

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

March 21, 2018 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - 1. Public Comment
 - 2. Course completion certificate suggestions.
 - 3. Pre-licensing Instructor Applicants: if an applicant only provides documentation of continuing education and pre-license education, should staff consider the application complete and include it in the agenda for review?
 - 4. Resubmitted course application: a letter to the committee. (See course application # 74)
 - 5. If a course is denied continuing education credit, should staff assume it would be denied post-licensing education credit?
 - 6.

IV. Proprietary School Applications

1. 0211001222 - Hunter Hanger & Associates, PC
Virginia Beach, VA
Contact Person: Sean Reilly
2. 0211001224 - Virginia Legal Education, LLC
Winchester, VA
Contact Person: Matthew Akers
3. 0211001225 - Real Estate U Online, LLC
Aventura, FL
Contact Person: Andrew Anic
4. 0211001226 - VA School of RE, LLC
Leesburg, VA
Contact Person: Teresina Phillips
5. 0211001228 - Commonwealth Education Consultants, Inc.
Blackridge, VA 23950
Contact Person: Christopher S. Baird
6. 0211001227 - Amplify LLC/Old Towns Title Company LLC
Winchester, VA
Contact Person: Jennifer Sacco

V. Continuing Education Course Applications

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

1. 0214022819 2017 Ethics Seminar, 3 hours Ethics and Standards of Conduct, The Southside VA Association of Realtors (**Kimberly Porter, Carmen M. Martin, Mary Ann S. White, Douglas Compton, Patsy Rogers, Henry E. Duarte, Jr., Carl P. Arsenault, Joyce E. Navary, Alvin C. Wells Sr.**) (Duplicate PLE #1)
2. 0214022921 Everyday Ethics in Real Estate V2.0 (On-line), 4 hours Ethics and Standards of Conduct, VA College dba Brightwood College (**F.A. Dan Daniels**)
3. 0214022922 Risk Management V5.0 (On-line), 4 hours Real Estate Related, VA College dba Brightwood College (**F.A. Dan Daniels**)
4. 0214022923 Virginia 8-Hour Mandatory Topics v3.1 (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate

Contract, Refocus Real Estate school,
LLC (**Romilda Pierce Smith, and Ronald
Wayne Burnham**)

B. Original Continuing Education Course Applications,
Approved schools:

1. 0214022792 8 Hour Elective Course, 8 hours Real Estate Related, Chesapeake Bay & Rivers School of Real Estate
2. 0214022797 The Economic Underpinnings of Real Estate Value, 7 hours Real Estate Related, The Real Estate Academy, Inc.
3. 0214022806 Hang onto Your License, 2 hours Broker Management, RAR (**duplicate CE# 4 and PLE # 1**)
4. 0214022807 Hang onto Your License, 2 hours Real Estate Related, RAR (**duplicate CE# 3 and PLE # 1**)
5. 0214022811 Video is the Bomb (On-line), 3 hours Real Estate Related, McKissock, LLC (**NAR references in course materials**)
6. 0214022815 Flood Insurance & Reading Elevation Certificates, 1 hour Real Estate Related, Alpha College of Real Estate
7. 0214022817 What to Expect at Settlement: A Mock Settlement, 2 hours Real Estate Related, Champion Title & Settlement, Inc.
8. 0214022818 What Everyone Should Know About Their Credit History, 2 hours Real Estate Related, McKissock, LLC
9. 0214022820 VREB Required 1 Hour Agency, The Settlement Group, Inc.
10. 0214022821 Towards Better Practice: Better Serving and Protecting Your Real Estate Clients by Avoiding the Most Common Errors, 2 hours Real Estate Related, The Settlement Group, Inc.
11. 0214022827 The Power of Social Media Marketing (On-line), 4 hours Real Estate Related, RealEstateCE.com (**does course material meet Real Estate Related?**)
12. 0214022828 The Millennials are Changing Real Estate! (On-line), 4 hours Real Estate Related, RealEstateCE.com

13. 0214022829 Planning and Growing a Real Estate Business (On-line), 4 hours Real Estate Related, RealEstateCE.com (**does course material meet Real Estate Related?**)
14. 0214022830 Tiny Homes and Other Alternative Properties (On-line), 4 hours Real Estate Related, RealEstateCE.com (**does course material meet Real Estate Related?**)
15. 0214022831 The Roadmap for Building a Modern Real Estate Business (On-line), 3 hours Real Estate Related, McKissock, LLC (**does course material meet Real Estate Related?**)
16. 0214022832 CRS 126 "7 Things Successful Agents Do Differently: A Proven Business System" 8 hours Real Estate Related, Council of Residential Specialists
17. 0214022833 Ethics & Standards of Practice: Better Practices for Virginia Real Estate Licensees, 3 hour Ethics and Standards of Conduct, The Settlement Group Real Estate School
18. 0214022834 VA Fair Housing, Americans with Disabilities Act & the Civil Rights Act Of 1866, 2 hours Fair Housing, The Settlement Group Real Estate School
19. 0214022835 Better Contract Practice: A Review of Better Contract Formation for Better Real Estate Sales Practice, 1 hour Real Estate Contracts, The Settlement Group Real Estate School
20. 0214022836 Legal Updates & Emerging Trends with Flood Insurance 2018, 1 hour Legal Updates, The Settlement Group Real Estate School
21. 0214022847 Commercial Property Inspection 101 for Real Estate Professionals, 2 hours Real Estate Related, National Property Inspection, Inc.
22. 0214022848 The Lease- The Legal Contract, 1 hour Real Estate Related, Time, LLC
23. 0214022849 Selling Today's Smart Home, 1 hour Real Estate Related, Alpha College of Real Estate (**does course material meet Real Estate Related?**)
24. 0214022852 e-Pro Day 1 (On-line), 6 hours Real Estate Related, The CE Shop (**Course**

- does not appear to address protecting the public health, safety, and welfare)**
25. 0214022853 e-Pro Day 2 (On-line, 6 hours Real Estate Related, The CE Shop (**Course does not appear to address protecting the public health, safety, and welfare)**)
 26. 0214022860 Property Management (On-line), 4 hours Real Estate Related, RealEstateCE.com
 27. 0214022861 Managing Conflicts with Tenants, Clients, and Employees (On-line), 4 hours Real Estate Related, RealEstateCE.com
 28. 0214022862 Building Green (On-line), 4 hours Real Estate Related, RealEstateCE.com
 29. 0214022863 Real Estate Tax Law Update, 1 hour Real Estate Related, Academy of Real Estate
 30. 0214022864 Generation Buy (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
 31. 0214022865 2018 Ethics Seminar, 3 hours Ethics and Standards of Conduct, Champion University (**teaching an NAR course do we need anything from NAR?**)
 32. 0214022866 1031 Exchanges - By the Rules, 2 hours Real Estate Related, Title Resources Guaranty Company
 33. 0214022867 1099-S, Cash Reporting, FIRPTA and Federal Issues, 2 hours Real Estate Related, Title Resources Guaranty Company
 34. 0214022868 FIRPTA - Closing the Foreign Seller, 2 hours Real Estate Related, Title Resources Guaranty Company
 35. 0214022869 Fraud Prevention, 2 hours Real Estate Related, Title Resources Guaranty Company
 36. 0214022870 Introduction to Title Insurance, 3 hours Real Estate Related, Title Resources Guaranty Company
 37. 0214022871 Real Estate Professional's Introduction to Title Insurance - An In-Depth Look, 4 hours Real Estate Related, Title Resources Guaranty Company

38. 0214022872 The REIN Contract, 4 hours Real Estate Related, Title Resources Guaranty Company
39. 0214022873 Virginia Decedent Estates, 2 hours Real Estate Related, Title Resources Guaranty Company
40. 0214022874 Update on Legislation and Property Management Issues, 3 hours Legal Updates and 3 hours Real Estate Related, FutureLaw, LLC
41. 0214022875 Rentals Application to Lease, 2 hours Real Estate Related, MAI Institute
42. 0214022876 Required Disclosures in Virginia, 2 hours Real Estate Related, MAI Institute
43. 0214022877 Association Disclosures, 2 hours Real Estate Related, MAI Institute
44. 0214022878 Residential Sales Contract, 2 hours Real Estate Related, MAI Institute
45. 0214022879 Contingencies of the Virginia Contract, 2 hours Real Estate Related, MAI Institute
46. 0214022880 Agency in Virginia, 1 hour Real Estate Agency, MAI Institute
47. 0214022883 Radon and Its effect on Real Estate, 2 hours Real Estate Related, GCAAR (**does course material meet Real Estate Related?**)
48. 0214022884 Basements, Foundation & Crawl Space Issues, 3 hours Real Estate Related, GCAAR (**does course material meet Real Estate Related?**)
49. 0214022885 The Code Of Ethics & Standards Of Practice For Real Estate Professionals, 3 hours Ethics and Standards of Conduct, The RGS Title Real Estate Academy (**teaching an NAR course do we need anything from NAR)(duplicate PLE #8)**)
50. 0214022886 Selling the Sun (On-line), 3 hours Real Estate Related, Preferred Systems, Inc. (**does course material meet Real Estate Related?**)
51. 0214022887 Promoting Your Personal Business, 1 hour Real Estate Related, CVSRE (**Does course material meet Real Estate Related?)(Duplicate PLE #7)**)
52. 0214022888 Basement, Foundation and Crawl Space Issues, 4 hours Real Estate Related,

- NVAR (**real estate agents do not have this course content expertise**)
53. 0214022889 Military Mortgage Bootcamp, 3 hours Real Estate Related, Champion University
 54. 0214022890 Credit Reporting and Scoring, 2 hours Real Estate Related, GCAAR
 55. 0214022891 Understanding the Mortgage Pre-approval Process, 1 hour Real Estate Related, GCAAR
 56. 0214022892 Renovation Loan Options, 3 hours Real Estate Related, DAAR
 57. 0214022893 Virginia Home Loans, 1 hour Real Estate Related, DAAR
 58. 0214022894 Ethics for Real Estate Agents: Current Industry Issues & Trends, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, LC (**duplicate PLE # 2**)
 59. 0214022895 Understanding the Private Well and/or Septic Contingency Addendum, 1 hour Real Estate Related, MBH Settlement Group, LC
 60. 0214022896 Practical Guide to FIRPTA and Foreign Sellers, 1 hour Real Estate Related, MBH Settlement Group, LC
 61. 0214022897 Effective Real Estate Contracts, 2 hours Real Estate Contracts, MBH Settlement Group, LC (**duplicate PLE # 3**)
 62. 0214022898 Bankruptcy and Foreclosure, 2 hours Real Estate Related, MBH Settlement Group, LC (**duplicate PLE # 4**)
 63. 0214022899 Understanding the Conventional FHA and VA Financing Addenda, 2 hours Real Estate Contracts, MBH Settlement Group, LC (**duplicate PLE # 5**)
 64. 0214022908 Agency Law in Virginia: select issues for Real Estate Professionals, 1 hour Real Estate Agency, The RGS Title Real Estate Academy
 65. 0214022909 An Agency Law Analysis, 1 hour Real Estate Agency, The RGS Title Real Estate Academy
 66. 0214022911 VA Loan Certified (On-line), 4 hours Real Estate Related, Preferred Systems, Inc.

- 67. 0214022912 Unconventional Transactions, 2 hours Real Estate Related, MBH Settlement Group, LC **(duplicate PLE #6)**
- 68. 0214022913 Urban Plan Training, 8 hours Real Estate Related, VA Commonwealth University
- 69. 0214022914 Escrow Requirements, 3 hours Real Estate Related, FAAR **(duplicate PLE #9)**
- 70. 0214022917 Causes, Symptoms, and Solutions to Common Foundation Problems, 1 hour Real Estate Related, Virginia Realtors
- 71. 0214022918 Surveys, 1 hour Real Estate Related, First American Title Insurance Company
- 72. 0214022924 Military Relocation Professional Certification Core Course, 8 hours Real Estate Related, Alpha College of Real Estate **(duplicate CE # 73 and PLE # 13)**
- 73. 0214022925 Military Relocation Professional Certification Core Course, 8 hours Broker Management, Alpha College of Real Estate **(duplicate CE # 72 and PLE # 13)**
- 74. 0214022721 The Accredited Staging Professional, 4 hours Real Estate Related, Stagedhomes.com **(application denied at January 31, 2018 Committee meeting)**

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

- 1.

VI. Post License Education Course Applications

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

- 1. 0214022825 2017 Ethics Seminar, 3 hours Ethics and Standards of Conduct, The Southside VA Association of Realtors **(Kimberly Porter, Carmen M. Martin, Mary Ann S. White, Douglas Compton,**

- Patsy Rogers, Henry E. Duarte, Jr.,
Carl P. Arsenault, Joyce E. Navary,
Alvin C. Wells Sr.)(duplicate CE #1)**
2. 0214022843 Risk Management, 3 hours Risk Management, PWAR (**Nicole E. Marucci**)
 3. 0214022927 Virginia Residential Standard Agency V1.0 (On-line), 3 hours Virginia Agency Law, VA College dba Brightwood College (**F.A. Dan Daniels**)

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

1. 0214022808 Hang onto Your License, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 3 & 4**)
2. 0214022900 Ethics For Real Estate Agents: Current Issues & Trends, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, LC (**duplicate CE # 58**)
3. 0214022901 Effective Real Estate Contracts, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC (**duplicate CE # 61**)
4. 0214022902 Bankruptcy and Foreclosure, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC (**duplicate CE # 62**)
5. 0214022903 Understanding the Conventional FHA and VA Financing Addenda, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC (**duplicate CE # 63**)
6. 0214022904 Unconventional Transactions, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC (**duplicate CE #67**)
7. 0214022905 Promoting Your Personal Business, 2 hours Current Industry Issues and Trends, CVSRE (**duplicate CE # 51**)
(Does course material meet Real Estate Related?)
8. 0214022910 The Code Of Ethics & Standards Of Practice For Real Estate Professionals, 3 hours Ethics and Standards of Conduct, The RGS Title Real Estate Academy (**teaching an NAR**)

- course do we need anything from
NAR?)(duplicate CE #49)**
9. 0214022915 Escrow Requirements, 3 hours Escrow Requirements, FAAR **(duplicate CE #69)**
 10. 0214022916 Measure What Matters, 2 hours Current Industry Issues and Trends, FAAR **(please reference discussion item #5)**
 11. 0214022919 Ethics, 3 hours Ethics and Standards of Conduct, GCAAR
 12. 0214022920 Contract Writing, 6 hours Contract Writing, DAAR
 13. 0214022926 Military Relocation Professional Certification Core Course, 2 hours Current Industry Issues and Trends **(duplicate CE # 72 and # 73)**

VII. Pre-License Education Instructors

1. 0230001516 - Jeanne Lynn Little - **waiver (Principles)**
2. 0230001506 - Andrew D. Park - **waiver (Principles)**
3. 0230001526 - Mark Mlakar - **Education and Experience (Principles, Finance, Brokerage, and Law)**
4. 0230001527 - Justin Nobles - **waiver (Principles)**
5. 0230001509 - John E. Morgan - **waiver (Principles)**
6. 0230001512 - Amy Denise Carder - **waiver (Principles)**
7. 0230001514 - Christine Lynn Sennott - **waiver (Principles)**
8. 0230001521 - Linda Anne Martin - **Education and Experience (Principles)**
9. 0230001536 - Rhonda Ann Johnson - **waiver (Principles)(no college education and no professional certificates)**
10. 0230001528 - Christopher Scott Baird - **Education and Teaching Credentials (Principles)**
11. 0230001530 - Reed Wilson - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)**
12. 0230001531 - Claudine L. Ellis - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**
13. 0230001533 - Karina Vanessa Badolato - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**
14. 0230001534 - Robin Anne Marine - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)**

15. 0230001539 - Anne Kyle Doughty - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)**
16. 0230001540 - Chance Harrison - **waiver (Principles, Appraisal, Finance, Brokerage, and Law) (Individual could not provide educational transcript)**
17. 0230001541 - Alton Meade Butler - **waiver (Principles)**
18. 0230001525 - Natalie Tamara Jones - **Education and Experience (Principles)**
19. 0230001535 - Anne Margaret Patterson - **waiver (Principles)**

VIII. Pre-License Education Courses

1. 0214022816 45 hours Broker Real Estate Appraisal (Correspondence), Alpha College of Real Estate
2. 0214022850 60 hours Salesperson Principles and Practices of Real Estate (On-line), Real Estate U Online, LLC (**pending approval 0211001125 School and 0230001527 Instructor**)
3. 0214022851 45 hours Broker Real Estate Finance (Correspondence), Alpha College of Real Estate
4. 0214022928 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Alpha College of Real Estate

IX. Additional Continuing/Post License Education Instructors

1. **ROBERT SCOTT HARVEY**
 0214022216 - Managing the Home Inspection
 0214022218 - Lead Safety: For Real Estate Agents
 0214022220 - Radon and Real Estate Transactions
 0214022219 - Mold: What You Need To Know and How to Read Air Samplings Report
 0214022217 - Going Green: For Real Estate Agents
PREFERRED SYSTEMS INC
2. **TAMMY BJELLAND**
 0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy
 0214022041 - Descriptions and Surveys
 0214019336 - What Is Title Insurance?
 0214020224 - The New Loan Estimate and Closing Disclosure Explained

FIDELITY NATIONAL TITLE INSURANCE COMPANY

3. **JOHN MAGHAMEZ**

- 0214021777 - Crash Course in the Residential Sales Contract in Virginia
- 0214019714 - Escalation Addendum
- 0214020112 - Fair Housing
- 0214020963 - Deeds in Virginia
- 0214020964 - The Virginia Uniform Power Of Attorney
- 0214022460 - How Can I Get Sued In Real Estate-A Primer for Real Estate
- 0214022515 - Builder Contracts
- 0214022516 - Getting To Settlement-Top 20 FAQ and Answers
- 0214022517 - Mortgage Basics
- 0214022544 - RESPA for Real Estate Agents
- 0214021131 - Real Estate Agency
- 0214020968 - Don't Get Caught Under Water-Legal Updates W/Flood
- 0214022064 - A Crash Course in Title Insurance
- 0214022061 - Property Owner's Association & Condominium Disclosures
- 0214022062 - Short Sale & REO's
- 0214022063 - Pre & Post Settlement Occupancy Agreements

CHAMPION TITLE & SETTLEMENTS, INC

4. **DERICK HUNGERFORD**

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

CMPS INSTITUTE, LLC

5. **JEFF TUNSTALL**

- 0214020169/0214020170 - Sticks and Bricks, **RAR**

6. **TARA FURGES HOUSTON**

- 0214017757 - Fair Housing
- 0214017758 - Current Industry Issues and Trends
- 0214017759 - Ethics Training For Today's Real Estate Agent
- 021417922 - VA Agency Law
- 0214017926 - Risk Management
- 0214017957 - Contract Preparation
- 0214018003 - Escrow Requirements
- 0214021072 - Real Estate Laws and Board Regulations

AMERICAN SCHOOL OF REAL ESTATE EXPRESS, LLC

7. **KELLY A. FOSTER**

- 0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy
- 0214014606 - Legal Descriptions and Surveys

- 0214019336 - What Is Title Insurance?
0214020224 - The New Loan Estimate and Closing Disclosure Explained
FIDELITY NATIONAL TITLE INSURANCE COMPANY
8. **JIM CROSON**
0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy
0214014606 - Legal Descriptions and Surveys
0214019336 - What Is Title Insurance?
0214020224 - The New Loan Estimate and Closing Disclosure Explained
FIDELITY NATIONAL TITLE INSURANCE COMPANY
9. **C. REGINALD COPELAND**
0214019491 - Real Estate Brokerage
NVAR
10. **VAUGHN STEWART**
0214022181 - Contracts - The Sale Process with Buyers
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of Conduct
0214020825 - Legal Updates and Emerging Trends
0214022157/0214022158 - Negotiation in the 21st Century
0214022608 - Preparing and Pricing For Today's Market
0214022508 - Real Estate Contracts
0214022353 - Risk Management
0214021689/0214021721 - VA Brokerage Relationships
0214021673 - VA Law and VREB Regulations
0214022532 - Don't Let Your Transactions Fall down The Drain
0214022533 - FHA Loans
0214022534 - VA Loans
0214021655/0214021657 - Fair Housing
CBRB SCHOOL OF REAL ESTATE
11. **NANCY RIGOT**
0214022181 - Contracts - The Sale Process with Buyers
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of Conduct
0214020825 - Legal Updates and Emerging Trends
0214022157/0214022158 - Negotiation in the 21st Century
0214022608 - Preparing and Pricing For Today's Market
0214022508 - Real Estate Contracts
0214022353 - Risk Management
0214021689/0214021721 - VA Brokerage Relationships
0214021673 - VA Law and VREB Regulations
0214022532 - Don't Let Your Transactions Fall down The Drain

0214022533 - FHA Loans
0214022534 - VA Loans
0214021655/0214021657 - Fair Housing

CBRB SCHOOL OF REAL ESTATE

12. **LISA ROSENBLUM**

0214022181 - Contracts - The Sale Process with Buyers
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of
Conduct
0214020825 - Legal Updates and Emerging Trends
0214022157/0214022158 - Negotiation in the 21st
Century
0214022608 - Preparing and Pricing For Today's Market
0214022508 - Real Estate Contracts
0214022353 - Risk Management
0214021689/0214021721 - VA Brokerage Relationships
0214021673 - VA Law and VREB Regulations
0214022532 - Don't Let Your Transactions Fall down
The Drain
0214022533 - FHA Loans
0214022534 - VA Loans
0214021655/0214021657 - Fair Housing

CBRB SCHOOL OF REAL ESTATE

13. **JOSEPH SELLERS**

0214022181 - Contracts - The Sale Process with Buyers
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of
Conduct
0214020825 - Legal Updates and Emerging Trends
0214022157/0214022158 - Negotiation in the 21st
Century
0214022608 - Preparing and Pricing For Today's Market
0214022508 - Real Estate Contracts
0214022353 - Risk Management
0214021689/0214021721 - VA Brokerage Relationships
0214021673 - VA Law and VREB Regulations
0214022532 - Don't Let Your Transactions Fall down
The Drain
0214022533 - FHA Loans
0214022534 - VA Loans
0214021655/0214021657 - Fair Housing

CBRB SCHOOL OF REAL ESTATE

14. **DEBORAH GOGUEN**

0214022181 - Contracts - The Sale Process with Buyers
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of
Conduct
0214020825 - Legal Updates and Emerging Trends

0214022157/0214022158 - Negotiation in the 21st Century
0214022608 - Preparing and Pricing For Today's Market
0214022508 - Real Estate Contracts
0214022353 - Risk Management
0214021689/0214021721 - VA Brokerage Relationships
0214021673 - VA Law and VREB Regulations
0214022532 - Don't Let Your Transactions Fall down The Drain
0214022533 - FHA Loans
0214022534 - VA Loans
0214021655/0214021657 - Fair Housing

CBRB SCHOOL OF REAL ESTATE

15. **HEATHER WREATH**

0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of Conduct
0214020825 - Legal Updates and Emerging Trends
0214021689/0214021721 - VA Brokerage Relationships
0214021673 - VA Law and VREB Regulations
0214022532 - Don't Let Your Transactions Fall down The Drain
0214022533 - FHA Loans
0214022534 - VA Loans
0214021655/0214021657 - Fair Housing

CBRB SCHOOL OF REAL ESTATE

16. **KAREN DAILY**

0214018792 - Details of a Real Estate Transaction
0214018791 - HOA and CONDO Resales
0214018793/0214017881 - Legal Implications of Short Sales & Foreclosures II
0214018794/0214017887 - AGENCY III
0214017231 - Ethics and Agency Primer
0214018844/0214018849 - Fair Housing Laws in Virginia II
0214017825 - Escalation Addenda & Back Up Contracts: Protecting your client in a Changing Market
0214017828 - Financing Addenda: Protecting your client in a Changing Market
0214017830/0214018720 Financing & Escalation Addenda: Protecting your client in a Changing Market
0214017254 - Code of Ethics II
0214018673/0214017885 - CODE OF ETHICS III

THE INSTITUTE OF CONTINUING EDUCATION

17. **AMY TRUMBULL**

0214022442/0214022443 - Contracts
0214022583/0214022584 - Social media & Internet Advertising
0214022546/0214022586 - Risk management

0214022527/0214022528 - VA Real Estate Law (with flood content)

0214022585 - Contract presentation & Negotiations

0214022519/0214022520 - VA Escrow Requirements

0214021580 - Offer to purchase

LONG AND FOSTER INSTITUTE OF REAL ESTATE

18. **DON TOMLINSON**

0214022442/0214022443 - Contracts

0214022527/0214022528 - VA Real Estate Law (with flood content)

0214022585 - Contract presentation & Negotiations

0214021580 - Offer to purchase

LONG AND FOSTER INSTITUTE OF REAL ESTATE

19. **JONATHAN HALEY**

0214021484/0214021483 - 2016 New Laws

021402138/021402139 - Advertising 2 Hours

0214021715/0214021716 - Advertising for Property Managers 1 Hour

0214021713/0214021790/0214021725-Advertising for Property Managers 2 Hours

0214020560 - Advertising: Promoting Your Business the Right Way

0214020637/0214020638 - Agency for Property Managers/Leasing Agents

0214021593/0214021594 - Agency: A Complicated Relationship 1 Hour

0214021825/0214021826 - Agency: A Complicated Relationship 2 Hours

0214020561/0214020595 - Broker Pitfalls and Resources

0214022509/0214022425 - Broker Supervision Case Studies and Best Practices

0214022423/0214022424 - Broker Supervision Requirements and Best Practices 1 Hour

0214021595/0214021596 - Broker Supervision Requirements and Best Practices 2 Hours

0214020562/0214020563 - Commissions: Being Paid the Right Way

0214020576/0214020577 - Common Legal Hotline Q and A 1 Hour

0214020579/0214020578/0214020587 - Common Legal Hotline Q and A 2 Hours

0214021562 - Critical Contract Issues 1 Hour

0214021563/0214021567 - Critical Contract Issues 2 Hour

0214020590/0214020596/0214021136 - Dilemmas Facing Real Estate Licensees

0214020565/0214020591 - Disclosure Shall Set You Free

0214020027/0214020589 - Earnest Money Deposits: Navigating Dangerous Waters

0214021467 - Good Intentions but Risky Results 1 Hour
 0214020566/0214020582 - Good Intentions but Risky
 Results 2 Hours
 0214020568/0214020569/0214020584 - New Real Estate
 Board Regulations
 0214021134/0214021135 - New Real Estate Board
 Regulations: Advertising
 0214021597/0214021599 - Property Management Forms for
 Beginners
 0214022568 - Property Management Forms: Tips, Tricks,
 and Loopholes
 0214019617/0214019618 - Property Management Forms and
 Issues
 0214022566/0214022567 - Property Management Broker
 Office Policy Manual
 0214020593/0214020597/0214020585 - Real Estate Laws
 You Need to Know!
 0214021938 - Scams: If It Sounds Too Good To Be
 True...
 0214020571/0214020572 - Sneaky Regs - Little Known
 but Important Real Estate Board
 Regulations!
 0214021601/0214021602 - VAR Property Management Forms
 Update
 0214019779/0214019780 - VAR's Purchase Contract: The
 Ins & Outs
 0214020570/0214020592 - VAR's Suggested Office Policy
 Manual
VIRGINIA REALTORS
 20. **AUSTIN DUNN**
 0214021484/0214021483 - 2016 New Laws
 021402138/021402139 - Advertising 2 Hours
 0214021715/0214021716 - Advertising for Property
 Managers 1 Hour
 0214021713/0214021790/0214021725-Advertising for
 Property Managers 2 Hours
 0214020560 - Advertising: Promoting Your Business the
 Right Way
 0214020637/0214020638 - Agency for Property
 Managers/Leasing Agents
 0214021593/0214021594 - Agency: A Complicated
 Relationship 1 Hour
 0214021825/0214021826 - Agency: A Complicated
 Relationship 2 Hours
 0214020561/0214020595 - Broker Pitfalls and Resources
 0214022509/0214022425 - Broker Supervision Case
 Studies and Best Practices
 0214022423/0214022424 - Broker Supervision
 Requirements and Best Practices 1 Hour

0214021595/0214021596 - Broker Supervision
 Requirements and Best Practices 2 Hours
 0214020562/0214020563 - Commissions: Being Paid the
 Right Way
 0214020576/0214020577 - Common Legal Hotline Q and A
 1 Hour
 0214020579/0214020578/0214020587 - Common Legal
 Hotline Q and A 2 Hours
 0214021562 - Critical Contract Issues 1 Hour
 0214021563/0214021567 - Critical Contract Issues 2
 Hour
 0214020590/0214020596/0214021136 - Dilemmas Facing
 Real Estate Licensees
 0214020565/0214020591 - Disclosure Shall Set You Free
 0214020027/0214020589 - Earnest Money Deposits:
 Navigating Dangerous Waters
 0214021467 - Good Intentions but Risky Results 1 Hour
 0214020566/0214020582 - Good Intentions but Risky
 Results 2 Hours
 0214020568/0214020569/0214020584 - New Real Estate
 Board Regulations
 0214021134/0214021135 - New Real Estate Board
 Regulations: Advertising
 0214021597/0214021599 - Property Management Forms for
 Beginners
 0214022568 - Property Management Forms: Tips, Tricks,
 and Loopholes
 0214019617/0214019618 - Property Management Forms and
 Issues
 0214022566/0214022567 - Property Management Broker
 Office Policy Manual
 0214020593/0214020597/0214020585 - Real Estate Laws
 You Need to Know!
 0214021938 - Scams: If It Sounds Too Good To Be
 True...
 0214020571/0214020572 - Sneaky Regs - Little Known
 but Important Real Estate Board
 Regulations!
 0214021601/0214021602 - VAR Property Management Forms
 Update
 0214019779/0214019780 - VAR's Purchase Contract: The
 Ins & Outs
 0214020570/0214020592 - VAR's Suggested Office Policy
 Manual

VIRGINIA REALTORS

21. **SALLYE TROBAUGH**

0214022738 - 2018 Professional Standards Seminar

VIRGINIA REALTORS

22. **PATRICIA (TRISH) SZEGO**

- 0214022738 - 2018 Professional Standards Seminar
VIRGINIA REALTORS
23. **DEBORAH LESYSHYN**
0214022738 - 2018 Professional Standards Seminar
VIRGINIA REALTORS
24. **ALVIN WELLS**
0214022738 - 2018 Professional Standards Seminar
VIRGINIA REALTORS
25. **DONNA PATTON**
0214022738 - 2018 Professional Standards Seminar
0214021324/0214021332 - RI 501: Agency in Virginia
0214021325/0214021333 - RI 502: Sales Contracts
0214021327/0214021336/0214021337 - RI 506: Risk
Management
0214021328/0214021338/0214021339 - RI 507: Ethics and
Professional Responsibility
VIRGINIA REALTORS
26. **CARMEN MARTIN**
0214022738 - 2018 Professional Standards Seminar
VIRGINIA REALTORS
27. **CATHERINE BENNETT**
0214019234/0214019236 - The Code of Ethics: Our
Promise of Professionalism
VIRGINIA REALTORS
28. **Thomas Brockett**
0214022783 - CONTRACTS
0214022785 - VIRGINIA AGENCY LAW
0214022786 - REAL ESTATE LAW & BOARD REGULATIONS
0214022787 - RISK MANAGEMENT
0214022784/0214022782 - VIRGINIA ESCROW REQUIREMENTS
GCAAR
29. **Michael Guthrie**
0214018678/0214018645/0214018646 - Escrow
Requirements
0214018295/0214018333 - VAR's Contract Writing
0214018303/0214018305 - Virginia Agency Law
CENTRAL VIRGINIA SCHOOL OF REAL ESTATE
30. **BRUCE DAVID MEYERS**
0214021794 - Mortgage for Real Estate Taxation
0214021795 - Cash Flow Planning For Real Estate
Investors
0214021796 - Mortgage Math Camp
CMPS INSTITUTE
31. **GREGORY SCOTT COX**
0214021794 - Mortgage for Real Estate Taxation
0214021795 - Cash Flow Planning For Real Estate
Investors
0214021796 - Mortgage Math Camp
CMPS INSTITUTE

X. New Business

XI. Adjourn