

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

July 11, 2018 Meeting

I. Call to Order

II. Approval of Agenda

III. Discussion Items

1. Public Comment
2. Course requirements: At the last meeting a course was not approved due to the fact the VA Residential Landlord Tenant Act document was not included 0214023058. The school requested the course be approved for 3 hours of Real Estate Related credit. The document is not a requirement for Real Estate related. Should this be required in the future for this type of course?
3. Does the committee want the actual NAR document in the course material for ethics courses or can the language be incorporated into the material?
4. Discuss course submission procedures. Approximately 100 applications arrived the last day of the course submittal period.
5. Review Advisory Council minutes.
6. Decide how to proceed with implementing regulatory changes to PLE and CE.
7. Does the committee need all the content listed in the "Cover Letter Information" of the agenda email?

IV. Proprietary School Applications

1. 0211001235 - NoVA Star Appraisals, Inc. Fredericksburg, VA
Contact Person: Ann Marie Smith
2. 0211001236 - Clyde Harrell & Associates, Inc. Chesapeake, VA
Contact Person: Clyde A. Harrell
3. 0211001233 - Envirolabs Incorporated. Gaithersburg, MD.
Contact Person: Paul Merolla
4. 0211001237 - Centerview Title Group, LLC. Chantilly, VA
Contact Person: Danielle LaFace
5. 0211001238 - Executive Training Centers, LLC. Metairie, LA
Contact Person: Roy Ponthier
6. 0211001239 - Integrity Real Estate School, LLC. Arlington, VA

Contact Person: Life A. Schneider

V. Continuing Education Course Applications

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

1.

B. Original Continuing Education Course Applications, Approved schools:

1. 0214023081 Dealing with Parties Not Acting On Their Own Behalf, 1 hour Real Estate Related, Provident School of Real Estate
2. 0214023083 These Walls Can Talk: Home Inspections and the Buyer Client, 3 hours Real Estate Related, Virginia Realtors (**duplicate PLE #2**)
3. 0214023086 Real Estate Agency, 1 hour Real Estate Agency, Highland Ace, LLC
4. 0214023090 Risk Management with the Use of Home Warranty, 2 hours Real Estate Related, The Southside Virginia Association of Realtors (**duplicate PLE #3**) **review pages**
5. 0214023092 CRS 136 Tax Strategies For The Real Estate Professionals: Leverage Your Tax Knowledge For Your Business, Clients and Investments, 8 hours Real Estate Related, Council of Residential Specialist
6. 0214023093 Accurate Pricing in a Zestimate World, 2 hours Real Estate Related, RAR (**duplicate PLE #4**)
7. 0214023095 Virginia Residential Agency, (Correspondence), 1 hour Real Estate Agency, Alpha College of Real Estate
8. 0214023096 Virginia Residential Agency, 3 hours Real Estate Agency, Alpha College of Real Estate (**duplicate PLE #5**)
9. 0214023101 Ethics (Correspondence), 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate (**duplicate PLE #6**)

10. 0214023112 6 HR Real Estate Contract, 6 hour Real Estate Contract, Alpha College of Real Estate **(duplicate PLE #7)**
11. 0214023114 Living the Dream-Simple Steps to Avoiding Problem Settlements, 1 hour Real Estate Related, MBH Settlement Group, L.C.
12. 0214023115 Contract & Agency Conundrums, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, RAR **(duplicate PLE #8)**
13. 0214023117 ABR Designation Course, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Elite School of Real Estate **(see above discussion)**
14. 0214023119 3 HR Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate **(duplicate PLE #9)**
15. 0214023121 Neighbor Law, 2 hours Real Estate Related, Provident School of Real Estate
16. 0214023126 Renovation Loans, 3 hours Real Estate Related, Academy of Real Estate
17. 0214023127 Escrow, 2 hours Real Estate Related, Provident School of Real Estate
18. 0214023133 CRS 130 How Technology Can Ruin Your Real Estate Business, 8 hours Real Estate Related, Council of Residential Specialist
19. 0214023134 Not so Lucky #7 Environmental Risks, 2 hours Real Estate Related, RAR **(duplicate PLE #10)**
20. 0214023137 Estate Planning-Issues for Realtors, 2 hours Real Estate Related, Provident School of Real Estate
21. 0214023142 Accredited Buyer Representative Designation, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, and 8 hours Real Estate Related, The CE Shop, Inc.
22. 0214023152 Real Estate Agency, 3 hours Real Estate Agency, Cindy Bishop Worldwide, LLC **(duplicate PLE #13)**
23. 0214023154 Real Estate Contracts, 1 hour Real Estate Contracts, Piedmont School of Real Estate

24. 0214023155 Real Estate Agency, 1 hour Real Estate Agency, Piedmont School of Real Estate
25. 0214023156 Loan Underwriting Demystified, 2 hours Real Estate Related, RAR (**duplicate PLE #14**)
26. 0214023158 Radon on Your Radar, 2 hours Real Estate Related, RAR (**duplicate PLE #15**)
27. 0214023160 VR v. REIN Contract Comparison, 2 hours Real Estate Contracts, WAAR (**duplicate CE #28 and PLE #16**)
28. 0214023161 VR v. REIN Contract Comparison, 2 hours Broker Management, WAAR (**duplicate CE #27 and PLE #16**)
29. 0214023172 Cases in Agent Supervision and Management Complete Series (Correspondence), 8 hours Broker Management, Moseley Real Estate Schools, Inc. (**duplicate CE #30**)
30. 0214023173 Cases in Agent Supervision and Management Complete Series (On-line), 8 hours Broker Management, Moseley Real Estate Schools, Inc. (**duplicate CE #29**)
31. 0214023174 Real Estate Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Moseley Real Estate Schools, Inc. (**duplicate CE #32**)
32. 0214023175 Real Estate Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Moseley Real Estate Schools, Inc. (**duplicate CE #31**)
33. 0214023176 Real Estate Trends (Correspondence), 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. (**duplicate CE #34**)
34. 0214023177 Real Estate Trends (On-line), 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. (**duplicate CE #33**)

35. 0214023178 Virginia Broker Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related and 8 hours Broker Management, Moseley Real Estate Schools, Inc. **(duplicate CE # 36)**
36. 0214023179 Virginia Broker Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related and 8 hours Broker Management, Moseley Real Estate Schools, Inc. **(duplicate CE #35)**
37. 0214023180 Virginia Salesperson Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. **(duplicate CE #38)**
38. 0214023181 Virginia Salesperson Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. **(duplicate CE #37)**
39. 0214023182 Will Real Estate Sales Be Transformed by Blockchain & Cybersecurity, 2 hours Real Estate Related, The Settlement Group Inc **(does this protect the public)**
40. 0214023183 Cybersecurity & Real Estate Professionals: You'd Better Be Doing It! 2 hours Real Estate Related, The Settlement Group Inc **(does this protect the public)**
41. 0214023184 What to Expect at the Home Inspection - A Look at the new Licensing Requirements, 2 hours Real Estate Related, Hurlbert Home Inspection LLC

42. 0214023185 Fair Housing, 2 hours Fair Housing, Highland Ace, LLC
43. 0214023186 Escrow Requirements, 3 hours Real Estate Related, Alpha College of Real Estate **(duplicate PLE #25)**
44. 0214023188 Real Estate Law and Board Regulations, 8 hours Real Estate Related, Alpha College of Real Estate **(duplicate PLE #26)**
45. 0214023190 Environmental Due Diligence And Real Estate Transactions, 1 hour Real Estate Related, Central Virginia School of Real Estate
46. 0214023192 Structural Assessment of a Home, 1 hour Real Estate Related, Central Virginia School of Real Estate **(does this protect the public)**
47. 0214023193 How To Determine Rebuild vs Remodel, 1 hour Real Estate Related, Central Virginia School of Real Estate **(does this protect the public)**
48. 0214023194 What is a Feasibility Study & How Is It Done? 1 hour Real Estate Related, Central Virginia School of Real Estate **(does this protect the public)**
49. 0214023195 Building Codes & Design, 1 hour Real Estate Related, Central Virginia School of Real Estate **(does this protect the public)**
50. 0214023196 The Architectural Process-When do you bring in an Architect? 1 hour Real Estate Related, Central Virginia School of Real Estate **(does this protect the public)**
51. 0214023197 The Basics of Flood Insurance, 1 hour Legal Updates, Hondros College of Business
52. 0214023216 Broker Updates, Trends and Resources, 1 hour Broker Management, VAR
53. 0214023217 Effective Realty Leadership, 2 hours Broker Management, VAR
54. 0214023218 What's Working and What's Not in Real Estate Today, 2 hours Broker Management, VAR
55. 0214023219 Certified Negotiation Expert, 1 hour Real Estate Agency, and 8 hours Real Estate Related, PWAR
56. 0214023220 Cases in Advertising and Communication (On-line), 1 hour Broker

- Management, Moseley Real Estate Schools, Inc.
57. 0214023221 Cases in Agency Initiation, Supervision, and Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
58. 0214023222 Cases in Agent Misconduct (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
59. 0214023223 Cases in Escrow Account Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
60. 0214023224 Cases in Improper Dealing and Financial Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
61. 0214023225 Cases in Improper Disclosure and Disclosure Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
62. 0214023226 Cases in Improper Listing, Leasing, and Commissions (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
63. 0214023227 Cases in Personal Misconduct and Proper Supervision (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
64. 0214023228 Do Not Call Rules and Regulations (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools, Inc.
65. 0214023229 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Moseley Real Estate Schools, Inc.
66. 0214023230 Fair Housing (On-line), 2 hours Fair Housing, Moseley Real Estate Schools
67. 0214023231 Finance (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
68. 0214023232 Home Sales and the Economy (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools
69. 0214023233 Land Use Issues (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
70. 0214023234 Legislative Updates (On-line), 1 hour Legal Updates, Moseley Real Estate Schools

- 71. 0214023235 Limited Service Agency (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools
- 72. 0214023236 Offers to Purchase (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 73. 0214023237 Property Law (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 74. 0214023238 Property Valuation and The Listing Process (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 75. 0214023239 Real Estate Agency (On-line), 1 hour Real Estate Agency, Moseley Real Estate Schools
- 76. 0214023240 Real Estate Contracts (On-line), 1 hour Real Estate Contracts, Moseley Real Estate Schools
- 77. 0214023241 Real Estate Law (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 78. 0214023242 Smart Growth in Virginia (On-line), 1 hour Real Estate Related, Moseley Real Estate Schools
- 79. 0214023243 Deeds and Ownership Interest, 2 hours Real Estate Related, Virginia Legal Education, LLC

C. Original Continuing Education Course Application, pending School application:

- 1. 0214023244 How to Challenge an Appraisal, 3 hours Real Estate Related, Clyde Harrell & Associates, Inc. (pending school 0211001236)
- 2. 0214023246 Calculating Square Footage, 2 hours Real Estate Related, Clyde Harrell & Associates, Inc. (pending school 0211001236)
- 3. 0214023247 Overview of the Appraisal Process, 3 hours Real Estate Related, Clyde Harrell & Associates, Inc. (pending school 0211001236)
- 4. 0214023248 Radon for Real Estate Agents (On-line), 1 hour Real Estate Contracts and 7 hours Real Estate Related, Envirolabs Inc. ((pending school 0211001233)

VI. Post License Education Course Applications

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

1.

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

1. 0214023082 How to have a Smooth Settlement, 2 hours Current Industry Issues and Trends, Highland Ace, LLC
2. 0214023084 These Walls Can Talk: Home Inspections and the Buyer Client, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE #2**)
3. 0214023091 Risk Management with the Use of Home Warranty, 3 hours Risk Management, The Southside Virginia Association of Realtors (**duplicate CE #4**) **review pages.**
4. 0214023094 Accurate Pricing in a Zestimate World, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE #6**)
5. 0214023097 Virginia Residential Agency, 3 hours Virginia Agency Law, Alpha College of Real Estate (**duplicate CE #8**)
6. 0214023102 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate (**duplicate CE #9**)
7. 0214023113 Real Estate Contracts, 6 hours Contract Writing, Alpha College of Real Estate (**duplicate CE #10**)
8. 0214023116 Contract & Agency Conundrums, 2 hours Current Industry Issues and Trends (**duplicate CE #12**)
9. 0214023120 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate (**duplicate CE #14**)
10. 0214023135 Not so Lucky #7 Environmental Risks, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE #19**)

11. 0214023136 Realtor's Guide to Risk Management, 3 hours Risk Management, RAR
12. 0214023138 Elements of Writing Effective Contracts, 6 hours Contract Writing, Montague Miller Real Estate Academy
13. 0214023153 Real Estate Agency, 3 hours VA Agency Law, Cindy Bishop Worldwide, LLC
(duplicate CE #22)
14. 0214023157 Loan Underwriting Demystified, 2 hours Current Industry Issues and Trends, RAR
(duplicate CE #25)
15. 0214023159 Radon on Your Radar, 2 hours Current Industry Issues and Trends, RAR
(duplicate CE #26)
16. 0214023162 VR v. REIN Contract Comparison, 2 hours Current Industry Issues and Trends, WAAR
(duplicate CE #27 & #28)
17. 0214023164 Contract Writing (Correspondence), 6 hours Contract Writing, Moseley Real Estate Schools, Inc.
18. 0214023165 Escrow Requirements (Correspondence), 3 hours Escrow Requirements, Moseley Real Estate Schools, Inc.
19. 0214023166 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards Of Conduct, Moseley Real Estate Schools, Inc.
20. 0214023167 Fair Housing (Correspondence), 2 hours Fair Housing, Moseley Real Estate Schools, Inc.
21. 0214023168 Real Estate Law & Regulations (Correspondence), 8 hours Real Estate Law and Board Regulations, Moseley Real Estate Schools, Inc.
22. 0214023169 Real Estate Technology (Correspondence), 2 hours Current Industry Issues and Trends, Moseley Real Estate Schools, Inc.
23. 0214023170 Risk Management (Correspondence), 3 hours Risk Management, Moseley Real Estate Schools, Inc.
24. 0214023171 Virginia Agency Law (Correspondence), 3 hours Virginia Agency Law, Moseley Real Estate Schools, Inc.
25. 0214023187 Escrow Requirements, 3 hours Escrow Requirements, Alpha College of Real Estate
(duplicate CE #43)
26. 0214023189 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board

- Regulations, Alpha College of Real Estate (**duplicate CE #44**)
27. 0214023191 Realtor-Lender Relations, 2 hours
Current Industry Issues and Trends,
DAAR

C. Original Post Licensing Education Course Application,
pending School application:

1.

VII. Pre-License Education Instructors

1. 0230001541 - Alton Meade Butler - waiver (Principles)
2. 0230001563 - Lingiam Odems Jr. - Experience and Professional Designation (Principles, Law, Finance, Brokerage, and Appraisal)
3. 0230001565 - Roy L. Ponthier - DREI, Teaching Credentials and Waiver (Principles)
4. 0230001567 - Lisa Simmons Moore - waiver (Principles)
5. 0230001568 - Life Schneider - Professional Designation & VA State Bar (Principles, Appraisal, and Finance)
6. 0230001558 - Angela Epting - Education and Experience (Principles, Finance, Brokerage and Law)
7. 0230001556 - Lori Jean Feldhaus - Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)
8. 0230001569 - Guy Daniel Allen - Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)
9. 0230001555 - Kenneth Raymond Thurman - waiver (Principles)
10. 0230001554 - Augusto Arostegui - education and experience (Principles, Appraisal, Finance, Brokerage, and Law)
11. 0230001564 - Bennie Lynn Miller - Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)
12. 0230001552 - Nicole Marie Wickliffe - waiver (Principles and Finance)
13. 0230001566 - Phyllis Ann Delello - waiver (Principles)

VIII. Pre-License Education Courses

1. 0214023151 60 hours Salesperson Principles and Practices of Real Estate (On-line), Moseley Real Estate Schools, Inc.
2. 0214023198 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Moseley Real Estate Schools, Inc.

3. 0214023199 60 hours Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Real Estate Schools, Inc.
4. 0214023200 45 hours Real Estate Brokerage (Correspondence), Moseley Real Estate Schools, Inc.
5. 0214023201 45 hours Real Estate Brokerage (On-line), Moseley Real Estate Schools, Inc.
6. 0214023202 45 hours Real Estate Finance (Correspondence), Moseley Real Estate Schools, Inc.
7. 0214023203 45 hours Real Estate Finance (On-line), Moseley Real Estate Schools, Inc.
8. 0214023204 45 hours Real Estate Law (Correspondence), Moseley Real Estate Schools, Inc.
9. 0214023205 45 hours Real Estate Law (On-line), Moseley Real Estate Schools, Inc.
10. 0214023206 45 hours Real Estate Property Law (Correspondence), Moseley Real Estate Schools, Inc.
11. 0214023207 45 hours Real Estate Property Law (On-line), Moseley Real Estate Schools, Inc.
12. 0214023208 15 hours Salesperson Principles and Practices of Real Estate (On-line), Moseley Real Estate Schools, Inc.
13. 0214023209 60 hours Salesperson Principles and Practices of Real Estate (On-line), Executive Training Centers, LLC **(School and Instructor pending approval)**
14. 0214023245 60 hours Salesperson Principles and Practices of Real Estate (On-line), Dearborn Financial Publishing, Inc. dba Recampus.com

IX. Additional Continuing/Post License Education Instructors

1. **Austin Dunn**
0214022529/0214022530 - Property Management Forms Update 2017, **Virginia REALTORS®**
2. **Jonathan Haley**
0214022529/0214022530 - Property Management Forms Update 2017, **Virginia REALTORS®**
3. **Jenna Wolff**

0214018647 - 203(K) Education for Renovation
 0214020031/0214020039 - 2015 Residential Sales Contract
 (VA) Addenda
 0214019089/0214019097 - A Mock Settlement
 0214020797/0214020826 - Advanced Title Insurance Issues
 0214017988- Agency Demystified
 0214022898/0214022902 - Bankruptcy and Foreclosure
 0214018663 - Clearing Title to A Commission Check
 0214020035/0214020042 - Compulsory 2015 Contract Crash
 Course
 0214019851 - Congratulations You Got The Listing!
 0214020803/0214020824 - Contracts with Escalators
 0214020798/0214020827 - Death, Divorce and Bankruptcy
 0214020278 - Earnest Money Deposits
 0214022897/0214022901 - Effective Real Estate Contracts
 0214018768/0214018727 - Escrow Requirements
 0214022894/0214022900 - Ethics for Real Estate Agents
 0214020801 - Excellence in Profession
 0214019466/0214019488 - Fair Housing
 0214018684/0214018665 - Foreclosures, REOS and Short
 Sales-A Primer
 0214021195/0214021209 - General Escrow
 0214019829/0214019838 - HOA Restrictive Covenants & the VA
 Property Owners Association Act (2015 Contract)
 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 Settlements
 0214022896 - Practical Guide to FIRPTA and Foreign Sellers
 0214018651 - Property Condition Disclosures 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
 0214019815/0214019836 - The New 2015 Residential Sales
 Contract
 0214018620/0214018640 - The Power of Exchange: 1031s
 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

0214022912/0214022904 - Unconventional Transactions
0214022053 - Understanding Agent Duties and Disclosure
0214022049/0214022050 - Understanding Environmental Issues
Which Impact Real Estate
0214022047/0214022048 - Understanding the Loan Assumptions
0214022899/0214022903 - Understanding the Conventional,
FHA and VA Financing Addenda
0214022895 - Understanding the Private Well and/or Septic
Contingency Addendum
0214020627/0214020629 - Understanding the Residential
Sales Contract
0214022045/0214022046 - Understanding the Sales Contract
for Unimproved Land
0214022051/0214022052 - Understanding Title Insurance and
Surveys
0214021199/0214021208 - VA Real Estate Law and Board
Regulations
0214017614 - Why Didn't My Short Sale Close

MBH Settlement Group, L.C.

4. **Tracy S. Legare**

0214022934/0214022935 - Financing Workshop 2
0214019812/0214019813 - Targeting & Servicing First Time
Home Buyers
0214019622/0214019624 - 203k Renovation Loans
0214020509/0214020510 - The Power of VA Lending
0214020471/0214020556 - Listing Tools Masters Use
0214021436/0214021437 - Renovation Loan Sales Strategy

Kelly A. Katalinas

0214022934/0214022935 - Financing Workshop 2
0214019812/0214019813 - Targeting & Servicing First Time
Home Buyers
0214019622/0214019624 - 203k Renovation Loans
0214020509/0214020510 - The Power of VA Lending
0214020471/0214020556 - Listing Tools Masters Use
0214021436/0214021437 - Renovation Loan Sales Strategy

Cindy Bishop Worldwide LLC

5. **David Snipes**

0214019806/0214019809 - Peak Performance Pricing

JUSTIN COCHRAN

0214019806/0214019809 - Peak Performance Pricing

RAR

6. **Donna Austin**

0214022422 - Code of Ethics and Professionalism

Elizabeth Gatewood

0214022422 - Code of Ethics and Professionalism

Donna Procise

0214022422 - Code of Ethics and Professionalism

David Snipes

0214022422 - Code of Ethics and Professionalism

- RAR**
7. **David Snipes**
0214020435/0214020433/0214020434 - Foundations of Law (PLE), Part 1 (CE) and Part 2 (CE)
- RAR**
8. **T.C. Theresa Cooksley**
0214018679/0214019592 - Ethics and Standards of Conduct
0214022930/0214022929 - Fair Housing
0214022129/0214022132/0214022130 - Residential Contract Addendums
0214021934/0214021935/0214021933 - Residential Contract Essentials
Cindy Bishop Worldwide LLC
9. **Ernie Castro**
0214022435/0214022434 - Reverse Mortgages
Lisa C. Carper
0214022435/0214022434 - Reverse Mortgages
Cindy Bishop Worldwide, LLC
10. **Tracey S. Legare**
0214020556/0214020555 - Understanding Credit Repair
Kelly A. Katalinas
0214020556/0214020555 - Understanding Credit Repair
Cindy Bishop Worldwide, LLC
11. **Beth Dalton**
0214022442/0214022443 - Contracts
0214022583/0214022584 - Social media & Internet Advertising
0214022581/0214022582 - Introduction to Commercial RE
0214022519/0214022520 - VA Escrow Requirements
0214022546/0214022586 - Risk management
0214022527/0214022528 - VA Real Estate Law (with flood content)
Long and Foster Institute of Real Estate
12. **Jill Malloy**
0214021727 - Broker Supervision from A - Z
0214021922/0214021923 - Ethics
0214021896/0214021897 - Fair Housing
0214020553 - Contracts
0214020782 -VA Legal Updates (with flood content)
0214020753 - Agency
Long and Foster Institute of Real Estate
13. **Jason Andrzejewski**
0214022733/0214022734 - Mortgage Financing
Long and Foster Institute of Real Estate
14. **Kermit Johnson**
0214022347 - Home Safety for your Sellers
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214021896/0214021897 - Fair Housing

- 0214022442/0214022443 - Contracts
- 0214022583/0214022584 - Social media & Internet Advertising
- 0214022581/0214022582 - Introduction to Commercial RE
- 0214022519/0214022520 - VA Escrow Requirements
- 0214022546/0214022586 - Risk management
- 0214022527/0214022528 - VA Real Estate Law (with flood)
- 0214022733/0214022734 - Mortgage Financing
- Long and Foster Institute of Real Estate**
- 15. **Julie Frank**
 - 0214021727 - Broker Supervision from A - Z
 - 0214020753 - Agency
 - 0214020553 - Contracts
 - 0214020782 -VA Legal Updates (with flood content)
- Long and Foster Institute of Real Estate**
- 16. **Kevin Hagan**
 - 0214022583/0214022584 - Social media & Internet Advertising
 - 0214022442/0214022443 - Contracts
 - 0214022519/0214022520 - VA Escrow Requirements
 - 0214022546/0214022586 - Risk management
 - 0214022527/0214022528 - VA Real Estate Law (with flood)
- Long and Foster Institute of Real Estate**
- 17. **Candy Dennis**
 - 0214021967/0214021968 - Agency
 - 0214021922/0214021923 - Ethics
 - 0214022442/0214022443 - Contracts
 - 0214021896/0214021897 - Fair Housing
 - 0214022581/0214022582 - Introduction to Commercial RE
 - 0214022546/0214022586 - Risk management
 - 0214022583/0214022584 - Social media & Internet Advertising
 - 0214022519/0214022520 - VA Escrow Requirements
- 0214022527/0214022528 - VA Real Estate Law (with flood)
- Jason Goodin**
 - 0214021967/0214021968 - Agency
 - 0214021922/0214021923 - Ethics
 - 0214022442/0214022443 - Contracts
 - 0214021896/0214021897 - Fair Housing
 - 0214022581/0214022582 - Introduction to Commercial RE
 - 0214022546/0214022586 - Risk management
 - 0214022583/0214022584 - Social media & Internet Advertising
 - 0214022519/0214022520 - VA Escrow Requirements
 - 0214022527/0214022528 - VA Real Estate Law (with flood)
- Jo Cross**
 - 0214021967/0214021968 - Agency
 - 0214021922/0214021923 - Ethics

0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
0214022581/0214022582 - Introduction to Commercial RE
0214022546/0214022586 - Risk management
0214022583/0214022584 - Social media & Internet
Advertising
0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)

Kelly Corbit

0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
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0214022527/0214022528 - VA Real Estate Law (with flood)

Liz Kilby

0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
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Nancy King

0214021967/0214021968 - Agency
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Scott Anton

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- 0214022519/0214022520 - VA Escrow Requirements
- 0214022527/0214022528 - VA Real Estate Law (with flood)
- Long and Foster Institute of Real Estate**
18. **Tina Holt**
- 0214021967/0214021968 - Agency
- 0214021922/0214021923 - Ethics
- 0214022442/0214022443 - Contracts
- 0214021896/0214021897 - Fair Housing
- 0214022581/0214022582 - Introduction to Commercial RE
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- 0214022519/0214022520 - VA Escrow Requirements
- 0214022527/0214022528 - VA Real Estate Law (with flood)
- Long and Foster Institute of Real Estate**
19. **Sara A. Stephens**
- 0214018771 - Short Sales, REOs Sales and Some Related Tax Issues
- 0214022747 - Living Trusts in Real Estate
- 0214022746 - Title Insurance Basics: What is it and How it Works
- 0214022744 - The Closing Process
- 0214020740 - Deeds of Conveyance
- 0214021703 - Surveys and Easements-Mapping out An Approach
- 0214021701 - Closings with a Twist (Non Standard Transactions)
- 0214021290 - The Agent Did What? A Focus on Contract Language within the NVAR Regional Sales Contract
- 0214022056 - Negotiation 101: The Psychology of the Deal
- The RGS Title Real Estate Academy**
20. **Freddy Zamorano**
- 0214022934/0214022935 - Financing Workshop 2
- 0214019812/0214019813 - Targeting & Servicing First Time Home Buyers
- 0214020509/0214020510 - The Power of VA Lending
- 0214020471/0214020556 - Listing Tools Masters Use
- 0214020555/0214020556 - Understanding Credit Repair
- Cindy Bishop Worldwide, LLC**
21. **Barbara Rhodes**
- 0214018919 - Real Estate Contracts
- 0214018920 - Real Estate Agency
- 0214018921 - Ethics & Standards of Conduct
- 0214018922 - Fair Housing
- 0214018943 - Ethics & Standards of Conduct
- 0214019293 - Credit History, Analysis & Loan Programs
- 0214019320 - Credit History, Analysis & Loan Programs
- 0214019369 - Fair Housing

- 0214020610 - Negotiation the Sales Gap
- 0214020611 - Negotiation the Sales Gap
- 0214020745 - VA Homes Loans
- 0214021709 - Legal Updates with Flood
- 0214021728 - Transaction Red Flags
- 0214022587 - Title Insurance
- Alltech Title Group Inc**
- 22. **Mary Kachnowski**
0214022329/0214022330 - Fair Housing Open Doors
- Central VA School of Real Estate**
- 23. **Sara A. Stephens**
0214021679 - Title Insurance: Claims Can and Do Happen
0214021680 - Mechanics' Lien Law in Virginia
0214021681 - Foreclosure for Realtors; What VA Real Estate Prof Need To Know
0214021682 - Decedents Real Estates for Virginia 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
0214022918 - Surveys
- First American Title Insurance Company**
- 24. **Joseph A. Vita**
0214021821/0214021822 - 2017 Ethics Seminar
0214019234/0214019236 - The Code of Ethics: Our Promise of Professionalism
- Virginia Realtors**
- 25. **Bev Perina,**
0214022069/0214022070 - Tenancy
- Fred Thompson**
0214022069/0214022070 - Tenancy
- Dave Holt**
0214022069/0214022070 - Tenancy
- Kelly Tollifson**
0214022069/0214022070 - Tenancy
- Robert Locke**
0214022069/0214022070 - Tenancy
- Michael Mccreary**
0214022069/0214022070 - Tenancy
- Alpha College of Real Estate, Inc**
- 26. **David Pryal**
0214022664/0214022665 - The Regional Contract
- Academy of Real Estate. LLC**
- 27. **Fred Smith**
0214022054 - WAAR Legal Updates
- WAAR**

X. New Business

XI. Adjourn