

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE AGENDA

March 14, 2012 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. HITT Contracting, Inc. Falls Church, VA  
Contact Person: Derek Gallardo
2. Western Virginia Land Trust, Roanoke, VA  
Contact Person: David Perry

IV. Continuing Education Course Applications

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

1. 64150 Red Flags Property Inspection Guide V3.0 (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
2. 64151 Property Management and Managing Risk V3.0 (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
3. 64162 Foreclosures, Short Sales, REOS, and Auctions (On-line), 4 hours Real Estate Related, PDI
4. 64163 Real Estate Finance Today V5.0 (On-line), 4 hours Real Estate Related, PDI
5. 64165 Virginia 8-hour Mandatory Continuing Education (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, PDI

## End of Phase I

6. 64201 Virginia Broker Management and Agent Supervision (On-line), 8 hours Broker Management, PDI
7. 64226 Red Flags Property Inspection Guide

- (On-line), 4 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
8. 64227 Fair Housing (On-line), 4 hours Fair Housing, Coldwell Banker Residential Brokerage School of Real Estate
  9. \*64234 2012 Ethics Seminar, 3 hours Ethics and Standards of Conduct, Champion Title & Settlements, Inc.

B. Original Continuing Education course applications, approved school:

1. \*64080 Expanding Housing Opportunities, 6 hours Real Estate Related, Peninsula Real Estate School
2. \*64082 Utilizing YouTube in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
3. \*64084 Utilizing Blogs in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
4. \*64086 Utilizing Twitter in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
5. \*64088 Utilizing Linked-In in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
6. \*64090 Smartphones, Tablets and Tech Tools for Realtors, 2 hours Real Estate Related, Central Virginia School of Real Estate
7. 64092 How to Improve Your Overall Credit Score, 1 hour Real Estate Related, DHI Mortgage Company, LTD. LP
8. \*64093 Red Flags in Risk Management, 1 hour Real Estate Related, WAAR
9. 64095 Red Flags in Risk Management, 1 hour Broker Management, WAAR
10. \*64096 It's a Price War to the Door, 3 hours Real Estate Related, Liz Moore University
11. \*64102 Increasing Your Professionalism while Managing Your Stress, 1 hour Real Estate Related, Peninsula Real Estate School
12. \*64116 2012 Regional Sales Contract Changes to Paragraph 7 Property Maintenance and Condition and Paragraph 10 Personal Property and Fixtures, 2 hours Real Estate Contracts, MBH Settlement Group, LC

13. 64118 At Home with Diversity (On-line), 8 hours Real Estate Related, The CE shop, Inc.
14. 64119 Real Estate Marketing Reboot: Innovate - Relate - Differentiate (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
15. \*64127 The E Deal, 2 hours Real Estate Related, RAR
16. \*64131 Mold and Defective Chinese Drywall, 1 hour Real Estate Related, MBH Settlement Group, LC
17. 64141 RPR: Real-Time Data, Market Knowledge, Informed Customers (On-line), 3 hours Real Estate Related, The CE Shop, Inc.
18. 64142 Office Procedures for Brokers/Escrow Management, 4 hours Broker Management, RAR
19. 64143 Agent Supervision, 4 hours Broker Management, RAR
20. \*64144 Construction Management for Property Managers, 4 hours Real Estate Related, VAR
21. 64149 Webinar - Current Issues in Fair Housing (On-line), 3 hours Fair Housing, McKissock, LP
22. 64166 Contract Law from the Top Down (On-line), 4 hours Real Estate Contracts, McKissock, LP
23. 64167 2012 SIOR Spring World Conference, 5 hours Real Estate Related, Society of Industrial & Office Realtors
24. \*64168 Short Sale Advanced, 6 hours Real Estate Related, Long and Foster Institute of Real Estate
25. \*64171 Business Planning, 2 hours Real Estate Related, Four Pillars Education, Inc.
26. \*64173 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, WAAR
27. 64175 Ethics and Standards of Conduct, 3 hours Broker Management, WAAR

## **End of Phase I**

28. \*64184 At Home with Diversity, 6 hours Real Estate Related, Four Pillars Education, Inc.
29. \*64186 BPOR, 6 hours Real Estate Related, Four Pillars Education, Inc.
30. \*64188 EPRO, 8 hours Real Estate Related, Four Pillars Education, Inc.
31. \*64190 Generation Buy, 6 hours Real Estate

- Related, Four Pillars Education, Inc.
32. \*64192 HAFA, 6 hours Real Estate Related, Four Pillars Education, Inc.
  33. \*64194 Marketing Reboot, 8 hours Real Estate Related, Four Pillars Education, Inc.
  34. \*64196 Escrow Accounts and Legal Updates, 2 hours Legal Updates, Four Pillars Education, Inc.
  35. 64198 Fair Housing, 2 hours Fair Housing, Four Pillars Education, Inc.
  36. \*64199 SRS - Seller Representative Specialist, 12 hours Real Estate Related, Four Pillars Education, Inc.
  37. \*64202 Promoting Your Personal Business, 1 hour Real Estate Related, Central Virginia School of Real Estate
  38. \*64205 Land Use Taxation for Realtors, 6 hours Real Estate Related, Piedmont School of Real Estate
  39. \*64207 Breaking Communication Barriers, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
  40. \*64209 Warranty Plans and Claim Scenarios, 1 hour Real Estate Related, Long and Foster Institute of Real Estate
  41. \*64211 Home Inspections 2012, 2 hours Real Estate Contracts, MBH Settlement Group, LC
  42. 64213 Pricing in a Competitive Market - Seller Conversations, 2 hours Broker Management, TRSRE
  43. \*64214 Pricing in a Competitive Market - Seller Conversations, 2 hours Real Estate Related, TRSRE
  44. \*64216 Daily Prospecting for Success, 2 hours Real Estate Related, TRSRE
  45. \*64218 Psychology of the Sale, 1 hour Real Estate Related, TRSRE
  46. \*64220 VHDA Financing, 1 hour Real Estate Related, TRSRE
  47. \*64222 Ambassador You: Integrating Social Media into Your Business Communications, 2 hours Real Estate Related, Central Virginia School of Real Estate
  48. \*64224 Contract Termination, 1 hour Real Estate Contracts, Vesta Settlements, LLC
  49. \*64228 Employer Assisted Housing, 4 hours Real Estate Related, Peninsula Real Estate School
  50. \*64230 Outlook Made Easy, 3 hours Real Estate

51. \*64232 Related, Cindy Bishop Worldwide, LLC  
Preservation 101 for VA Realtors, 6 hours  
Real Estate Related, Alpha College of Real  
Estate
52. \*64236 Energy Efficiency in Existing Homes  
"Understanding Core Concepts", 1 hour Real  
Estate Related, Central Virginia School of  
Real Estate
53. \*64238 Energy Efficiency in Existing Homes "The  
Next Evolution in Buying and Selling", 1  
hour Real Estate Related, Central Virginia  
School of Real Estate
54. \*64240 FHA 203 Programs, 1 hour Real Estate  
Related, TRSRE
55. \*64242 Red Flags in Property Inspections, 3 hours  
Real Estate Related, Academy of Real Estate
56. \*64244 The Regional Contract, 3 hours Real Estate  
Contracts, Academy of Real Estate
57. 64246 Broker Management and Agent Supervision, 8  
hours Broker Management, Master Institute
58. \*64247 Advanced MLS: Use the Tools, 2 hours Real  
Estate Related, Central Virginia School of  
Real Estate
59. \*64249 The Keys to a Successful Loan Process, 1  
hour Real Estate Related, Piedmont School  
of Real Estate
60. \*64251 Legal Update, 1 hour Legal Update, 1 hour  
Real Estate Related, Funkhouser Real Estate  
School
61. \*64253 Contract Law, 1 hour Real Estate Contracts,  
Funkhouser Real Estate School
62. 64255 Fair Housing, 2 hours Fair Housing,  
Funkhouser Real Estate School
63. 64256 Broker Management & Supervision, 8 hours  
Broker Management, SVTC
64. \*64257 Short Sale Tax Consequences, 2 hours Legal  
Updates, Vesta Settlements, LLC
65. \*64259 Home Inspection vs. Walk Thru, 1 hour Real  
Estate Related, Vesta Settlements, LLC
66. \*64261 Short Selling Investment Properties, 2  
hours Real Estate Related, Vesta  
Settlements, LLC
67. \*64263 Credit Consequences of a Short Sale, 1 hour  
Real Estate Related, Vesta Settlements, LLC
68. \*64267 2012 Economic Forecast, 1 hour Real Estate  
Related, Alpha College of Real Estate
69. \*64269 2012 City Economic Forecast, 2 hours Real  
Estate Related, Alpha College of Real

- Estate
70. \*64271 FDIC Enforcement of Mortgage Fraud, 1 hour Real Estate Related, Alpha College of Real Estate
  71. \*64273 IPAD for Buyers Agents - 5 Key Fundamentals, 2 hours Real Estate Related, Alpha College of Real Estate
  72. \*64275 Update on Legislation and Property Management Issues, 2 hours Legal Updates, 4 hours Real Estate Related, Future Law, LLC
  73. \*64277 Update on Legislation and Property Management Issues, 1 hour Legal Updates, 2 hours Real Estate Related, Future Law, LLC
  74. \*64279 Update on Legislation and Property Management Issues, 2 hours Fair Housing, 4 hours Real Estate Related, Future Law, LLC
  75. \*64281 Real Estate Tax Law Update, 1 hour Real Estate Related, Academy of Real Estate
  76. \*64283 Reading the Signs of the Times; Interpreting Economic Factors, 2 hours Real Estate Related, The Real Estate Group
  77. \*64285 Reading the Signs of the Times; Interpreting Economic Factors, 1 hour Real Estate Related, The Real Estate Group
  78. \*64287 Reading the Signs of the Times; Interpreting Economic Factors, 3 hours Real Estate Related, The Real Estate Group
  79. \*64289 Priority Pricing - Are Your Properties Positioned to Sell?, 2 hours Real Estate Related, The Real Estate Group
  80. \*64291 Priority Pricing - Are Your Properties Positioned to Sell?, 3 hours Real Estate Related, The Real Estate Group
  81. \*64293 Navigating the 2012 Conventional Financing Addendum, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
  82. 64295 Virginia Fair Housing Law, 2 hours Fair Housing, Capital Area Title, LLC
  83. \*64317 Virginia Residential Agency Law, 3 hours Real Estate Agency, Vesta Settlements, LLC
  84. \*64320 Certified Home Marketing Specialist - Positioning Properties (On-line), 5 hours Real Estate Related, BCW2 Corporation
  85. \*64322 Getting to Know Your Digital Camera for Realtors!, 2 hours Real Estate Related, Central Virginia School of Real Estate

86. 64346 Contracts, Purchases & Sales Agreements (On-line), 1 hour Contracts, 3 hours Real Estate Related, 360training.com, Inc.

C. Original Continuing Education course application, pending school application:

1. 64204 Conservation Easements: A Changing Landscape, 3 hours Real Estate Related, Western Virginia Land Trust

V. Post License Education Course Applications

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

1. 64152 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
2. 64153 Property Valuation (On-line - Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, PDI
3. 64154 Technology (On-line - Technology), 3 hours Residential Real Estate Elective Topics, PDI
4. 64155 VA Real Estate: Selling Process (On-line - Selling Process), 3 hours Residential Real Estate Elective Topics, PDI
5. 64156 Offer to Purchase (On-line - Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, PDI
6. 64157 Financing Properties (On-line - Finance), 3 hours Residential Real Estate Elective Topics, PDI
7. 64158 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
8. 64159 Ethics and Standards of Conduct/Current Industry Issues and Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
9. 64160 Business Planning (On-line - Business Planning), 2 hours Residential Real Estate Elective Topics, PDI
10. 64161 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI

# End of Phase I

11. \*64235 2012 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Champion Title & Settlements, Inc.

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

1. \*64081 Expanding Housing Opportunities (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
2. \*64083 Utilizing YouTube in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
3. \*64085 Utilizing Blogs in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
4. \*64087 Utilizing Twitter in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
5. \*64089 Utilizing Linked-In in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
6. \*64091 Smartphones, Tablets and Tech Tools for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
7. \*64094 Red Flags in Risk Management (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
8. \*64097 It's a Price War to the Door (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Liz Moore University
9. \*64103 Increasing Your Professionalism while Managing Your Stress (Other Real Estate Related), 1 hour Residential Real Estate



- Elective Topics, Peninsula Real Estate School
10. \*64117 2012 Regional Sales Contract Changes to Paragraph 7 Property Maintenance and Condition and Paragraph 10 Personal Property and Fixtures (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
  11. \*64128 The E Deal (Technology), 2 hours Residential Real Estate Elective Topics, RAR
  12. \*64132 Mold and Defective Chinese Drywall (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
  13. \*64145 Construction Management for Property Managers (Other Real Estate Related), 4 hours Property Management Elective Topics, VAR
  14. \*64169 Short Sale Advanced (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
  15. \*64172 Business Planning (Business Planning), 2 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
  16. \*64174 Ethics and Standards of Conduct (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, WAAR

## **End of Phase I**

17. \*64185 At Home with Diversity (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
18. \*64187 BPOR (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
19. \*64189 EPRO (Technology), 8 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
20. \*64191 Generation Buy (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.

21. \*64193 HAFA (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
22. \*64195 Marketing Reboot (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
23. \*64197 Escrow Accounts and Legal Updates (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
24. \*64200 SRS - Seller Representative Specialist (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
25. \*64203 Promoting Your Personal Business (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
26. \*64206 Land Use Taxation for Realtors (Land Use Issues), 6 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
27. \*64208 Breaking Communication Barriers (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
28. \*64210 Warranty Plans and Claim Scenarios (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
29. \*64212 Home Inspections 2012 (Selling Process), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, LC
30. \*64215 Pricing in a Competitive Market - Seller Conversations (Selling Process), 2 hours Residential Real Estate Elective Topics, TRSRE
31. \*64217 Daily Prospecting for Success (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, TRSRE
32. \*64219 Psychology of the Sale (Selling Process), 1 hour Residential Real Estate Elective Topics, TRSRE
33. \*64221 VHDA Financing (Finance), 1 hour Residential Real Estate Elective Topics, TRSRE
34. \*64223 Ambassador You: Integrating Social Media

- into Your Business Communications (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
35. \*64225 Contract Termination (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Vesta Settlements, LLC
36. \*64229 Employer Assisted Housing (Business Planning), 4 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
37. \*64231 Outlook Made Easy (Technology), 3 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
38. \*64233 Preservation 101 for VA Realtors (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
39. \*64237 Energy Efficiency in Existing Homes "Understanding Core Concepts" (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
40. \*64239 Energy Efficiency in Existing Homes "The Next Evolution in Buying and Selling" (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
41. \*64241 FHA 203 Programs (Finance), 1 hour Residential Real Estate Elective Topics, TRSRE
42. \*64243 Red Flags in Property Inspections (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Academy of Real Estate
43. \*64245 The Regional Contract (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Academy of Real Estate
44. \*64248 Advanced MLS: Use the Tools (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
45. \*64250 The Keys to a Successful Loan Process (Finance), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
46. \*64252 Legal Update (Other Real Estate Related), 2 hours Residential Real Estate Elective

47. \*64254 Topics, Funkhouser Real Estate School Contract Law (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Funkhouser Real Estate School
48. \*64258 Short Sale Tax Consequences (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Vesta Settlements, LLC
49. \*64260 Home Inspection vs. Walk Thru (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Vesta Settlements, LLC
50. \*64262 Short Selling Investment Properties (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Vesta Settlements, LLC
51. \*64264 Credit Consequences of a Short Sale (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Vesta Settlements, LLC
52. \*64268 2012 Economic Forecast (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
53. \*64270 2012 City Economic Forecast (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
54. \*64272 FDIC Enforcement of Mortgage Fraud (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
55. \*64274 IPAD for Buyers Agents - 5 Key Fundamentals (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
56. \*64276 Update on Legislation and Property Management Issues (Tenant/Landlord Relationships), 6 hours Property Management Elective Topics, Future Law, LLC
57. \*64278 Update on Legislation and Property Management Issues (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, Future Law, LLC
58. \*64280 Update on Legislation and Property Management Issues (Tenant/Landlord Relationships), 6 hours Property Management Elective Topics, Future Law, LLC

- 59. \*64282 Real Estate Tax Law Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Academy of Real Estate
- 60. \*64284 Reading the Signs of the Times; Interpreting Economic Factors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The Real Estate Group
- 61. \*64286 Reading the Signs of the Times; Interpreting Economic Factors (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The Real Estate Group
- 62. \*64288 Reading the Signs of the Times; Interpreting Economic Factors (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, The Real Estate Group
- 63. \*64290 Priority Pricing - Are Your Properties Positioned to Sell? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The Real Estate Group
- 64. \*64292 Priority Pricing - Are Your Properties Positioned to Sell? (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, The Real Estate Group
- 65. \*64294 Navigating the 2012 Conventional Financing Addendum (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
- 66. \*64318 Virginia Residential Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Vesta Settlements, LLC
- 67. \*64321 Certified Home Marketing Specialist - Positioning Properties (On-line - Selling Process), 5 hours Residential Real Estate Mandatory Topics, BCW2 Corporation
- 68. \*64323 Getting to Know Your Digital Camera for Realtors!, (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate

VI. Residential Standard Agency Courses

A. Previously approved Residential Standard Agency Course

applications, approved school:

1. 64296 Residential Standard Agency, 3 hours, RAR
2. 64297 Residential Standard Agency, 3 hours, Champion Title & Settlements, Inc.
3. 64298 Residential Standard Agency, 3 hours, Central Virginia School of Real Estate
4. 64299 Residential Standard Agency, 3 hours, WAAR
5. 64300 Residential Standard Agency, 3 hours, Moseley Dickinson Academy of Real Estate
6. 64301 Residential Standard Agency, 3 hours, SVTC
7. 64302 Residential Standard Agency, 3 hours, Real Estate III School of Real Estate
8. 64303 Residential Standard Agency, 3 hours, DRRAR
9. 64304 Residential Standard Agency, 3 hours, MAI Institute
10. 64305 Residential Standard Agency, 3 hours, Piedmont School of Real Estate
11. 64306 Residential Standard Agency, 3 hours, DAAR
12. 64308 Residential Standard Agency, 3 hours, Long & Foster Institute of Real Estate
13. 64309 Residential Standard Agency, 3 hours, Alpha College of Real Estate
14. 64310 Residential Standard Agency, 3 hours, Funkhouser Real Estate School
15. 64312 Residential Standard Agency, 3 hours, Moseley-Flint, Inc.
16. 64313 Residential Standard Agency, 3 hours, The RGS Title Real Estate Academy
17. 64314 Residential Standard Agency, 3 hours, CBRB SRE
18. 64315 Residential Standard Agency, 3 hours, Montague Miller Real Estate Academy
19. 64316 Residential Standard Agency, 3 hours, Monarch Title, Inc.

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

1. 64307 Residential Standard Agency, 3 hours, Vesta Settlements, LLC
2. 64311 Residential Standard Agency, 3 hours, Four Pillars Education, Inc.
3. 64319 Residential Standard Agency (On-line), 3 hours, Moseley Flint, Inc. (**Pending ARELLO Certificate**)

## VII. Pre-License Education Instructors

1. Helen C. Fields
2. John G. Kornfeind - **expert (Law)**
3. David F. Lewis
4. Joseph K. Funkhouser, II
5. Donald L. Coleman - **expert (Law)**
6. Cecil R. Frazier
7. Paul A. Bonner
8. Wendy L. Dittrich
9. John J. McCormick
10. Christopher J. Hamilton
11. Ronald L. Tardif
12. Jeanne M. Siracuse
13. William A. Roth - **expert (Appraisal)**

VIII. Additional Continuing/Post License Education Instructors

1. **Mark Given** - 56884 (CRS 103: "Maximize Your Potential... Personally and Professionally), 59830 (CRS 111: Short Sales and Foreclosures: Protecting Your Clients Interest") **CRS**
2. **Jackie Leavenworth** - 56884 (CRS 103: "Maximize Your Potential... Personally and Professionally), **CRS**
3. **Gary Duda, K. Mark Joyner, Dave Snipes, and John Hicks** - 59847/59848 (How to Attract First Time Home Buyers Using Facebook and Twitter), **RAR**
4. **Richard S. George** - 61031 (Fair Housing & Beyond - Virginia), **VAMA**
5. **Kellye Curtis Clarke** - 61127/61128 (Real Estate Contracts), 61360/61361 (Contracts #1), 61358/61359 (Contracts #2), 61129/61130 (Ethics and Standards of Conduct), 61123/61124 (Fair Housing), 61356/61357 (Legal Instruments of Real Estate Finance - 2 hours), 62430/62431 - (Legal Instruments of Real Estate Finance - 3 hours), 61125/61126 (Legal Updates and Emerging Trends), 61354/61355 (Short Sales & Foreclosures), 61121/61122 (VA Agency Law), 62894/62895 (Real Estate Finance Today), **Hometown Title and Escrow**
6. **Gary Duda and K. Mark Joyner** - 61068/61069 (CVRMLS New Member MLS Training), **RAR**
7. **Joe Vita** - 62053/62054 (Real Estate Broker Training) 64123 (Virginia Mandatory Residential Agency) 64038/64039 (2012 Ethics Seminar), **VAR**
8. **Debra George** - 58806 (Real Estate Contract), 58840 (Virginia Legislative Updates) 58796 (Real Estate Agency), 58802 (Smart Growth in Virginia), 58804 (Internet's Effect on Virginia Real

Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics and Professionalism in Real Estate Law), 58792 (Home Sales and the Economy) 58790 (Do Not Call Rules and Regulations), 58798 (Ethics and Standards of Conduct), 58844 (Virginia Real Estate Law Update), 58699 (Limited Service Agency), 58846 (Virginia Salesperson CE: Mandatory and Elective Topics), 62734/62735 (Ethics and Standards of Conduct), 62736/62737 (Fair Housing) 62750/62751 (Finance), 62744/62745 (Property Law) 62742/62743 (Real Estate Technology), 62740/62741 (Real Estate Law), 62732/62733 (Agency Law) 62748/62749 (Land Use Issues), 62746/62747 (Property Valuation & Listing Process), 62738/62739 (Offers to Purchase) 58848 (Virginia Broker CE: Mandatory and Elective Topics), 58587 (Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions) 58585 (Agent Supervision and Management: Cases Personal Misconduct and Proper Supervision) 58545 (Agent Supervision and Management: Cases in Advertising and Communication) 58547 (Agent Supervision and Management: Cases in Agency Initiation, Supervision and Management), 58549 (Agent Supervision and Management: Cases in Improper Disclosures and Disclosures Management), 58551 - (Agent Supervision and Management: Cases in Escrow Account Management) 58553 (Agent Supervision and Management: Cases in Improper Dealing and Financial Management) 57941 (Agent Supervision and Management: Cases in Agent Misconduct), 58794 (Agent Supervision and Management, **Moseley Real Estate Schools**

9. **Barbara Hendrickson** - 61427/61428 - (Understanding the Purchase Contract), **Cindy Bishop Worldwide**

IX. Other Business

A. Colorado and California Broker Pre-license Education Requirements

X. Public Comment

XI. Adjourn

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