

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

January 31, 2018 Meeting

I. Call to Order

II. Approval of Agenda

III. Discussion Items

1. Public Comment
2. Course completion certificates must be given and match what is submitted to the Board.
3. Is GRI (all parts) always an approved designation? If so, should it be added to the Pre-license Instructor Application for clarity.
4. If an individual has only been a Salesperson for 6 months can staff deny the application because of lack of experience?
5. Legislative Update: Broker Pre-License Education requirements, Post-Licensing Education due date, Advisory Council
6. Video Content Instruction Sheet
7. Other?

IV. Proprietary School Applications

1. 0211001221 - Highland Ace, LLC, Ashburn VA
Contact Person: Vanessa Baer
2. 0211001223 - Refocus Real Estate School, LLC
Contact Person: Ronald Burnham

V. Continuing Education Course Applications

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

1. 0214022611 Property Management and Managing Risk V5.0 (On-line), 4 hours Real Estate Related, NVRE University (**Azmi Alkurd**)
2. 0214022612 Introduction to Commercial Real Estate Sale V5.0 (On-line), 4 hours Real Estate Related, NVRE University (**Azmi Alkurd**)
3. 0214022613 Everyday Ethics in Real Estate V1.1 (On-line),), 4 hours Ethics and Standards of Conduct, NVRE University (**Azmi Alkurd**)
4. 0214022620 Risk Management V4.0 (On-line), 4 hours Real Estate Related, NVRE University (**Azmi Alkurd**)
5. 0214022667 Buyer Representation In Real Estate V5.0 (On-line), 4 hours Real Estate Related, Academy of Real Estate, LLC (**William B. Frost**)
6. 0214022712 Clearing Common Title Issues, 1 hour Real Estate Related, Lecord Company Inc, (**Michael E. Briel**)
7. 0214022713 Authority To Execute; Who Can Sign On Behalf Of Entities, Trusts And Under Power Of Attorney, 1 hour Real Estate Related, Lecord Company Inc, (**Michael E. Briel**)
8. 0214022714 Judgments, Liens and Bankruptcy, 1 hour Real Estate Related, Lecord Company Inc, (**Michael E. Briel**)
9. 0214022715 Cyber Crimes, Title Agent and Realtor Alert, 1 hour Real Estate Related, Lecord Company Inc, (**Michael E. Briel**)
10. 0214022716 Decedents Estates for VA Real Estate Agents, 1 hour Real Estate Related, Lecord Company Inc, (**Michael E. Briel**)
11. 0214022717 Foreclosure for Realtors: What VA Real Estate Professionals Need to Know, 1 hour Real Estate Related, Lecord Company Inc, (**Michael E. Briel**)
12. 0214022718 Title Insurance: Claims Can And Do Happen, 1 hour Real Estate Related, Lecord Company Inc, (**Michael E. Briel**)

- 13. 0214022719 Mechanics Lien Law in Virginia, 1 hour
Real Estate Related, Lecord Company
Inc, **(Michael E. Briel)**
- 14. 0214022720 Intricacies of Title Insurance, 1 hour
Real Estate Related, Lecord Company
Inc, **(Michael E. Briel)**

**Previously Approved CE Courses - Pending
Schools**

- 15. 0214022749 Buyer Representation in Real Estate
(On-line), 4 hours Real Estate
Related, **Refocus Real Estate School
LLC (Romilda Pierce Smith & Ronald
Wayne Burnham)(pending school
0211001223)**
- 16. 0214022750 All Under One Roof OnDemand Course
v1.0 (On-line), 4 hours Real Estate
Related, **Refocus Real Estate School
LLC (Romilda Pierce Smith & Ronald
Wayne Burnham)(pending school
0211001223)**
- 17. 0214022751 Everyday Ethics in Real Estate v1.1
(On-line), 4 hours Ethics and
Standards of Conduct, **Refocus Real
Estate School LLC (Romilda Pierce
Smith & Ronald Wayne Burnham)(pending
school 0211001223)**
- 18. 0214022752 Environmental Issues in Your Real
Estate Practice v5.1 (On-line), 4
hours Real Estate Related, **Refocus
Real Estate School LLC (Romilda Pierce
Smith & Ronald Wayne Burnham)(pending
school 0211001223)**
- 19. 0214022753 Foreclosures, Short Sales, REOs and
Auctions (On-line), 4 hours Real
Estate Related, **Refocus Real Estate
School LLC (Romilda Pierce Smith &
Ronald Wayne Burnham)(pending school
0211001223)**
- 20. 0214022754 Introduction to Commercial Real Estate
Sales (On-line), 4 hours Real Estate
Related, **Refocus Real Estate School
LLC (Romilda Pierce Smith & Ronald
Wayne Burnham)(pending school
0211001223)**
- 21. 0214022755 Houses: Buy, Fix, Sell! V1.1 (On-
line), 4 hours Real Estate Related,

- Refocus Real Estate School LLC
(Romilda Pierce Smith & Ronald Wayne Burnham) (pending school 0211001223)**
22. 0214022756 Property Management and Managing Risk v5.0 (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
23. 0214022757 Real Estate and Taxes: What Every Agent Should Know v6.1 (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
24. 0214022758 Real Estate Finance Today (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
25. 0214022759 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
26. 0214022760 Scams, Scoundrels and Real Estate Stings v1.1 (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
27. 0214022761 Sustainable Housing and Building Green v3.0 (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
28. 0214022762 The Tiny House: Is It a Phase or Craze? v1.0 (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
29. 0214022763 The Truth About Mold v3.1 (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**

- 30. 0214022764 Understanding 1031 Tax-Free Exchanges v3.0 (On-line), 4 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
- 31. 0214022765 Understanding Credit and Improving Credit Scores v3.0 (On-line), 3 hours Real Estate Related, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**
- 32. 0214022766 VA Mandatory Broker & Agent Supervision v2.0 ((On-line), 8 hours Broker Management, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham)(pending school 0211001223)**

B. Original Continuing Education Course Applications, Approved schools:

- 1. 0214022636 Real Estate Marketing Reboot: Innovate Relate Differentiate (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
- 2. 0214022637 Risk Management V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 3. 0214022639 Virginia Agency Law (On-line), 1 hour Real Estate Agency, The CE Shop, Inc.
- 4. 0214022640 Virginia Legal Updates (On-line), 1 hour Legal Updates, The CE Shop, Inc.
- 5. 0214022641 Virginia Contract Law (On-line), 1 hour Real Estate Contracts, The CE Shop, Inc.
- 6. 0214022642 Basics of Real Estate Taxation (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
- 7. 0214022643 Foundations of Real Estate Finance (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
- 8. 0214022644 From Contract to Keys: The Mortgage Process (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
- 9. 0214022645 Generation Buy (On-line), 4 hours Real Estate Related, The CE Shop, Inc.

10. 0214022646 Selling to Your Sphere of Influence (On-line), 3 hours Real Estate Related, The CE Shop, Inc.
11. 0214022647 Seniors Real Estate Specialist (SRES) Designation Course (On-line), 8 hours Real Estate Related, The CE Shop, Inc.
12. 0214022648 Virginia Fair Housing (On-line), 2 hours Fair Housing, The CE shop, Inc.
13. 0214022650 Military Relocation Professional Certification Course, 1 hour Real Estate Contracts, and 5 hours Real Estate Related, RAR (**duplicate PLE #2**)
14. 0214022652 Everyday Ethics in Real Estate V2.0 (On-line), 4 hours Ethics & Standards of Conduct, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
15. 0214022653 Common Legal Hotline Q and A: Property Management, 3 hours Legal Updates, Virginia Realtors (**duplicate CE #16 and duplicate PLE #3**)
16. 0214022654 Common Legal Hotline Q and A: Property Management, 3 hours Broker Management, Virginia Realtors (**duplicate CE #15 and duplicate PLE #3**)
17. 0214022656 What Real Estate Agents Need to know about Home Inspection, 2 hours Real Estate Related, Preferred Systems, Inc.
18. 0214022657 Buying & Selling Homes with Underground Oil Tanks, 2 hours Real Estate Related, RAR (**duplicate PLE #4**)
19. 0214022659 8 hour Elective Continuing Education, 8 hours Real estate Related, Peninsula Real Estate School
20. 0214022662 Real Estate Tax Law Update, 1 hour Real Estate Related, Academy of Real Estate
21. 0214022663 Red Flags in Property Inspections, 3 hours Real Estate Related, Academy of Real Estate
22. 0214022664 The Regional Contract, 3 hours Real Estate Contracts, Academy of Real Estate
23. 0214022665 Contracts, 1 hour Real Estate Contracts, Academy of Real Estate
24. 0214022666 What Can an Unlicensed Assistant Do? 1 hour Broker Management, DAAR

25. 0214022673 Navigating the Listing Highway: MLS Road Rules, 2 hours Real Estate Related, RAR (**duplicate PLE # 5**)
26. 0214022675 Ethics and Standards of Practice, 3 hours Ethics and Standards of Conduct, Provident School of Real Estate
27. 0214022677 Negotiating, 3 hours Real Estate Related, Academy of Real Estate
28. 0214022679 Buyer Agency Agreement, 2 hours Broker Management, Cindy Bishop Worldwide, LLC (**duplicate PLE # 7**)
29. 0214022682 Ethics Living the Code Daily, 3 hours Ethics and Standards of Conduct, Liz Moore University (**duplicate PLE # 6**)
30. 0214022684 Code of Ethics & Standards of Conduct, 3 hours Broker Management WAAR (**duplicate CE 31 & PLE #8**)
31. 0214022686 Code of Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct WAAR (**duplicate CE # 30 and PLE #8**)
32. 0214022687 Virginia Agency, 1 hour Real Estate Agency, Academy of Real Estate
33. 0214022688 Home Equity Conversion Mortgages, 2 hours Real Estate Related, RAR (**duplicate PLE #9**)
34. 0214022690 Elder Law Real Estate Transactions, 2 hours Real Estate Related, RAR (**duplicate PLE #10**)
35. 0214022693 The VAR Residential Contract of Purchase, 1 hour Real Estate Contracts, WAAR (**duplicate CE #39**)
36. 0214022694 Avoid Common VREB Violations, 2 hours Broker Management, RAR (**duplicate PLE # 11**)
37. 0214022696 New Settlement Process-Contract Through Closing, 2 hours Real Estate Related, Provident School of Real Estate
38. 0214022697 Ethics, 3 hours Ethics and Standards of Conduct, FAAR Academy (**duplicate PLE #12**)
39. 0214022699 The VAR Residential Contract of Purchase, 1 hour Broker Management, WAAR (**duplicate CE #35**)
40. 0214022702 Radon for Realtors, 1 hour Real Estate Related, PWAR
41. 0214022706 Virginia Residential Agency Law, 1 hour Real Estate Agency, VESTA Settlements, LLC (**duplicate PLE # 13**)

42. 0214022708 Delivery-What Is It, 1 hour Real Estate Contracts, VESTA Settlement, LLC
43. 0214022709 Disclosure Law in Virginia, 2 hours Real Estate Related, VESTA Settlement, LLC
44. 0214022710 Contract Termination, 1 hour Real Estate Contracts, VESTA Settlement, LLC
45. 0214022721 The Accredited Staging Professional, 4 hours Real Estate Related, Stagedhomes.com **(does course material meet Real Estate Related requirements?)**
46. 0214022722 Real Estate Agent's Survival Guide to Homebuyers' Credit, 2 hours Real Estate Related, DAAR **(is 9 slides enough course content for 2 hours credit. Is this Real Estate Finance appropriate?)(duplicate PLE # 15)**
47. 0214022723 Paper Management 101: For Real Estate Agents, 2 hours Real Estate Related, Preferred Systems, Inc.
48. 0214022726 Financing for the Move Up Buyer, 2 hours Broker Management, Cindy Bishop Worldwide, LLC **(duplicate PLE # 14)**
49. 0214022728 Beyond Ethics, 2 hours Broker Management, DAAR
50. 0214022730 Renovating Your Real Estate Business, 1 hour Real Estate Related, DAAR
51. 0214022731 Escrow and Protecting Other People's Money, 3 hours Real Estate Related, NVAR **(duplicate PLE # 16)**
52. 0214022733 Mortgage Financing, 2 hours Real Estate Related, Long and Foster Institute of Real Estate **(duplicate PLE # 17)**
53. 0214022735 Rental Certification, 2 hours Real Estate Related, Long and Foster Institute of Real Estate **(duplicate PLE # 19)**
54. 0214022736 Contingencies That Kill, 2 hours Real Estate Contracts, FAAR Academy **(duplicate PLE # 18)**
55. 0214022738 2018 Professional Standards Seminar, 3 hours Ethics and Standards of Conduct, and 1 hour Real Estate Related, VAR
56. 0214022739 Ethics for Real Estate Agents: Current Industry Issues and Trends, 3 hours

- Ethics and Standards of Conduct, MBH Settlement Group, L.C. (**duplicate PLE # 20**)
57. 0214022742 Accredited Buyer Representation, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Coldwell Banker Residential Brokerage
58. 0214022744 The Closing Process, 1 hour Real Estate Related, The RGS Title Real Estate Academy
59. 0214022745 How to Help Your Clients Avoid Foreclosure, 3 hours Real Estate Related, The RGS Title Real Estate Academy
60. 0214022746 Title Insurance Basics: What it is and How it Works, 2 hours Real Estate Related, The RGS Title Real Estate Academy
61. 0214022747 Living Trusts in Real Estate, 1 hour Real Estate Related, The RGS Title Real Estate Academy
62. 0214022748 Virginia Residential Property Disclosure, 1 hour Real Estate Related, The RGS Title Real Estate Academy
63. 0214022767 CRS 103 "Mastering Your Time to Achieve Your Goals" formerly Mastering Positive Change, 7 hours Real Estate Related, Council of Residential Specialists (**is this Real Estate Related appropriate?**)
64. 0214022768 CRS 201 "Listing Strategies for the Residential Specialist, 7 hours Real Estate Related, Council of Residential Specialists (**is this Real Estate Related appropriate?**)
65. 0214022769 Risk Management V4.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- C. Original Continuing Education Course Application, pending school application:
1. 0214022683 Real Estate Contracts, 1 hour Real Estate Contracts, Highland Ace, LLC (**pending school approval - 0211001221**)

2. 0214022724 How to have a Smooth Settlement, 1 hour Real Estate Related, Highland Ace, LLC (**pending school approval - 0211001221**)
3. 0214022725 Title Insurance: What it is and Why Your Clients Should Purchase it, 1 hour Real Estate Related, Highland Ace, LLC (**pending school approval - 0211001221**)

VI. Post License Education Course Applications

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

1. 0214022711 VA Post Licensing: Real Estate law & Board Regulations V2.0, 8 hours Real Estate Law and Board Regulations, CHC, Inc. (**Charles B. "Chuck" Cornwell, Jr.**)

Previously Approved CE Courses - Pending Schools

2. 0214022771 VA Post Licensing: Agency Law (On-line), 3 hours VA Agency Law, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School 0211001223)**
3. 0214022772 VA Post Licensing: Contract Writing (On-line), 6 hours Contract Writing, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School 0211001223)**
4. 0214022773 VA Post Licensing: Escrow Requirements (On-line), 3 hours Escrow Requirements, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School 0211001223)**
5. 0214022774 VA Post Licensing: Ethics and Codes of Conduct v2.0 (On-line), 3 hours Ethics and Standards of Conduct, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School 0211001223)**

6. 0214022775 VA Post Licensing: Fair Housing v2.0 (On-line), 2 hours Fair Housing, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School 0211001223)**
7. 0214022776 VA Post Licensing: Real Estate Law & Board Regulations v2.0 (On-line), 8 hours Real Estate Law and Boards Regulations, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School 0211001223)**
8. 0214022777 VA Post Licensing: Risk Management v2.0 (On-line), 3 hours Risk Management, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School 0211001223)**
9. 0214022778 VA Post Licensing: Current Industry Issues & Trends v2.0 (On-line), 2 hours Risk Management, **Refocus Real Estate School LLC (Romilda Pierce Smith & Ronald Wayne Burnham) (pending School (0211001223)**

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

1. 0214022649 Virginia Residential Standard Agency V1.0 (On-line), 3 hours VA Agency Law, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
2. 0214022651 Military Relocation Professional Certification Course, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE #13)**
3. 0214022655 Common Legal Hotline Q and A: Property Management, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 15 and 16)**
4. 0214022658 Buying & Selling Homes with Underground Oil Tanks, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE #18)**
5. 0214022674 Navigating the Listing Highway: MLS Road Rules, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 25)**

6. 0214022678 Ethics Living the Code Daily, 3 hours
Ethics and Standards of Conduct, Liz
Moore University **(duplicate CE # 29)**
7. 0214022680 Buyer Agency Agreement, 2
hours Current Industry Issues and
Trends, Cindy Bishop Worldwide, LLC
(duplicate CE # 28)
8. 0214022685 Code of Ethics & Standards of Conduct,
3 hours Ethics and Standards of
Conduct, WAAR **(duplicate CE #30 and
31)**
9. 0214022689 Home Equity Conversion Mortgages, 2
hours Current Industry Issues and
Trends, RAR **(duplicate CE #33)**
10. 0214022691 Elder Law Real Estate Transactions, 2
hours Current Industry Issues and
Trends, RAR **(duplicate CE #34)**
11. 0214022695 Avoid Common VREB Violations, 2 hours
Current Industry Issues and Trends,
RAR **(duplicate CE # 36)**
12. 0214022698 Ethics, 3 hours Ethics and Standards
of Conduct, FAAR **(duplicate CE #38)**
13. 0214022707 Virginia Residential Agency Law, 3
hours VA Agency Law, VESTA
Settlements, LLC **(duplicate CE # 41)**
14. 0214022727 Financing for the Move Up Buyer, 2
hours Current Industry Issues and
Trends, Cindy Bishop Worldwide, LLC
(duplicate CE # 48)
15. 0214022729 Real Estate Agent's Survival Guide to
Homebuyers' Credit, 2 hours Current
Industry Issues and Trends, DAAR **(is 9
slides enough course content for 2
hours credit.(duplicate CE # 46)**
16. 0214022732 Escrow and Protecting Other People's
Money, 3 hours Escrow Requirements,
NVAR **(duplicate CE # 51)**
17. 0214022734 Mortgage Financing, 2 hours Current
Industry Issues and Trends, Long and
Foster Institute of Real Estate
(duplicate CE # 52)
18. 0214022737 Contingencies That Kill, 2 hours
Current Industry Issues and Trends,
FAAR Academy **(duplicate CE # 54)**
19. 0214022740 Rental Certification, 2 hours Current
Industry Issues and Trends, Long and
Foster of Real Estate **(duplicate CE #
53)**

- 20. 0214022741 Ethics for Real Estate Agents: Current Industry Issues and Trends, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, L.C. (**duplicate CE # 56**)
- 21. 0214022743 Trusts and Wills in Real Estate Transactions, 2 hours Current Industry Issues and Trends, GCAAR
- 22. 0214022770 Fair Housing, 2 hours Fair Housing, GCAAR

VII. Pre-License Education Instructors

- 1. 0230001501 - Robyn Lyn - **Education and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)**
- 2. 0230001490 - Tonya Cuffee - **waiver (Real Estate Brokerage) she was having difficulty getting her transcript from her college. Revisiting educational transcript vs College diploma from November 16, 2017 Board meeting**
- 3. 0230001243 - Polly Wooldridge - **education and experience (Finance, Brokerage, and Law)**
- 4. 0230001473 - Julia Tobin Frank - **education and experience, (Principles)**
- 5. 0230001515 - Thaddeus Lydell Underwood - **education and experience (Principles)**
- 6. 0230001453 - Stephanie S. Styers - **waiver (Principles)**
- 7. 0230001502 - Patricia Lavin Sury - **experience and Professional Designation (Principles)**
- 8. 0230001513 - Jason Reese Secrest - **waiver (Principles)**
- 9. 0230001511 - Christopher "Hutch" Lee Putnam - **education and experience (Principles, Appraisal, Finance, Brokerage and Law)**
- 10. 0230001508 - Jennifer Lynn Caison - **experience and professional designation (Principles, Appraisal, Finance, Brokerage and Law)**
- 11. 0230001433 - Christopher Reginald Copeland - **experience and professional designation - (Appraisal, Finance, Brokerage and Law)**
- 12. 0230001505 - Algernon Garrett Gardiner - **education and experience (Principles)**
- 13. 0230001519 - Robert Rives Bailey Jr. - **education and experience (Principles)**

14. 0230001517 - William Oscar McGrady - **waiver (Principles)**
15. 0230001518 - Olga V. Griбанова - **waiver (Principles)**
16. 0230001510 - Octavio A. Costa - **experience and professional designation (Principles, Finance, Brokerage and Law)**

VIII. Pre-License Education Courses

1. 0214022779 45 hours Real Estate Brokerage (Classroom), Calm JA, LLC, dba; Tidewater Real Estate Education School
2. 0214022780 45 hours Real Estate Brokerage (Correspondence), Alpha College of Real Estate
3. 0214022781 45 hours Real Estate Brokerage Law (Correspondence), Alpha College of Real Estate

IX. Additional Continuing/Post License Education Instructors

1. **Troy Pappas**
 0214022216 - Managing the Home Inspection
 0214022218 - Lead Safety: For Real Estate Agents
 0214022220 - Radon and Real Estate Transactions
 0214022219 - Mold: What You Need To Know and How to Read Air Samplings Reports
 0214022217 - Going Green: For Real Estate Agents
Preferred Systems Inc
2. **Lauren Tate**
 0214018798/0214018805 - Real Estate Risk Management
 0214018705/0214018716 - Current Industry Issues and Trends - Real Estate Finance
 0214018763/0214018741 - Current Industry Issues and Trends - Business Planning
 0214018740 - Current Industry Issues and Trends - Prospecting For Success
 0214018797/0214018824 - Escrow Requirements
 0214018825 - Contract Writing
 0214020733 - VA 8 Hour Mandatory CE
 0214019737 - Fair Housing
 0214019738 - Ethics and Standards Of Conduct
 0214021763 - VA Agency Law
 0214019415 - Real Estate Law and Board Regulations
New Millennium University
3. **Georgina "Gina" Clough**

- 0214020871 - Standard Owner's Policy v. 2013
Homeowner's Policy
0214022041 - Descriptions & Surveys
0214019336 - What is Title Insurance?
0214020224 - Know Before You Close: The New Loan...
Fidelity National Title Insurance Company
4. **Charles L. Huang**
0214021655/0214021657 - Fair Housing
0214022533 - FHA Loans
0214022534 - VA Loans
Coldwell Banker Residential Brokerage
5. **Ronald Burnham**
0214017757 - Fair Housing
0214017758 - Current Industry Issues and Trends
0214017759 - Ethics Training for Today's Real Estate Agent
0214017922 - VA Agency Law
0214017926 - Risk Management
0214017957 - Contract Preparation
0214018003 - Escrow Requirements
0214021072 - Real Estate Laws and Board Regulations
American School of Real Estate Express, LLC
6. **Regina Pinkney**
0214021823/0214021824 - VHDA Real Estate Professional Training, **Virginia Realtors**
7. **Frank Webster**
0214021823/0214021824 - VHDA Real Estate Professional Training, **Virginia Realtors**
8. **Rebecca Straley**
0214019394 - Escrow, Supervision, Advertising & Office Policies & Procedures, **PWAR**
9. **Rebecca Straley**
0214019395 - Risk Management - Minimizing Risk
PWAR
10. **David J. Oliverio**
0214022601 - Appraisals...Figuring the Numbers
Gabe P. Oliverio
0214022601 - Appraisals...Figuring the Numbers
Cindy Bishop Worldwide, LLC
11. **Ann Yanagihara**
0214022181 - Contracts - The Sale Process with Buyers
0214022532 - Don't Let Your Transactions Fall down
The Drain
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of Conduct
0214021655/0214021657 - Fair Housing
0214020825 - Legal Updates and Emerging Trends

0214022157/0214022158 - Negotiation in the 21st Century
 0214022608 - Preparing and Pricing In today's Market
 0214021636 - Real Estate Agency
 0214022508 - Real Estate Contracts
 0214022353 - Risk Management
 0214021689/0214021721 - VA Brokerage Relationships
 0214021673 - VA Law and VREB Regulations
 0214022533 - FHA Loans
 0214022534 - VA Loans
 0214020567 - Negotiation Workshop

NRT MID-ATLANTIC LLC

12. Paul Tony Turner

0214022044 - Understanding Mold in the Restoration Industry (2017), **Servpro Industries, Inc.**

13. Kevin Hagan - 0214022581 & 0214022582 Introduction to Commercial RE

Martha Eaheart - 0214022581 & 0214022582 Introduction to Commercial RE

Fatima Pereira-Shepherd - 0214022581 & 0214022582 Introduction to Commercial RE

Donna Greer - 0214022581 & 0214022582 Introduction to Commercial RE, **Long and Foster Institute of Real Estate**

14. Forrest Odendhal

0214022581 & 0214022582 - Introduction to Commercial Real Estate

0214022347 - Home Safety for your Sellers

Long and Foster Institute of Real Estate

15. Whitney A. Mick, Brad K. Simpson, and Ashley Willis

0214021679 - Title Insurance: Claims Can and Do Happen

0214021680 - Mechanics Lien Law in Virginia

0214021681 - Foreclosure for Realtors; What VA Real Estate Professionals Need To Know

0214021682 - Decedents Estates for VA Real Estate Agents

0214021683 - Cyber Crimes, Title Agent and Realtor Alert

0214021684 - Intricacies of Title Insurance

0214021685 - Judgments Liens and Bankruptcy

0214021710 - Authority to Execute; Who Can Sign Ob Behalf Of Entities Trusts And Under Powers Of Attorney

0214021711 - Clearing Common Title Issues

First American Title Insurance Company

16. Maria Deligiorgis and Sonia L. Kuppert

0214021679 - Title Insurance: Claims Can and Do Happen

0214021680 - Mechanics Lien Law in Virginia
0214021681 - Foreclosure for Realtors; What VA Real Estate Professionals Need To Know
0214021682 - Decedents Estates for VA Real Estate Agents
0214021683 - Cyber Crimes, Title Agent and Realtor Alert
0214021684 - Intricacies of Title Insurance
0214021685 - Judgments Liens and Bankruptcy
0214021710 - Authority to Execute; Who Can Sign On Behalf of Entities Trusts and Under Powers Of Attorney
0214021711 - Clearing Common Title Issues

First American Title Insurance Company

17. Harry Yazbek

0214018947/0214020015 - Fair Housing
0214018464/0214020013 - Agency
0214020624/0214020612 - Real Estate Law/Legal Updates
0214018946/0214020014 - Writing Contracts/Real Estate Contracts, **DAAR**

18. Dennis Scott Brookshire

0214018427/0214018461 - Financing Workshop
0214019812/0214019813 - Targeting & Servicing First Time Home Buyers
0214019622/0214019624 - 203k Renovation Loans
0214020509/0214020510 - The Power of VA Lending
0214020471/0214020472 - Listing Tools Masters Use
0214020555/0214020556 - Understanding Credit
0214021436/0214021437 - Renovation Loan Sales Strategy, **Cindy Bishop Worldwide LLC**

19. Richard Raab

0214020782 - Legal Updates with Flood Content
Long and Foster Institute of Real Estate

20. Adam Barenfeld Engel

0214018647 - 203(K) Education for Renovation
0214020039/0214020031 - 2015 Residential Sales Contract (VA) Addenda
0214019089/0214019097 - Mock Settlement
0214020797/0214020826 - Advanced Title Insurance Issues
0214017988 - Agency Demystified
0214020041 - Bankruptcy and Foreclosure
0214018663 - Clearing Title to A Commission Check
0214020042/0214020035 - Compulsory 2015 Contract Crash Course
0214019851 - Congratulations You Got The Listings!
0214020803/0214020824 - Contracts with Escalators
0214020798/0214020827 - Death, Divorce and Bankruptcy
0214020278 - Earnest Money Deposits

0214018727/0214018768 - Escrow Requirements
0214017618 - Ethics for Real Estate Agents
0214020801 - Excellence in Profession
0214019466/0214019488 - Fair Housing
0214018684/0214018665 - Foreclosure, REOs and Short
Sales-A Primer
0214021195/0214021209 - General Escrow
0214019829/0214019838 - HOA Restrictive Covenants &
the VA Property Owners Association
0214020802 - Legal Updates and Emerging Trends with
Flood Content
0214018965/0214018901 - Let's Inspect This A Little
More Closely
0214018606/0214019094 - Lien on Me
0214020822 - Living the Dream-Simple Steps To
Avoiding Problem Settlement
0214018651 - Property Condition Disclosure in Sale
Transactions
0214019679/0214019669 - Real Estate Disclosure Law in
VA
0214020120/0214020137 - Real Estate Fraud
0214021199/0214021208 - Real Estate Law
0214018512/0214020034 - Risk Management
0214018766 - Ten Helpful Legal Cases
0214020116/0214020136 - The 2015 Loan Estimate and
Closing Disclosures Statements
0214019815/0214019836 - The New 2015 Residential
Sales Contract
0214018620/0214018640 - The Power of Exchange: 103s
0214020040 - Title Insurance and Surveys
0214020622 - To Survey or Not To Survey
0214018653 - Transactional Red Flags-Authority to
Sell
0214020805 - Transactional Involving FHA and Va
Financing
0214020648/0214020649 - TRID-ICULOUS (TILA-RESPA
INTEGRATED DISCLOSURE)
0214020122/0214020141 - Unconventional Transactions
0214022053 - Understanding Agent Duties And
Disclosure
0214022049/0214022050 - Understanding Environment
Issues Which Impact Real Estate
0214022047/0214022048 - Understanding the Loan
Assumptions
0214020028/0214020038 - Understanding the
Conventional, FHA and VA Financing Addenda
0214020627 - Understanding the Residential Sales
Contract (Virginia)

0214022045/0214022046 - Understanding the Sales Contract For Unimproved Land
0214022051/0214022052 - Understanding Title Insurance and Surveys
0214021199/0214020650 - Virginia Real Estate Law and Board Regulations
0214017614 - Why Didn't My Short Sale Close

MBH SETTLEMENT GROUP L C

21. Michelle Smith

0214018647 - 203(K) Education for Renovation
0214020039/0214020031 - 2015 Residential Sales Contract (VA) Addenda
0214019089/0214019097 - Mock Settlement
0214020797/0214020826 - Advanced Title Insurance Issues
0214017988 - Agency Demystified
0214020041 - Bankruptcy and Foreclosure
0214018663 - Clearing Title to A Commission Check
0214020042/0214020035 - Compulsory 2015 Contract Crash Course
0214019851 - Congratulations You Got The Listings!
0214020803/0214020824 - Contracts with Escalators
0214020798/0214020827 - Death, Divorce and Bankruptcy
0214020278 - Earnest Money Deposits
0214018727/0214018768 - Escrow Requirements
0214017618 - Ethics for Real Estate Agents
0214020801 - Excellence in Profession
0214019466/0214019488 - Fair Housing
0214018684/0214018665 - Foreclosure, REOs and Short Sales-A Primer
0214021195/0214021209 - General Escrow
0214019829/0214019838 - HOA Restrictive Covenants & the VA Property Owners Association
0214020802 - Legal Updates and Emerging Trends with Flood Content
0214018965/0214018901 - Let's Inspect This A Little More Closely
0214018606/0214019094 - Lien on Me
0214020822 - Living the Dream-Simple Steps To Avoiding Problem Settlement
0214018651 - Property Condition Disclosure in Sale Transactions
0214019679/0214019669 - Real Estate Disclosure Law in VA
0214020120/0214020137 - Real Estate Fraud
0214021199/0214021208 - Real Estate Law
0214018512/0214020034 - Risk Management
0214018766 - Ten Helpful Legal Cases

0214020116/0214020136 - The 2015 Loan Estimate and Closing Disclosures Statements
0214019815/0214019836 - The New 2015 Residential Sales Contract
0214018620/0214018640 - The Power of Exchange: 103s
0214020040 - Title Insurance and Surveys
0214020622 - To Survey or Not To Survey
0214018653 - Transactional Red Flags-Authority to Sell
0214020805 - Transactional Involving FHA and Va Financing
0214020648/0214020649 - TRID-ICULOUS (TILA-RESPA INTEGRATED DISCLOSURE)
0214020122/0214020141 - Unconventional Transactions
0214022053 - Understanding Agent Duties And Disclosure
0214022049/0214022050 - Understanding Environment Issues Which Impact Real Estate
0214022047/0214022048 - Understanding the Loan Assumptions
0214020028/0214020038 - Understanding the Conventional, FHA and VA Financing Addenda
0214020627 - Understanding the Residential Sales Contract (Virginia)
0214022045/0214022046 - Understanding the Sales Contract For Unimproved Land
0214022051/0214022052 - Understanding Title Insurance and Surveys
0214021199/0214020650 - Virginia Real Estate Law and Board Regulations
0214017614 - Why Didn't My Short Sale Close
MBH SETTLEMENT GROUP L C

X. New Business

XI. Adjourn