

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

November 19, 2014 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - A. Learning Objectives for Continuing Education and Pre-license Education Courses
 - B. Continuing Education Elective Courses Addressing Various "Cultural Differences"
- IV. Proprietary School Applications
 - 1. CRE Companies, Inc., t/a Crossroads Real Estate School, Manassas, VA, Contact Person: Austin Haynes
 - 2. Key Realty & Investment Inc., Annandale, VA
Contact: Kevin Y. Rhee
 - 3. The Real Estate Advantage, LLC, Lynchburg, VA
Contact Person: Stephen Burkett
- V. Continuing Education Course Applications
 - A. Previously-approved Continuing Education course applications, Approved schools (**Review for Instructor Only - Attachment 2**):
 - 1. 19752 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, CHC, Inc. (**Charles Cornwell Jr.**)
 - 2. 19753 Selling HUD Homes: Increase Your Client's Options (On-line), 4 hours Real Estate Related, CHC, Inc. (**Charles Cornwell Jr.**)
 - 3. 19755 Understanding 1031 Tax Free Exchanges (On-line), 4 hours Real Estate Related, CHC, Inc. (**Charles Cornwell Jr.**)
 - 4. 19757 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Area 43 Market Center LLC, T/A Keller Williams Realty, (**Cindy Hawks White**)
 - 5. 19763 Virginia Mandatory Broker and Agent Supervision (On-line), 8 hours Broker

Management, CHC, Inc. (**Charles Cornwell Jr.**)

6. 19810 Virginia Mandatory Broker and Agent Supervision (On-line), 8 hours Broker Management, American Institute of Real Estate (**Abraham Michael Halaw**)

B. Original Continuing Education course applications, Approved schools:

1. 19760 Fair Housing (CRP), 2 hours Fair Housing, Alpha College of Real Estate
2. 19761 Title Workshop: From to Examination to Commitment, 1 hour Ethics and Standards of Conduct, 6 hours Real Estate Related, NBI
3. 19766 Discovering Commercial Real Estate, 3 hours Real Estate Related, RECA
4. 19767 Understanding Hoarding & Biohazard Cleanup for RE Agents and Property Managers, 1 hour Real Estate Related, Alpha College of Real Estate
5. 19768 Understanding Hoarding & Biohazard Cleanup for RE Agents and Property Managers, 2 hours Real Estate Related, Alpha College of Real Estate
6. 19770 Residential Housing: From Application to Housing to Eviction Process, 3 hours Legal Updates, VAR
7. 19771 Residential Housing: From Application to Housing to Eviction Process, 3 hours Broker Management, VAR
8. 19776 CRS 121 "Win-Win Negotiation Techniques", 8 Hours Real Estate Related, Council of Residential Specialists
9. 19777 Everyday Ethics in Real Estate (On-line), 4 Hours Ethics & Standards of Conduct, Dearborn Financial Publishing, Inc.
10. 19778 Scams: If It Sounds Too Good to be True..., 1 hour Real Estate Related, VAR
11. 19779 VAR's Purchase Contract: The Ins & Outs, 3 Hours Real Estate Contracts, VAR
12. 19781 January 1, 2015 NVAR Forms Changes, 1 hour Real Estate Contracts, CHC, Inc.
13. 19783 Real Forestry for Real Estate: Sustainable Forest Management Field Tour, 2 hours Real Estate Related, Virginia Tech University
14. 19785 Virginia Agency Law in Real Estate, 3 hours Real Estate Agency, William E. Wood & Associates Real Estate Academy

15. 19786 Complying with VREB Regulations regarding Contract Review and Related Issues, 2 hours Real Estate Contracts, RAR
16. 19787 Complying with VREB Regulations regarding Contract Review and Related Issues, 2 hours Broker Management, RAR
17. 19788 2015 Residential Sales Contract, 2 hours Real Estate Contracts, Old Dominion Settlements
18. 19794 Surviving and Thriving Cyberspace, 1 hour Legal Updates, 1 hour Real Estate Related, Peninsula Real Estate School
19. 19798 Introduction to Short Sales, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
20. 19800 Ethics in Real Estate (CRP), 3 hours Ethics, Moseley Flint Schools of Real Estate
21. 19801 Understanding Short Sales (CRP), 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
22. 19803 Decendant's Estates and Transfers on Death Deed, 1 hour Real Estate Related, Fidelity National Title Group
23. 19806 Peak Performance Pricing, 2 hours Real Estate Related, RAR
24. 19807 Basics of Real Estate Finance and Mortgage, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
25. 19808 Understanding Real Estate Fraud, Mortgage and Title Issues, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
26. 19811 Real Estate Agency, 1 hour Real Estate Agency, Moseley-Dickinson Academy of Real Estate
27. 19812 Targeting & Serving First Time Homebuyers, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
28. 19815 2015 Contracts, 2 hour Real Estate Contracts, MBH Settlement Group
29. 19817 Understanding Mold in the Restoration Industry, 3 hours Real Estate Related, ServPro Industries
30. 19819 Disclosure Is Not A Secret (On-line), 4 hours Real Estate Related, RealEstateCE.com
31. 19820 Good Guys/Bad Guys-Who's Who in Mortgage Fraud (On-line), 4 hours Real Estate Related, RealEstateCE.com

32. 19821 Risk Awareness (On-line), 4 hours Real Estate Related, RealEstateCE.com
33. 19822 Nature vs Chemicals (On-line), 4 hours Real Estate Related, RealEstateCE.com
34. 19823 Fair Housing and the Americans with Disabilities Act, 3 hours Fair Housing, William E. Wood & Associates RE Academy
35. 19825 Bad Clauses, Bad Results: How to Draft Better Real Estate Contract Clauses, 2 hours Real Estate Contracts, Peninsula Real Estate School
36. 19826 Real Estate Contracts and Contract Law, 4 hours Real Estate Contracts, William E. Wood & Associates RE Academy
37. 19827 Escrow Requirement: Deposits and Trust Monies, 4 hours Real Estate Related, Alpha College of Real Estate
38. 19828 Understanding the Residential Sales Contract, 2 hours Real Estate Contract, MBH Settlement Group
39. 19829 Restrictive Covenants and the VA Property Owners' Association Act, 2 hours Real Estate Related, MBH Settlement Group
40. 19832 Anatomy of a House - Secrets Revealed, 3 hours Real Estate Related, GCAAR
41. 19833 Veteran Administration Financing, 3 hours Real Estate Related, GCAAR
42. 19834 2015 Residential Sales Contract, 3 hours Real Estate Contracts, RECA
43. 19839 Negotiation Skills (On-line), 4 hours Broker Management, NVAR
44. 19840 Real Estate and Taxes: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing Inc.
45. 19841 Title Insurance Basics - Claims, 1 hour Real Estate Related, Old Republic National Title Insurance Company
46. 19842 Who Owns It? Title & Ownership of Real Estate in Virginia, 1 hour Legal Updates, Old Republic National Title Insurance Company
47. 19843 Divorce, Bankruptcy & Real Estate Settlements, 1 hour Real Estate Related, Old Republic National Title Insurance Company
48. 19844 VAR Residential Real Estate Contract, Part 1 - "Fill in the Blanks", 1 hour Real Estate Contracts, Old Republic National Title Insurance Company

49. 19845 VAR Residential Purchase Contract: Parts 2 & 3 - "Standard Provisions" & "Required by Statute", 1 hour Real Estate Contracts, Old Republic National Title Insurance Comp.
50. 19848 Understanding Escrow Requirements, 3 hours Broker Management, Cindy Bishop Worldwide
51. 19849 Understanding Escrow Requirements, 3 hours Real Estate Related, Cindy Bishop Worldwide
52. 19851 Congratulations - You Got The Listing! 1 hour Real Estate Contracts, MBH Settlement Group
53. 19852 The 2015 Real Estate Sales Contract, 1 hour Real Estate Contracts, The RGS Title Real Estate Academy
54. 19853 National Association of Realtors® Code of Ethics, 3 hours Ethics and Standards of Conduct, William E. Wood & Association Real Estate Academy
55. 19854 Supervision of Independent Contractor Realtors, 4 hours Broker Management, MAI Institute
56. 19855 Going Green: The Environmental Movement in Real Estate (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
57. 19856 NVAR's 2015 Residential Sales Contract, 2 hours Real Estate Contracts, Capital Area Title, LLC
58. 19857 Commercial Ethics (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop, Inc.
59. 19866 Making Sense of Fair Housing, 3 hours Fair Housing, Virginia Apartment Management Association
60. 19867 Closing the Gap, 2 hours Real Estate Related, Cindy Bishop Worldwide
61. 19868 Working with Different Cultures (On-line), 4 hours Broker Management, NVAR
62. 19869 Virginia Broker Management (CRP), 8 hours Broker Management, 360training.com, Inc.
63. 19870 Residential Sales Contract, 4 hours Real Estate Contracts, Real Estate Out Loud School, LLC
64. 19871 Real Estate Ethics & NAR Code of Ethics (On-line), 3 hours Ethics & Standards of Conduct, 360Training.com, Inc.
65. 19872 Virginia 8-Hour Mandatory CE, 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, New Millennium University

- 66. 19879 203K Financing, 3 hour Real Estate Related, CJ Banker Training
- 67. 19884 The Deed: A Primer, 1 hour Real Estate Related, Stewart Title and Escrow, Inc.
- 68. 19885 The Real Estate Contract - A Primer, 1 hour Real Estate Contracts, Stewart Title and Escrow, Inc.
- 69. 19886 Military Relocation Professional Certification (On-line), 6 hours Real Estate Related, The CE Shop, Inc.

VI. Post License Education Course Applications

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

- 1. 19744 Virginia Agency Law (On-line), 3 hours Virginia Agency Law, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 2. 19745 Risk Management (On-line), 3 hours Risk Management, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 3. 19746 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law and Board Regulations, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 4. 19747 Fair Housing (On-line), 2 hours Fair Housing, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 5. 19748 Ethics & Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 6. 19749 Escrow Requirements (On-line), 3 hours Escrow Requirements, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 7. 19750 Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues & Trends, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 8. 19751 Contract Writing (On-line), 6 hours Contract Writing, Northern Virginia Real Estate Network, Inc., (**Azmi Alkurd**)
- 9. 19858 Agency Law (On-line), 3 hours Virginia Agency Law, Henderson Professional Development Seminars (**Samuel Henderson**)

10. 19859 Contract Writing (On-line), 6 hours
Contract Writing, Henderson Professional
Development Seminars (**Samuel Henderson**)
11. 19860 Escrow Requirements (On-line), 3 hours
Escrow Requirements, Henderson Professional
Development Seminars (**Samuel Henderson**)
12. 19861 Ethics and Standards of Conduct (On-line),
3 hours Ethics and Standards of Conduct,
Henderson Professional Development Seminars
(**Samuel Henderson**)
13. 19862 Fair Housing (On-line), 2 hours Fair
Housing, Henderson Professional Development
Seminars (**Samuel Henderson**)
14. 19863 Real Estate Law and Board Regulations (On-
line), 8 hours Real Estate Law and Board
Regulations, Henderson Professional
Development Seminars (**Samuel Henderson**)
15. 19864 Current Industry Issues and Trends (On-
line), 2 hours Current Industry Issues and
Trends, Henderson Professional Development
Seminars (**Samuel Henderson**)
16. 19865 Risk Management (On-line), 3 hours Risk
Management, Henderson Professional
Development Seminars (**Samuel Henderson**)

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

1. 19758 Title Fundamentals: What Every Real Estate
Agent Should Know, 2 hours Current Industry
Issues & Trends, Old Dominion Settlements
2. 19769 Understanding Hoarding & Biohazard Cleanup
for RE Agents and Property Managers, 2
hours Current Industry Issues & Trends,
Alpha College of Real Estate
3. 19774 Residential Housing: From Application to
Housing to Eviction Process, 2 hours
Current Industry Issues and Trends, VAR
4. 19780 VAR's Purchase Contract: The Ins & Outs, 2
hours Current Industry Issues & Trends, VAR
5. 19782 Discovering Commercial Real Estate, 2 hours
Current Industry Issues and Trends, RECA
6. 19789 Complying with VREB Regulations Regarding
Contract Review and Related Issues, 2
hours Current Industry Issues and Trends,
RAR
7. 19790 Fair Housing (CRP), 2 hours Fair Housing,
Alpha College of Real Estate

8. 19809 Peak Performance Pricing, 2 hours Current Industry Issues and Trends, RAR
9. 19813 Targeting & Serving First Time Homebuyers, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide
10. 19835 Death, Divorce and Bankruptcy, 2 hours Current Industry Issues and Trends, MBH Settlement Group
11. 19836 2015 Contracts, 2 hours Current Industry Issues and Trends, MBH Settlement Group
12. 19837 Understanding the Residential Sales Contract, 2 hours Current Industry Issues and Trends, MBH Settlement Group
13. 19838 Restrictive Covenants and the VA Property Owners' Association Act, 2 hours Current Industry Issues and Trends, MBH Settlement Group
14. 19874 Ethics (On-line), 3 hours Ethics and Standards of Conduct, NVAR
15. 19875 Fair Housing (On-line), 2 hours Fair Housing, NVAR
16. 19876 Understanding Escrow Requirements, 3 hours Escrow Requirements, Cindy Bishop Worldwide
17. 19877 Closing the Gap, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide
18. 19878 Making Sense of Fair Housing, 2 hours Fair Housing, Virginia Apartment Management Association

VII. Pre-License Education Instructors

1. Thomas J. Lynch Jr.
2. Nikita Houchins
3. Brian C. Cook
4. Elaine Chamberlain
5. Ahmed W. Nadim
6. Lisa M. Jalufka
7. Joann Kokindo
8. Anne M. Greene
9. Douglas M. Norris, II
10. Emory E. Jones, III
11. Allen J. McBride
12. Petra C. Zayakosky
13. Brooke S. Schara
14. Katherine A. Mudd
15. Tammie L. Mason
16. Daniel E. Leshner
17. Betsy A. Ferguson - **Expert (Principles)**

18. Gloria J. Scalise - **Expert (Principles)**
19. Lisa R. Klutz - **Expert (Principles)**
20. Robert L. Chenery - **Expert (Principles)**
21. Polly R. Wooldridge - **Expert (Principles)**
22. Rita S. Smith - **Expert (Principles)**
23. Leslie R. Reisinger - **Expert (Principles)**
24. Kris F. Martin - **Expert (Finance and Principles)**
25. Stephen L. Murray - **Expert (Appraisal, Finance, Principles)**

VIII. Pre-License Education Courses

1. 19784 45-hour Broker Real Estate Appraisal (Classroom), Dulles Area Real Estate School
2. 19880 60-hour Principles and Practices of Real Estate (Classroom), New Star Realty School
3. 19881 45-hour Broker Real Estate Brokerage (Classroom), The Real Estate Academy, Inc.
4. 19882 45-hour Broker Real Estate Law (Classroom), Dulles Area Real Estate School
5. 19887 60-hour Principles and Practices of Real Estate (Classroom), The Real Estate Advantage **(Pending School Approval)**
6. 19888 45-hour Broker Real Estate Appraisal (CRP), Real Estate Empower, Inc.
7. 19889 45-hour Broker Real Estate Brokerage (CRP), Real Estate Empower, Inc.
8. 19890 45-hour Broker Real Estate Finance (CRP), Real Estate Empower, Inc.
9. 19891 45-hour Broker Real Estate Law (CRP), Real Estate Empower, Inc.

IX. Additional Continuing/Post License Education Instructors

1. **Christina N. Burton, Andrew DiPaola, Jessica Youngs, and Maureen Murphy** - 15807 (2012 Regional Sales Contract Changes to Paragraph 7 Property), 18647 (203K Education for Renovation), 14224/19089/19097 (A Mock Settlement), 18610/19074 (Advanced Title Insurance Issues), 14353/17988 (Agency Demystified), 15509 (Agent Duties and Disclosures), 11236 (An Introduction to Short Sales and Short Sales Addendum), 17124 (Bankruptcy for Foreclosure), 18663 (Clearing Title to a Commission Check), 14351 (Closing Real Estate Sales in Virginia), 18715 (Compulsory Contract Crash Course), 15524 (Congratulations You Got the Listing!), 17584 (Contracts with Escalators), 12832 (Death, Divorce & Bankruptcy), 10838 (Earnest

Money Deposits), 14624 (Effective Real Estate Contracts), 18727/18768 (Escrow Requirements), 14518/17618 (Ethics for Real Estate Agents), 14292 (Excellence in Profession), 15512/17619 (Fair Housing), 14510 (Fair Housing Law), 14500 (Foreclosure, REO's and Short Sales), 18684/18665 (Foreclosure, REO's and Short Sales-A Primer), 18649 (Legal Updates and Emerging Trends), 18965/18901 (Let's Inspect this a Little More Closely), 18606/19094 (Lien on Me), 18624 (Living the Dream-Simple Steps to Avoiding Problem Settlements), 15819 (Mold and Defective Chinese Drywall), 18608/19075 (Navigating the VA Jurisdictional Addendum), 17114 (Practical Guide to FIRPTA and Foreign Sellers), 18651 (Property Condition Disclosures in Sale Transactions), 15946 (RSA), 18512 (Risk Management), 18766 (Ten Helpful Legal Cases), 10835 (The Final RESPA Rule), 18640/18620 (The Power of Exchange: 1031s), 14372 (Title Insurance and Surveys), 18750 (To Survey or Not to Survey), 18653 (Transactional Red Flags-Authority to Sell), 14492 (Transactions Involving FHA and VA Financing), 14483 (Unconventional Transactions), 15711 (Understanding and Using the New NVAR Well and Septic Addendum), 14294 (Understanding Deeds and Tenancy), 15710 (Understanding the Conventional, FHA and VA Financing Addendum), 18629 (Understanding the Regional Sales Contract), 14504/17614 (Why Didn't My Short Sale Close), 14503 (Wills, Estates and Title Issues), **MBH Settlement**

Group

2. **Mark Somerville** - 18919 (Real Estate Contracts), 18920 (Real Estate Agency), 18921 (Ethics & Standards of Conduct), 18922 (Fair Housing), 18923 (Legal Updates), 18943 (Ethics & Standards of Conduct), 19369 (Fair Housing, ADA & Civil Rights), **Alltech Title**
3. **Heather Mergler** - 18671/18691 (Understanding Title Insurance), **Cindy Bishop Worldwide**
4. **Timothy Vohar and Mary Womack** - 19108 (Ethics & Standards of Conduct), 16075 (8-Hour Required Continuing Education), 16066 (8 Hour Elective Course), 19143 (Broker Management - Part 1), 19144 (Broker Management - Part 2), 19132 (Military Relocation Professional Certification), 12992 (ABR Designation Course), **Peninsula Real Estate School**
5. **Robert T. Sullivan** - 17177/19108 (Code of Ethics & Standards), 16075 (8 hour Required Continuing Education), 16066 (8 hour Elective Continuing

- Education), 19143 (Broker Management - Part 1), 19144 (Broker Management - Part 2), **Peninsula Real Estate School**
6. **Dawn Jarvis and Oray Nicolai** - 18427/18461 (Financing Workshop), **Cindy Bishop Worldwide**
 7. **Stuart Saltzman** - 13063 (Understanding the Purchase Contract), **Cindy Bishop Worldwide**
 8. **Brian Baird** - 14348 (Surveys and Easements - Mapping Out an Approach), 13176 (Deeds of Conveyance), 16935 (The Closing Process), 15615 (Selected Issues in Agency Law in Virginia), 14370 (FIRPTA Requirements in Real Estate Transactions), 11533 (RESPA Reform Rule - New GFE and HUD-1 Review), 14650 (Renovation Financing), 16816 (Title Insurance Basics-What is it and How It Works), 16945 (Living Trusts in Real Estate), 18771 (Short Sale REO Sales and Some Related Tax Issues), 13176 (Deeds of Conveyance: What Do I Own, What Are My Liabilities), **The RGS Title Real Estate Academy**
 9. **Mark Fontaine** - 17451 (Mold Remediation & Real Estate), **Southwest Virginia Association of Realtors**
 10. **Debbie Baxter** - 18919 (Real Estate Contracts), 18920 (Real Estate Agency), 18921 (Ethics & Standards of Conduct), 18922 (Fair Housing), 18923 (Legal Updates), 18943 (Ethics & Standards of Conduct), 19369 (Fair Housing, ADA & Civil Rights), 15360 (Regional Sales Contracts), 15336 (Short Sales), 15272 (Ethics for Real Estate Agents), 15263 (Home Inspections), 15271 (Unconventional Transactions), 16664 (Transaction Red Flags), **Alltech Title**
 11. **Louise Baker and Sidney M. Smyth** - 18718 (Current Industry Issues & Trends), 18728 (Contract Writing), 18702 (Keeping the Trust), 18724 (Ethics & Standards of Conduct), 18749 (Risk Management), 18743 (VA Agency Law), 18300 (Fair Housing), 19181 (VA Law: Your License & The RE Board), 14033 (Agency), 16436 (Buyer Agency and Disclosure Forms), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 16675 (Regional Sales Contract and Objectives), 16438 (Brokerage Relationships Informing the Consumer), **Long & Foster Institute of Real Estate**
 12. **Jeanie Lumpkin** - 19289 (Renovation Lending), **Long & Foster Institute of Real Estate**
 13. **Cathy Noonan, Bobbie Holman and Bitsy Davis** - 16436 (Buyer Agency and Disclosure Forms), 15450 Offer to Purchase (Sales Contract), 16675 (Regional Sales

- Contract and Objectives), **Long & Foster Institute of Real Estate**
14. **Donna Greer** - 16436 (Buyer Agency and Disclosure Forms), 16675 (Regional Sales Contract and Objectives), **Long & Foster Institute of Real Estate**
 15. **Donna Procise** - 16675 (Regional Sales Contract and Objectives), **Long & Foster Institute of Real Estate**
 16. **Ron Miscavige** - 16436 (Buyer Agency and Disclosure Forms), 16675 (Regional Sales Contract and Objectives), **Long & Foster Institute of Real Estate**
 17. **Mary Beth Pauley** - 16436 (Buyer Agency and Disclosure Forms), 16675 (Regional Sales Contract and Objectives), **Long & Foster Institute of Real Estate**
 18. **Ann Randolph** - 19181 (VA Law: Your License & The RE Board), 14056 (Contracts), 13925 (Legal Updates & Emerging Trends) 16436 (Buyer Agency and Disclosure Forms), 13753 (Fair Housing Practically Speaking), 16675 (Regional Sales Contract and Objectives), **Long and Foster Institute of Real Estate**
 19. **Jeremy Johnson** - 16436 (Buyer Agency and Disclosure Forms), 16675 (Regional Sales Contract and Objectives), **Long and Foster Institute of Real Estate**
 20. **Nisha Thakker** - 18559 (Conquering Contracts), 18893/18894 (Rules and Tools of Advertising), 18555 (Ethics: Know the Code), 18554 (Contract Writing), **NVAR**
 21. **Elizabeth Dalton** - 19181 (VA Law: Your License & The RE Board), 16436 (Buyer Agency and Disclosure Forms), 16675 (Regional Sales Contract and Objectives), **Long and Foster Institute of Real Estate**
 22. **Lisa Stull** - 14204 (Consumer Rights & Rentals), 14196 (Building Your Business/Business Planning), 14161 (Marketing), 14152 (Seller Services), **CBRB**
 23. **Mike Minnery** - 12772 (Agency Law), 14196 (Building Your Business/Business Planning), 18194 (Ethics & Standards of Conduct), 18038 (Fair Housing-Shared Neighborhoods, Equal Opportunities), 14169 (From Contract to Closing), 14444 (Legal Updates and Emerging Trends), 14161 (Marketing), 14145 (Negotiating Agreements), 16297 (Preparing and Pricing for Today's Market), 14369 (Real Estate Agency), 14362 (Real Estate Contracts), 14437 (Regional Contract Review), 16015 (RSA), **CBRB**
 24. **Lynn Grimsley** - 19108 (Code of Ethics & Standards of Conduct), 16075 (8-hour Required Continuing

- Education), 16066 (8-hour Elective Continuing Education), 19143 (Broker Management - Part 1), 19144 (Broker Management - Part 2), **Peninsula Real Estate School**
25. **John Nelson** - 13134 (Understanding Older Houses), 13136 (Home Inspection 101 for Real Estate Professionals), **National Property Inspection, Inc.**
 26. **Barbara Hendrickson** - 16443 (Contracts), 16444 (The Common Contract Addenda), 16542 (Agency Law), 16892 (Sell the Listing: Win A Client For Life), 16856 (Contract to Closing: Bullet Proof The Transaction), 16461 (The Selling Process), **Alexandria Old Town Real Estate School**
 27. **Carey Gooch** - 16856 (Contract to Closing: Bullet Proof The Transaction), 16852 (Rev Up: Energize Your Business Today), 16892 (Your Database: The Key to Your Business), **Alexandria Old Town Real Estate School**
 28. **Angela McDaniel** - 17042 (Rentals-Working with Tenants and Landlords), **Alexandria Old Town Real Estate School**
 29. **Lawrence Marshall** - 12379 (NAR Quadrennial Code of Ethics), **Piedmont School of Real Estate**
 30. **Brenda Heffernan** - 19498 (An In Depth Look At VA Contracts), 19482 (16-HR CE Course - Day 1), 19484 (8-HR Mandated CE), 19432 (Fair Housing, Legal Updates, RE Contracts), 19483 (16-Hr CE Course - Day 2), 19428 (RE Agency & Ethics), **NVAR**
 31. **Brenda Heffernan** - 18559 (Conquering Contracts), 18555 (Ethics: Know the Code), 18893/18894 (Rules & Tools of Advertising), 18557 (VA Agency Law), 18712 (Real Estate Law & Board Regs), 18556 (Fair Housing), 18554 (Contract Writing), 18694 (Current Industry Issues and Trends), **NVAR**

X. Other Business

- A. Montague Miller Real Estate Academy "Go To Meeting" Request

XI. Public Comment

XII. Adjourn