

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE AGENDA

March 12, 2014 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion on Improving the Board's Education Program
  - A. Test Out Option - when is this appropriate?
  - B. The Number of Applications Requiring ARELLO DEC approval Received in 2013.
  - C. NCREC and VREB Education Staff Comparison.
  - D. Origin of National/State Exam Question Ratio and Justification for National Portion.
  - E. Need and Use of "VREB Speaking" - frequency, format, delivery
  - F. Desirability of a Volunteer Course Review Panel.
  - G. Pre-license Test- Justification for Holding Candidates Responsible for Material not Taught in Class and not Noticed until Candidate Applies to Take Exam.
  - H. Guidance Document for "Real Estate Related" CE Course Content
  - I. How Broad should the PLE "Current Industry Issues and Trends" Category Be?
  - J. General Discussion and Input on Improving VREB's Education Program - Leroy Houser and Other Interested Parties.
- IV. Proprietary School Applications
  1. Granite Street Training, LLC, Woodbridge, VA  
Contact Person: Lee Odems
- V. Continuing Education Course Applications
  - A. Previously-approved Continuing Education course applications, approved schools (**Review for Instructor Only - Attachment 2**):
    1. 19015 Red Flags: Property Inspection Guide (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools (**F.A. "Dan" Daniels**)
    2. 19016 Selling HUD Homes: Increase Your Client's Options (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools (**F.A. "Dan" Daniels**)

3. 19041 Virginia Residential Standard Agency, 3 hours Real Estate Agency, RECA, (**Rebecca Straley, Zackary R. Williams, Matthew Rathbun, Debbie K. Klingensmith, Sandra Gayle Sheehan, Kevin McGrath**)
4. 19051 Understanding 1031 Tax-Free Exchanges (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
5. 19052 Virginia 8-Hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
6. 19053 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
7. 19054 Mortgage Fraud and Predatory Lending: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
8. 19055 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
9. 19061 Property Management and Managing Risk (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
10. 19062 Real Estate and Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
11. 19063 Insurance for Consumer Protection (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
12. 19064 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
13. 19065 Know the Code: Real Estate Ethics (On-line), 4 hours Ethics and Standards of Conduct, Montague Miller Real Estate Academy (**Barbara G. McMurry**)

14. 19112 VA 8-Hour Mandatory Topics, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, International Business Associates, Inc. **(Mumtaz Bhatti)**
15. 19115 Ethics Seminar, 3 hours Ethics & Standards of Conduct, PWAR, **(Marcy D. Caffrey, Gwendolyn M. Walton, Margaret H. Burke, Michael T. Minnery, Lee Odems, Cindy Stackhouse, Mark D. Worrilow)**
16. 19119 Real Estate Finance Today (On-line), 4 hours Real Estate Related, International Business Associates **(Mumtaz A. Bhatti)**
17. 19121 Real Estate & Taxes (On-line), 4 hours Real Estate Related, International Business Associates, Inc. **(Mumtaz A. Bhatti)**
18. 19122 Foreclosure, Short Sales, REOs & Auction (On-line), 4 hours Real Estate Related, International Business Associates, Inc. **(Mumtaz A. Bhatti)**
19. 19123 Buyer's Representation (On-line), 4 hours Real Estate Related, International Business Associates, Inc. **(Mumtaz A. Bhatti)**
20. 19124 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Peninsula Real Estate School **(Patricia Snyder)**
21. 19137 The Effect of Divorce & Bankruptcy on Selling Real Estate in Virginia, 1 hour Legal Updates, New World Title & Escrow **(Nicholas D. Vlissides)**
22. 19152 Title Issues (Claims) that Delay Settlement - A Primer for R.E. Agents, 1 hour Real Estate Related, New World Title & Escrow **(Nicholas D. Vlissides)**

B. Original Continuing Education course applications,  
Approved schools:

1. 19017 Dodd-Frank Update, 2 hours Real Estate Related, WAAR
2. 19018 Dodd-Frank Update, 2 hours Broker Management, WAAR
3. 19019 Business Management in a Real Estate Office (On-line), 8 hours Broker Management, OnCourse Learning Corp.

4. 19022 Tax Efficient Real Estate Sale Transactions, 1 hour Real Estate Related, Business Transition Services, Inc.
5. 19032 REALTOR on the Go: Taking Your Business Mobile, 2 hours Real Estate Related, VAR
6. 19033 Solving Water Intrusion and Mold Problems, 7 hours Real Estate Related, Lorman Business Center
7. 19040 Foreclosure, Liens & Bankruptcy, 1 hour Real Estate Related, Fidelity National Title Insurance Company
8. 19047 Accredited Buyer's Representative, 8 hours Real Estate Related, RECA
9. 19050 Negotiations: The Games People Play, 7 hours Real Estate Related, VAR
10. 19066 The Total Test Fit, 2 hours Real Estate Related, Fanelli-McClain Design Studios Inc
11. 19086 Virginia Escrow Requirements, 3 hours Real Estate Related, WAAR
12. 19087 Virginia Escrow Requirements, 3 hours Broker Management, WAAR
13. 19088 2014 Ethics Seminar, 3 hours Ethics & Standards of Conduct, VAR
14. 19089 A Mock Settlement, 2 hours Real Estate Related, MBH Settlement Group, Inc.
15. 19113 BYOB-Being Your Office Best, 3 hours Broker Management, VAR
16. 19114 BYOB-Being Your Office Best, 3 hours Real Estate Related, VAR
17. 19116 Current Industry Issues and Trends, 2 hours Real Estate Related, The RGS Title RE Academy
18. 19117 Fair Housing, 2 hours Fair Housing, The RGS Title RE Academy
19. 19118 Virginia Agency Law, 3 hours Real Estate Agency, The RGS Title Real Estate Academy
20. 19131 Prequalifying Your Buyer in Today's Market (On-line), 4 hours Real Estate Related, OnCourse Learning Corp.
21. 19132 Military Relocation Professional Certification, 8 hours Real Estate Related, Peninsula Real Estate School
22. 19133 How to Buy/Sell HUD Homes, 2 hours Broker Management, Alpha College of Real Estate
23. 19134 How to Buy/Sell HUD Homes, 2 hours Real Estate Contracts, Alpha College of Real Estate

24. 19135 Foreclosure in Virginia, 1 hour Legal Updates, Old Republic National Title Insurance Company
25. 19136 Real Estate Contracts, 1 hour Real Estate Contracts, New World Title & Escrow
26. 19138 Introduction to Short Sales, 2 hours Real Estate Related, Capital Area Title, LLC
27. 19139 MREA Business Planning Clinic - Day 1, 8 hours Real Estate Related, Top Producer Academy of Real Estate, LLC
28. 19140 MREA Business Planning Clinic - Day 2, 8 hours Real Estate Related, Top Producer Academy of Real Estate, LLC
29. 19141 Risk Management for Real Estate, 3 hours Broker Management, WAAR
30. 19142 Risk Management for Real Estate, 3 hours Real Estate Related, WAAR
31. 19143 Broker Management Part 1 - "Managing the Firm", 4 hours Broker Management, Peninsula Real Estate School
32. 19144 Broker Management Part 2 - "Managing Risk & Agent Supervision", 4 hours Broker Management, Peninsula Real Estate School
33. 19145 How to Read Blueprints, 2 hours Real Estate Related, WAAR
34. 19146 1031 Exchanges: What Realtors Need to Know, 1 hour Legal Updates, Old Republic National Title Insurance Company
35. 19147 Managing Risk, 4 hours Broker Management, MAI Institute
36. 19148 Judgment & Liens in Virginia: A Real Estate Agent's Perspective, 1 hour Real Estate Related, Old Republic National Title Insurance Company
37. 19149 CFPB Combined Disclosures, 1 hour Legal Updates, Old Republic National Title Insurance Company
38. 19150 ALTA's Best Practices, 1 hour Real Estate Related, Old Republic National Title Insurance Company
39. 19151 Real Estate Agency, 1 hour Real Estate Agency, New World Title & Escrow
40. 19153 Fair Housing Essentials for Property Managers, 3 hours Fair Housing, Tidewater Builders Association
41. 19168 Broker Management, 8 hours Broker Management, FSLAWVA Real Estate Education, LLC

- 42. 19169 Fair Housing, 2 hour Fair Housing, New World Title & Escrow
- 43. 19170 Update on Legislation and Property Management Issues, 2 hours Fair Housing, 2 hours Legal Updates, 2 hours Real Estate Related, Future Law, LLC
- 44. 19171 Virginia Fair Housing Law Review, 2 hours Fair Housing, Future Law, LLC
- 45. 19172 Update on Legislation and Property Management Issues, 2 hours Legal Updates, 4 hours Real Estate Related, Future Law, LLC
- 46. 19173 Update on Legislation and Property Management Issues, 3 hours Legal Updates, 3 hours Real Estate Related, Future Law, LLC
- 47. 19174 Update on Legislation and Property Management Issues, 1 hour Legal Updates, 2 hours Real Estate Related, Future Law, LLC
- 48. 19175 Before & After Judgment, 2 hours Real Estate Related, Alpha College of Real Estate
- 49. 19176 Before & After Judgment, 2 hours Broker Management, Alpha College of Real Estate
- 50. 19186 ABR - 2 Day Core Course, 3 hours Real Estate Agency, Alpha College of Real Estate

VI. Post License Education Course Applications

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

- 1. 19034 Fair Housing, 2 hours Fair Housing, Moseley-Dickinson Academy of Real Estate (**John R. Dickinson**)
- 2. 19035 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Moseley-Dickinson Academy of Real Estate (**John R. Dickinson**)
- 3. 19036 Real Estate Laws & Board Regulations, 8 hours Real Estate Laws & Board Regulations, Moseley-Dickinson Academy of Real Estate (**John R. Dickinson**)
- 4. 19037 Agency Law (On-line), 3 hours VA Agency Law, Long and Foster Institute of Real Estate, (**Jill Malloy**)
- 5. 19038 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law & Board

- Regulations, Long and Foster Institute of Real Estate, (**Jill Malloy**)
6. 19056 Escrow Requirements, 3 hours Escrow Requirements, Moseley-Dickinson Academy of Real Estate, (**John R. Dickinson**)
  7. 19057 Fair Housing (On-line), 2 hours Fair Housing, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
  8. 19058 Ethics & Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
  9. 19059 Escrow Requirements (On-line), 3 hours Escrow Requirements, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
  10. 19060 Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues & Trends, Montague Miller Real Estate Academy, (**Barbara G. McMurry**)
  11. 19070 Risk Management, 3 hours Risk Management, Moseley-Dickinson Academy of Real Estate, (**John Dickinson**)
  12. 19072 VA Current Industry Issues, 2 hours Current Industry Issues and Trends, Moseley-Dickinson Academy of Real Estate (**John Dickinson**)
  13. 19076 Risk Management, 3 hours Risk Management, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
  14. 19077 Contract Writing, 6 hours Contract Writing, Moseley-Dickinson Academy of Real Estate (**John Dickinson**)
  15. 19096 VA Agency Law, 3 hours VA Agency Law, Moseley-Dickinson Academy of Real Estate (**John Dickinson**)
  16. 19098 Risk Management (On-line), 3 hours Risk Management, International Business Associates, Inc. (**Mumtaz A. Bhatti**)
  17. 19099 Contract Writing (On-line), 6 hours Contract Writing, International Business Associates, Inc. (**Mumtaz A. Bhatti**)
  18. 19100 Virginia Agency Law (On-line), 3 hours VA Agency Law, International Business Associates, Inc. (**Mumtaz A. Bhatti**)
  19. 19101 Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues & Trends, International Business Associates, Inc. (**Mumtaz A. Bhatti**)

20. 19102 Ethics & Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, International Business Associates, Inc. **(Mumtaz A. Bhatti)**
21. 19103 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law & Board Regulations, International Business Associates, Inc. **(Mumtaz A. Bhatti)**
22. 19105 Ethics Seminar, 3 hours Ethics & Standards of Conduct, PWAR **(Marcy Caffrey, Gwendolyn Walton, Margaret Holloway Burke, Michael T. Minnery, Lee Odems, Cindy Stackhouse, Mark D. Worrilow)**
23. 19125 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Peninsula Real Estate School **(Patricia Snyder)**
24. 19126 Fair Housing, 2 hours Fair Housing, International Business Associates, Inc. **(Mumtaz A. Bhatti)**

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

1. 19029 Dodd-Frank Update, 2 hours Current Industry Issues and Trends, WAAR
2. 19030 What's in the REIN Offer to Purchase? 6 hours Contract Writing, Ann Palmateer Real Estate School, LLC
3. 19067 Realtor on the Go: Taking Your Business Mobile, 2 hours Current Industry Issues and Trends, VAR
4. 19068 Hardcore Prospecting, 2 hours Current Industry Issues and Trends, VAR
5. 19069 Negotiations: The Game People Play, 2 hours Current Industry Issues and Trends, VAR
6. 19071 Technology Unraveled: The New Mobile Marketplace, 2 hours Current Industry Issues and Trends, Southwest Virginia Association of Realtors Real Estate School
7. 19074 Advanced Title Insurance Issues, 2 hours Current Industry Issues and Trends, MBH Settlement Group
8. 19075 Navigating the Virginia Jurisdictional Addendum, 2 hours Current Industry Issues and Trends, MBH Settlement Group
9. 19078 Facebook Business Management 101, 2 hours Current Industry Issues & Trends, Blue Ridge Real Estate School



10. 19094 Lien on Me, 2 hours Current Industry Issues & Trends, MBH Settlement Group, LC
11. 19095 2014 Ethics Seminar, 3 hours Ethics & Standards of Conduct, VAR
12. 19097 A Mock Settlement, 2 hours Current Industry Issues & Trends, MBH Settlement Group, LC
13. 19104 Military Relocation Professional Certification, 2 hours Current Industry Issues and Trends, PWAR
14. 19106 Current Industry Issues and Trends-Finance, 2 hours Current Industry Issues and Trends, MAI Institute
15. 19107 RI 404: The Cyber-Realtor, 2 hours Current Industry Issues & Trends, VAR
16. 19108 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Peninsula Real Estate School
17. 19109 Contract Law & Contract Writing from A to Z, 6 hours Contract Writing, Peninsula Real Estate School
18. 19110 Fair Housing is for Everyone, 2 hours Fair Housing, Peninsula Real Estate School
19. 19127 Virginia Agency Law, 3 hours VA Agency Law, Peninsula Real Estate School
20. 19128 Current Industry Issues & Trends, 2 hours Current Industry Issues & Trends, The RGS Title Real Estate Academy
21. 19129 Fair Housing, 2 hours Fair Housing, The RGS Title RE Academy
22. 19130 Virginia Agency Law, 3 hours VA Agency Law, The RGS Title Real Estate Academy
23. 19155 How to Buy/Sell HUD Homes, 2 hours Current Industry Issues & Trends, Alpha College of Real Estate
24. 19156 MREA Business Planning Clinic - Day 1, 2 hours Current Industry Issues & Trends, Top Producer Academy of Real Estate, LLC
25. 19157 MREA Business Planning Clinic - Day 2, 2 hours Current Industry Issues & Trends, Top Producer Academy of Real Estate, LLC
26. 19158 Risk Management for Real Estate, 3 hours Risk Management, WAAR
27. 19159 How to Read Blueprints, 2 hours Current Industry Issues & Trends, WAAR
28. 19160 Real Estate 101 - Nine Ideas to Jump Start Your Business, 2 hours Current Industry Issues and Trends, WAAR

29. 19161 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations, Peninsula Real Estate School
30. 19162 Risk Management, 3 hours Risk Management, Dulles Area Real Estate School
31. 19163 Contract Writing, 6 hours Contract Writing, PenFed Realty, LLC
32. 19177 Update on Legislation and Property Management Issues, 2 hours Current Industry Issues and Trends, FutureLaw, LLC
33. 19178 VHDA/State/County Assistance, 2 hours Current Industry Issues and Trends, PWAR
34. 19179 Virginia Fair Housing Law Review, 2 hours Fair Housing, FutureLaw, LLC
35. 19180 Before and After Judgment, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
36. 19181 VA Law: Your License and The Real Estate Board, 8 hours Real Estate Law & Board Regulations, Long and Foster Institute of Real Estate
37. 19187 ABR - 2 Day Core Course, 3 hours VA Agency Law, Alpha College of Real Estate

#### VII. Pre-License Education Instructors

1. Sita Kapur
2. Maria C. Fitzgerald
3. Erma A. Moreno
4. Nathan E. Richard
5. Carla G. Carney
6. Wendy T. Knott
7. Shannon Lauren-Connor
8. Christine L. Stuart
9. Carol A. Kearney
10. Christine A. Covey
11. Robert M. Pergerson
12. Relda M. Schick
13. Michael P. Wagner
14. Wade E. Goodwin
15. Carlotta B. Meredith - **expert (Principles)**
16. Katie E. Wethman - **expert (Principles)**
17. James A. Martin - **expert (Principles)**
18. Jeanne M. Lamere - **expert (Add Appraisal, Finance)**

#### VIII. Pre-License Education Courses

1. 19031 60 Hour Principles & Practices of Real Estate (On-line), **OnCourse Learning Corp. dba Career Webschool**
2. 19085 60 Hour Principles & Practices of Real Estate (classroom), **SVTC**
3. 19111 60 Hour Principles & Practices of Real Estate (classroom), **Weichert Real Estate School (Seeking Retroactive Approval to January 1, 2014)**
4. 19165 45 Hour Broker Real Estate Appraisal (On-line), **OnCourse Learning Corp.**
5. 19166 45 Hour Broker Real Estate Law (CRP), **Moseley-Dickinson Academy of Real Estate**
6. 19167 45 Hour Broker Real Estate Finance (CRP), **Moseley-Dickinson Academy of Real Estate**
7. 19182 60 hour Principles and Practices of Real Estate (classroom), **Moseley Real Estate Schools, Inc.**

IX. Additional Continuing/Post License Education Instructors

1. **Jay W. DeBoer** - 18699 (Residential Standard Agency) 18932 (Common Legal Hotline Questions and Answers (CE)), 19013 (Common Legal Hotline Questions and Answers (SPLE)), **Piedmont School of Real Estate**
2. **Grayson P. Hanes, Mark A. Moorstein, Martin C. Conway, Michael J. Coughlin, William C. Harvey II, Stephen H. Moriarty** - 18212 (Eminent Domain from Start to Finish), **NBI**
3. **Darlene Brent, Mary Beth Pauley, Ann Randolph, Donna Greer, and Bitsy Davis** - 18724 (Ethics & Standards of Conduct), **Long and Foster Institute of Real Estate**
4. **Gregg Lacy, and Fatima A. Pereira-Shepherd** - 14033 (Agency), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 18675 (Business Planning), 11457 (Negotiating Workshop), 17092 (Contract Presentation & Negotiations), 14436 (Finance), **Long and Foster Institute of Real Estate**
5. **Darlene Brent, Mary Beth Pauley** - 18702 (Keeping the Trust), **Long and Foster Institute of Real Estate**
6. **Catherine Noonan, Donna Procise, Lisa Frates, Bobbie Holman, and Darlene Brent** - 18300 (Fair Housing), **Long and Foster Institute of Real Estate**
7. **Elizabeth Dalton** - 18728 (Contract Writing), **Long and Foster Institute of Real Estate**

8. **Devon Hill, Gregg Lacy, Fatima A. Pereira-Shepherd, and Jeffrey Reynolds** - 18718 (Current Industry Issues & Trends), 18728 (Contract Writing), 18702 (Keeping the Trust), 18724 (Ethics & Standards of Conduct), 18749 (Risk Management), 18743 (VA Agency Law), and 18300 (Fair Housing), **Long and Foster Institute of Real Estate**
9. **Semmes Evans Zazzara** - 16797 (Virginia Mandatory Fair Housing), 16250 (Realtors are the Economic Recovery Army: Realtors Start Marching), 18641 (What Makes the Best Real Estate Professionals? Ethics, Integrity and Hard Work), 18274 (Contracts II: Almost Everything Else You Wanted to know About Real Estate Sales Contracts in Northern Virginia), 17105 (The Regional Sales Contract: Update and Review) 16672 (Virginia Mandatory-Agency), 16245 (The Risky Business of Real Estate Sales: Tricky Disclosures and Mortgage Fraud), 17237 (The Value of 1031 Tax Free Exchanges: Helping Your Clients Make Smart Real Estate Choices), 16248 (Staying Out of Realtor Jail: Avoiding the Most Common and Costly Realtor Errors) 16359 (What's It All About? The Importance of Clear Title, Title Insurance, Surveys and Uneventful Settlements), 18224 (CLEG-Virginia Legal Updates and Trends), 18643 (What Makes the Best Real Estate Professionals? Ethics, Integrity and Hard Work) 16991 (Virginia Mandatory 3-hr Ethics Block), **Monarch Title, Inc.**
10. **Bill Burkart** - 14369 (Real Estate Agency), 14362 (Real Estate Contracts), 14204 (Consumer Rights & Rentals), **CBRB**
11. **Jane Leylegian** - 18038/18039 (Fair Housing -Shared Neighborhoods, Equal Opportunities), **CBRB**
12. **Micki Lyons** - 18824 (Escrow Requirements), 18825 (Contract Writing), **New Millennium University**
13. **Chris Sullivan** - 15101 (Real Forestry for Real Estate), **VA Polytechnic Institute & State University**
14. **Mary E. Bell** - 0214018278/0214018282 (VA Agency Law), 0214013167/0214018679 (Ethics and Standards of Conduct), 0214018441/0214018462 (Fair Housing), 0214013063 (Understanding the Purchase Contract), 0214013166 (Today's Addendums), 0214018737 (Contracts & Addendums), **Cindy Bishop Worldwide, LLC**
15. **Christopher Darby & William Frost** - 15942 (The Regional Contract), **Academy of Real Estate**
16. **Donna Colasuonno & Robert Pope** - 17063 (The Truth about Short Sales), **Cindy Bishop Worldwide, LLC**

17. **Dave Hershman and Melissa L. Simpson** - 18427/18461 (Financing Workshop), **Cindy Bishop Worldwide, LLC**
18. **Tara Coonin Winfree** - 18591 (Ethics), 18531 (VA Fair Housing), 18590 (VA Residential Agency), **PenFed Realty, LLC**
19. **Mary Beth Pauley** - 18718 (Current Industry Issues & Trends), 18749 (Risk Management), 18743 (VA Agency Law), 14033 (Agency), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 13753 (Fair Housing), 13925 (Legal Updates & Emerging Trends), 11457 (Negotiating Workshop), **Long and Foster Institute of Real Estate**
20. **Catherine Noonan** - 18749 (Risk Management), 14056 (Contracts), 14033 (Agency), 13659 (Ethics & Standards of Conduct), 13753 (Fair Housing), 13925 (Legal Updates & Emerging Trends), 11915 (Contract to Closing), 11457 (Negotiating Workshop), **Long and Foster Institute of Real Estate**
21. **Ronald Miscavige** - 18724 (Ethics and Standards of Conduct), 14056 (Contracts), 14033 (Agency), 13659 (Ethics and Standards of Conduct), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 11457 (Negotiating Workshop), **Long and Foster Institute of Real Estate**
22. **Jeremy Caleb Johnson** - 18749 (Risk Management), 14033 (Agency), 11457 (Negotiating Workshop), **Long and Foster Institute of Real Estate**
23. **Samantha K. Melton** - 18908 ("Title Search Basics"), **Alpha College of Real Estate**

X. Other Business

XI. Public Comment

XII. Adjourn