

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

September 27, 2017, Meeting

I. Call to Order

II. Approval of Agenda

III. Discussion Items

1. Public Comment
2. Application Review: A discussion about "Other: ____."
3. "Flagging" applications in the agenda that staff have concerns about. (**Course will be bolded**)
4. Proprietary schools MUST renew their school licenses before their expiration date. Student credits will not be uploaded if the school has an expired license.
5. Using a term other than "Not Real Estate Related" when denying course approvals.
6. Video content: Drafting an instruction sheet (still in the construction phase).
7. Carryover Education: Implementation Update.

IV. Proprietary School Applications

1. 0211001215 Tim Burrell, Raleigh NC
Contact Person: Tim Burrell

V. Continuing Education Course Applications

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

1. 0214022390 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
2. 0214022391 Tax Free Exchanges (On-line), 4 hours Real Estate Related, 1 All Star Training (**John Mason**)
3. 0214022395 Property Management and Managing Risk V5.0 (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
4. 0214022396 Red Flags: Property Inspection Guide (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
5. 0214022402 Virginia 8 Hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hours Real Estate Agency and 1 hour Real Estate Contracts, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
6. 0214022403 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
7. 0214022404 Understanding 1031 Tax Free Exchange (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
8. 0214022405 Everyday Ethics in Real Estate (On-line), 4 hours Ethics and standards of Conduct, Montague Miller Real Estate Academy (**Barbara G. McMurry**)
9. 0214022418 Mortgage & Real Estate Taxation, 3 hours Real Estate Related, DAAR (**Jennifer M. Du Plessis**)
10. 0214022446 Understanding Credit and Improving Credit Scores (On-line), 3 hours Real Estate Related, American Institute of Real Estate, (**Abraham Michael Halaw**)
11. 0214022447 Houses: Buy, Fix, Sell V1.1 (On-line), 4 hours Real Estate Related, American Institute of Real Estate, (**Abraham Michael Halaw**)
12. 0214022448 Scams, Scoundrels and Real Estate Stings (On-line), 4 hours Real Estate

Related, American Institute of Real Estate, (**Abraham Michael Halaw**)

B. Original Continuing Education Course Applications,
Approved schools:

1. 0214022361 Broker Legislative Update, 2 hours
Broker Management, RAR (**duplicate CE # 2**)
2. 0214022362 Broker Legislative Update, 2 hours
Real Estate Related, RAR (**duplicate CE # 1**)
3. 0214022389 How to Successfully Bid on and Sell
HUD Homes, 2 hours Real Estate
Related, World Class Realty School of
Real Estate
4. 0214022393 The ABC's Of Writing Commercial
Contracts, 1 hour Broker Management,
Alpha College of Real Estate
5. 0214022394 The ABC's Of Writing Commercial
Contracts, 1 hour Real Estate
Contracts, Alpha College of Real
Estate
6. 0214022397 Easify 101 2017, 3 hours Real Estate
Related, VAR (**duplicate PLE # 1**)
7. 0214022399 Landlord Tenant Questions and Answers,
3 hours Broker Management, VAR
(**duplicate PLE # 2**)
8. 0214022408 **Close-ups and Closings: Using Video to
Market Real Estate (On-line), 3 hours
Real Estate Related, Aceable, Inc.
(Note: subject not listed in 18 VAC
135-20-101.2)**
9. 0214022409 **Managing Maintenance, 2 hours Real
Estate Related, VAR (duplicate PLE #
3) (Note: slides incomplete)**
10. 0214022411 Housing Law: Criminal Background
Checks, Assistance/Service Animal
Policies, and Evidentiary Issues, 3
hours Legal Updates, VAR (**duplicate CE
#11 and PLE # 4**)
11. 0214022412 Housing Law: Criminal Background
Checks, Assistance/Service Animal
Policies, and Evidentiary Issues, 3
hours Broker Management, VAR
(**duplicate CE #10 and PLE # 4**)
12. 0214022415 Contracts, 1 hour Real Estate
Contracts, Penfed Realty, LLC

13. 0214022416 **Cover Your Assets: Managing Personal and Professional Risk (On-line), 5 hours Real Estate Related (Other - Risk Management), Aceable, Inc. (Note: subject not listed in 18 VAC 135-20-101.2)**
14. 0214022417 Fundamentals of Real Estate Investment, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
15. 0214022419 Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself, 8 hours Real Estate Related, Alpha College of Real Estate
16. 0214022420 Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself, 8 hours Broker Management, Alpha College of Real Estate
17. 0214022421 2017 Broker Office Policy Workshop, 4 hours Broker Management, RAR
18. 0214022422 Code of Ethics and Professionalism, 3 hours Ethics and Standards of Conduct, RAR
19. 0214022423 Broker Supervision Requirements and Best Practices, 1 hour Broker Management, VAR
20. 0214022424 Broker Supervision Requirements and Best Practices, 1 hour Legal Updates, VAR
21. 0214022425 Broker Supervision Case Studies and Best Practices, 1 hour Legal Updates, VAR
22. 0214022426 Mortgage Mastery: Veterans Administration Loans 101, 1 hour Real Estate Related, McLean Mortgage Corporation
23. 0214022427 **Mortgage Mastery: Conventional Loans 101, 1 hour Real Estate Related, McLean Mortgage Corporation (Note: limited course content)**
24. 0214022428 Mortgage Mastery: Virginia Housing Development Authority Loans 101, 1 hour Real Estate Related, McLean Mortgage Corporation
25. 0214022429 Mortgage Mastery - USDA Loans 101, 1 hour Real Estate Related, McLean Mortgage Corporation

26. 0214022430 Mortgage Mastery: Qualifying for a Home Loan & Credit Scores 101, 1 hour Real Estate Related, McLean Mortgage Corporation
27. 0214022431 Understanding Private Mortgage Insurance, 1 hour Real Estate Related, McLean Mortgage Corporation
28. 0214022432 The Virginia Residential Landlord Tenant Act In A Nutshell, 1 hour Real Estate Related, NVAR
29. 0214022433 The Virginia Residential Landlord Tenant Act: A Look at the Law & Practices, 4 hours Real Estate Related, NVAR
30. 0214022434 Reverse Mortgages, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC **(duplicate PLE # 5)**
31. 0214022436 **New Kids on the Block: Millennials in Real Estate (On-line), 3 hours Real Estate Related, Aceable, Inc. (NOTE: if the hyperlink(s) in this course does not work, try opening it in a different Internet browser.)**
32. 0214022437 Mortgage Mastery-FHA Loans 101, 1 hour Real Estate Related, McLean Mortgage Corporation
33. 0214022438 Life Isn't Fair But Housing Has To BE! 3 hours Fair Housing, VA Apartment Management Association **(duplicate PLE # 6)**
34. 0214022440 **Procuring Cause, 1 hour Real Estate Related, GCAAR (Note: Limited course content. Is this "Real Estate Related?")**
35. 0214022441 How to Make Your Settlement a Smooth Settlement, 1 hour Real Estate Related, PWAR
36. 0214022442 Contracts, 6 hours Real Estate Contracts, Long and Foster Institute of Real Estate **(duplicate PLE # 7)**
37. 0214022444 **Preparing for Success: Winning the Contract, 2 hours Real Estate Related, PWAR (duplicate PLE # 8) (Note: course materials will come from the TCO.)**
38. 0214022449 Busted! Hope You Gotta Good Lawyer: A Fair Housing Class, 2 hours Fair Housing, The RGS Title Real Estate Academy **(duplicate PLE # 9)**

- 39. 0214022450 The 4 C's of Lending: What are Lenders Looking for? 2 hours Real Estate Related, DAAR (**duplicate PLE # 10**)
- 40. 0214022451 What's Your Business structure? One of the Most Important Decisions a Real Estate Licensee Can Make, 1 hour Real Estate Related, The Settlement Group Real Estate School
- 41. 0214022452 Just Like Taking Candy From A Baby, 1 hour Real Estate Related, PWAR
- 42. 0214022453 Residential Purchase Contract-What Your Clients Don't Know Could Hurt Them, 2 hours Real Estate Contracts, WAAR
- 43. 0214022454 Residential Purchase Contract-What Your Clients Don't Know Could Hurt Them, 2 hours Broker Management, WAAR (**duplicate PLE # 11**)
- 44. 0214022460 How Can I Get Sued in Real Estate? - A Primer for Real Estate Agents, 1 hour Real Estate Related, Champion University
- 45. 0214022461 How Can I Get Sued in Real Estate? - A Primer for Real Estate Agents, 2 hours Real Estate Related, Champion University

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

- 1. 0214022465 Art of Real Estate Negotiating (On-line), 4 hours Real Estate Contracts, Tim Burrell

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. 0214022398 Easify 101 2017, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 6)**
2. 0214022400 Landlord Tenant Questions and Answers, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 7)**
3. 0214022410 **Managing Maintenance, 2 hours Current Industry Issues and Trends, VAR (duplicate CE # 9) (Note: Limited information on the slides.)**
4. 0214022413 Housing Law: Criminal Background Checks Assistance/Service Animal Policies, and Evidentiary Issues, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 10 and 11)**
5. 0214022435 Reverse Mortgages, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 30)**
6. 0214022439 Life Isn't Fair But Housing Has To BE! 2 hours Fair Housing, VA Apartment Management Association **(duplicate CE # 33)**
7. 0214022443 Contracts, 6 hours Contract Writing, Long and Foster Institute of Real Estate **(duplicate CE # 36)**
8. 0214022445 **Preparing for Success: Winning the Contract, 2 hours Current Industry Issues and Trends, PWAR (duplicate CE # 37) (Note: course materials is TCO)**
9. 0214022455 Busted! Hope You Gotta Good Lawyer: A Fair Housing Class, 2 hours Fair Housing, The RGS Title Real Estate Academy **(duplicate CE # 38)**
10. 0214022456 The 4 C's of Lending: What are Lenders Looking for? 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 39)**
11. 0214022457 Residential Purchase Contract-What Your Clients Don't Know Could Hurt Them, 2 hours Current Industry Issues and Trends, WAAR **(duplicate CE # 43)**

VII. Pre-License Education Instructors

1. 0230001456 Richard Gallegos - **Professional Designation and Designated Real Estate Instructor (Principles, Appraisal and Finance)**

2. 0230001467 Marcus Aaron Young - **Education and Experience (Principles)**
3. 0230001466 Donna Kidwell Patton - **Experience and Experience (Principles, Brokerage, and Law)**
4. 0230001468 Jeb Stuart Fuller - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**
5. 0230001471 Laurey Perez Waring - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**
6. 0230001469 Lynn Bryant Kemmerer - **Education and Experience (Principles)**
7. 0230001462 Nannette Turner - **waiver (Principles)**
8. 0230001479 Christopher Salvatore Garguilo - **Education and Experience (Principles, Appraisal, Finance, Brokerage and Law)**
9. 0230001476 Jaysn Schaener - **waiver (Principles)**
10. 0230001480 Andreas Peter Klemm - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**
11. 0230001481 Tracy Anne Wenger - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**
12. 0230001482 Ressurrection Necole Graves-Smith - **waiver (Principles)**
13. 0230001483 Stephen David Farmer - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**
14. 0230001486 Lorraine Woodbury Lett-Brown - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage and Law)**
15. 0230001487 Leslie Lyons Mytrysak - **waiver (Principles, Appraisal, Finance, Brokerage, and Law) (Note: applied 09/06/2016, application was denied due to the fact that she does not have the required qualifications).**
16. 0230001485 - Elizabeth A. Edlich - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)**
17. 0230001484 - Bonnevei Piontek - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)**

VIII. Pre-License Education Courses

1. 0214022370 45 hours Broker - Real Estate Appraisal

- (Classroom), Chesapeake Bay & Rivers
School of Real Estate
2. 0214022371 45 hours Broker - Real Estate Brokerage
(Classroom), Chesapeake Bay & Rivers
School of Real Estate
 3. 0214022372 45 hours Broker - Property Management
(Classroom), Chesapeake Bay & Rivers
School of Real Estate
 4. 0214022373 45 hours Broker - Real Estate Law
(Classroom), Chesapeake Bay & Rivers
School of Real Estate

IX. Additional Continuing/Post License Education Instructors

1. **Nancy Pav**
0214021327/0214021336/0214021338 - RI 506: Risk
Management
0214021328/0214021338/0214021339 - RI 507: Ethics and
Professional Responsibility,
Virginia Association of Realtors
2. **Lynn Schlicher**- 0214022054 - WAAR Legal Updates,
Anthony Reedy - 0214022054 - WAAR Legal Updates,
Martin Johnson - 0214022054 - WAAR Legal Updates
Williamsburg Real Estate School
3. **Larry Anderson** - 0214022151 - Risk Management - What
are a Broker's Duties,
Gary Duda- 0214022151 - Risk Management - What are a
Broker's Duties,
Michael Guthrie - 0214022151 - Risk Management - What
are a Broker's Duties,
Donna Patton- 0214022151 - Risk Management - What are
a Broker's Duties,
Pat Widhalm - 0214022151 - Risk Management - What are
a Broker's Duties,
Central Virginia School of Real Estate
4. **Kevin Hagan** - 0214022347 - Home Safety for Your
Sellers,
Kevin McGrath - 0214022347 - Home Safety for Your
Sellers,
Gregg Lacy - 0214022347 - Home Safety for Your
Sellers,
Julie Frank - 0214022347 - Home Safety for Your
Sellers,
Fatima Pereira-Shepherd - 0214022347 - Home Safety
for Your Sellers,

Athena Petersen - 0214022347 - Home Safety for Your Sellers,

Long and Foster Institute of Real Estate

5. Richard Raab

0214020553 - Contracts
0214020753 - Agency
0214021580 - Offer To Purchase
0214021967/0214021968 - Agency
0214021896/0214021897 - Fair Housing
0214021922/0214021923 - Ethics
0214018728 - Contract Writing

Long and Foster Institute of Real Estate

6. Ashley Tucker Rios

0214021777 - Crash Course in The Residential Sales Contract In Virginia
0214019714 - Escalation Addendum
0214020112 - 2015 Fair Housing Seminar
0214022061 - Property Owner's Association & Condominium Disclosures
0214022063 - Pre & Post Settlement Occupancy Agreements
0214015934 - 2012 Ethics Seminar
0214020964 - The Virginia Uniform Power Of Attorney Act
0214020963 - Deeds in Virginia
0214015993 - Residential Standards Agency
0214018980 - Virginia Agency Law
0214022064 - A Crash Course in Title Insurance

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7. Ray Montminy

0214019657/0214019664 - Risk Management - Home Inspection Red Flags
0214019645/0214019646 - Nuts & Bolts

RAR

8. Antoinette Brown

0214019234/0214019236 - The Code of Ethics: Our Promise of Professionalism

VAR

9. Mary L. Hurley

0214019117/0214019129 - Fair Housing
0214021694 - Tax Matters Updated 2014
0214016931 - The Code of Ethics and Standards of Practice for Real Estate
0214016926 - How to Help Clients Avoid Foreclosure
0214020554 - 2015 Virginia Real Estate Law
0214020739 - Buyer Beware and Disclosure Law in Virginia
0214018771 - Short Sales, REOS Sales and Some Related Tax Issues

0214016945 - Living Trusts In Real Estate
 0214016816 - Title Insurance Basic: What Is It and How It Works
 0214016935 - The Closing Process
 0214016929 - VA Residential Property Disclosure
 0214021101 - Contract Review- A Tale of Two Contracts
 0214020741 - Current Legal Issues & Ethical Pitfalls/Short Sale
 0214020740 - Deeds of Conveyance
 0214020742 - Preparing For Success: Keeping Issues From Becoming Problems
 0214020738 - Handling Sales of Properties In Decedents' Estates
 0214021703 - Surveys and Easements-Mapping out an Approach
 0214021289 - FIRPTA Requirements in Real Estate Transactions
 0214021701 - Closings with a Twist (Non Standard Transactions)
 0214018991 - Property Owners & Condominium Owners Association: How They Work and What You Need To Know
 0214018775 - Special Contracts and Seller Financing
 02140191160/214019128 - Current Industry Issues & Trends
 0214020755 - Real Estate Law & Board Regulations (PLE)
 0214019852 - The 2015 Residential Sales Contract (CE)
 0214020123 - Know Before You Owe: The New Industry Forms
 0214020749 - Know Before You Owe: The New Industry Forms (PLE)
 0214019118/0214019130 - VA Agency Law
 0214021105 - Ethics And Standards Of Conduct (PLE)
 0214021290 - The Agent Did What? A Focus on Contract Language within the NVAR Regional Sales Contract
The RGS Title Real Estate Academy

10. Nina Aquilina Nguyen

0214021777 - Crash Course in The Residential Sales Contract In Virginia
 0214019714 - Escalation Addendum
 0214020112 - 2015 Fair Housing Seminar
 0214022061 - Property Owner's Association & Condominium Disclosures
 0214022063 - Pre & Post Settlement Occupancy Agreements
 0214015934 - 2012 Ethics Seminar
 0214020964 - The Virginia Uniform Power Of Attorney Act
 0214020963 - Deeds in Virginia

0214015993 - Residential Standards Agency
0214018980 - Virginia Agency Law
0214022064 - A Crash Course in Title Insurance

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0214022063 - Pre & Post Settlement Occupancy Agreements
0214015934 - 2012 Ethics Seminar
0214020964 - The Virginia Uniform Power Of Attorney Act
0214020963 - Deeds in Virginia
0214015993 - Residential Standards Agency
0214018980 - Virginia Agency Law
0214022064 - A Crash Course in Title Insurance

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11. Jolene K. Moore

0214020994/0214021011 - Bridge and Construction Loans
Cindy Bishop Worldwide, LLC

12. Dawn Marie Price

0214015764 - CNEI - Certified Negotiation Expert
PWAR

13. Jennifer Du Plessis

0214021794 - Mortgage For Real Estate Taxation
0214021795 - Cash Flow Planning For Real Estate Investors
0214021796 - Mortgage Math Camp

CMPS INSTITUTE LLC

14. Luke Sable

0214018427/0214018461 - Financing Workshop
0214019812/0214019813 - Targeting & Serving First Time Homebuyers
0214021436/0214021437 - Renovation Loan Sales Strategy
0214020509/0214020510 - The Power Of VA Lending
0214020471/0214020472 - Listing Tools Masters Use
0214020555/0214020556 - Understanding Credit Repair

JOLENE K. MOORE

0214018427/0214018461 - Financing Workshop
0214019812/0214019813 - Targeting & Serving First Time Homebuyers
0214021436/0214021437 - Renovation Loan Sales Strategy
0214020509/0214020510 - The Power Of VA Lending
0214020471/0214020472 - Listing Tools Masters Use

0214020555/0214020556 - Understanding Credit Repair
Cindy Bishop Worldwide, LLC

X. New Business

XI. Adjourn