrickson** - 18278/18282 (VA Agency Law), 19592/18679 (Ethics), 18441/18462 (Fair Housing), 20360/20365 (Powerful Presentations for Buyers and Sellers), **Cindy Bishop Worldwide, LLC**
4. **Donald Tomlinson** - 15481 (Intro to the 2012 NVAR Regional Sales Contract), 14676 (Tax Matters in Real Estate Sales), 15439 (Fair Housing), 16931 (The Code of Ethics and Standards of Practice for Real Estate), 16926 (How to Help Clients Avoid Foreclosure), 16925 (VA Real Estate Law), 14947 (Negotiation 101: The Psychology of the Deal), 16929 (VA Residential Property Disclosure), 15471 (Contract Review - A Tale of Two Contracts (Updated 2011)), 14649 (Closing with a Twist (Non Standard Transaction)), 14675 (Using Tax Deferred Exchanges to Increase Buying Power), 15474 (Contract For Real Estate Professionals), 18991 (Property Owners' & Condominium Owners' Association: How They Work and What You Need to Know), 18775 (Special Contracts and Seller Financing), 16945 (Living Trusts in Real Estate), 16816 (Title Insurance Basics: What Is It and How It Works), 16935 (The Closing Process), 15615 (Selected Issues in Agency Law in VA), 14348 (Surveys and Easement - Mapping Out an Approach), 14370 (FIRPTA Requirements in Real Estate Transactions), 14650 Renovation Financing), **The RGS Title Real Estate Academy**
5. **Carol Costanzo** - 20408/20409/20405 (Safety Matters: Safe Business=Smart Business), **CVSRE**

6. **Donald Tomlinson and Dave Rotell** - 20327 (Know Before You Owe: New Industry Forms), **Long and Foster Institute of Real Estate**
7. **Donna Kidwell Patton** - 20337 (2014 Ethics Seminar), 15557 (Offer, Contracts, and Related Issues), 15577 (Agency Law and Principles in Virginia), **Real Estate III School of Real Estate**
8. **Tony Arko** - 18889 (Broker Supervision & Escrow Management), 18992 (Broker Risk Management), 19162/20608 (Risk Management), 18989/20618 (Escrow Management), **DAAR**
9. **James F. Perkins and Vincent M. Coyle** - 20509/20510 (The Power of VA Lending), **Cindy Bishop Worldwide, LLC**
10. **Noble Morris** - 20215/20216 (Negotiating the Sales Gap), **Champion University**
11. **Donald Tomlinson** - 20488 (Selective Issues in Agency), **Piedmont School of Real Estate**
12. **Ashley Mullen and Tanya Clemon** - 20550 (Risk Management Techniques to Mitigate E&O Claims), **DAAR**
13. **Mark W. Graybeal** - 14573 (Real Estate Finance Today), 19733 (Title Insurance Basics), 19734 (Unconventional Transaction), 14116 (Legal Instruments of Real Estate Finance), 16098 (RSA), 20401 (CFPB Integrated Mortgage Disclosure), **Hometown Title & Escrow, LLC**

X. Other Business

XI. Public Comment

XII. Adjourn