



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

Ralph S. Northam
Governor

Brian Ball
Secretary of
Commerce and Trade

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, November 13, 2019, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Lynn Grimsley
Libby Gatewood
Steve Hoover, Board Chair

Department Staff Members present: Mary Broz-Vaughan, Director
Jim Chapman, Board and Regulatory Administrator
Ana Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Ms. Grimsley called the meeting to order at 2:14 p.m.

A motion was made to approve the agenda. The Committee approved it unanimously.

Education providers should upload a candidate picture to PSI whenever possible.
Board staff was in contact with PSI regarding the questions about where responsibility lies for uploading candidate pictures. An education provider should upload a candidate picture whenever transmitting data to PSI. If an education provider does not transmit course completion information to PSI for a candidate, such provider should advise the candidate either (1) that the candidate will need to be sure that another education provider uploads a picture or (2) to contact the Board. Any questions may be directed to Board staff.

Education providers do not need to keep candidate pictures with student records.

The Committee approved suggestions from Board staff to make edits to applications.
Board staff suggested that Question 11 be removed from the Continuing Education/Post-License Course Approval Application. The Committee directed staff to edit the question so as to give a direction ("provide an Instructor Resume Worksheet for each instructor for whom approval to teach the course is sought").

Board staff also suggested that the Instructor Resume Worksheet be edited so that III.3 and 4 no longer require supporting documentation for certifications and designations and that III.2 and 4 be restricted to five years to match III.1. The Committee approved these changes.

Further, Board staff requested permission to eliminate Questions 9, 10, and 11 from the Pre-License Education Instructor application, as the information in these questions is already provided in the Instructor Resume Worksheet. The Board approved these changes.

Board staff asked the Committee whether the NAR Code of Ethics should be provided in every course where referenced as course material. The Committee stated that no general rule could be formed given the variety of uses of the NAR Code of Ethics in education courses.

The Committee approved revisions to Continuing Education/Post-License Course Approval Application.

The Committee approved changes to the Continuing Education/Post-License Course Approval Application in order to account for courses that have already been approved by the Board. Such courses will now provide a timed course outline and any material that has changed since the last approval. Board staff estimates that this change could cut the size of the Committee file by about thirty percent.

The Committee recommended approving a licensee's request for a Continuing Education waiver.

Public Comment

There were no public comments.

The following applications were approved without stipulation unless noted otherwise:

I. Proprietary School Applications

1. 0211001274 System Effects, LLC dba. Training Cove, Scottsdale AZ
Contact Person: Steven J. Jordan
2. 0211001273 Enlighten Home Inspections, LLC dba. Enlighten Home Inspection, Annandale, VA
Contact Person: Isaac Kieffer
3. 0211001277 reConnect Real Estate Schools, LLC dba. reconnect Schools, Roanoke, VA
Contact Person: Maryglenn Blanks
4. 0211001279 L.T. Caplan Attorney at Law, PC, Virginia Beach, VA
Contact Person: L.T. Caplan

II. Continuing Education Course Applications

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

1. 0214024682 Everyday Ethics in Real Estate V2.0 (On-line), 4 hours Ethics and Standards of Conduct, NVRE **(Azmi Alkurd)**
2. 0214024736 The Truth About Mold V3.1 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
3. 0214024740 Real Estate and Taxes What Every Agent Should Know v7.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
4. 0214024793 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency and 1 hour Real

- Estate Contracts, Academy of Real Estate (**Charles Matthews**)- pending course # 11 (0214024707) This course was not approved.
5. 0214024794 Real Estate & Taxes (On-line), 4 hours Real Estate Related, Academy of Real Estate (**Charles Matthews**)
 6. 0214024826 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Academy of Real Estate (**Charles Matthews**)- pending course # 9. 0214024705
 7. 0214024918 1031 Exchange Basics, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 8. 0214024919 Authorizations and Signatures, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 9. 0214024920 Cybersecurity in Real Estate Transactions, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 10. 0214024921 Divorce and Bankruptcy, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 11. 0214024922 Foreclosures in Virginia, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 12. 0214024923 Judgments and Liens, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 13. 0214024924 Other People's Property, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 14. 0214024926 Residential Title Insurance Coverage, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 15. 0214024927 Title Insurance Basics-Common Problems, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 16. 0214024928 Who Owns It Title & Ownership, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
 17. 0214024931 Virginia 8-hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, The Frederick Academy of Real Estate (**Colin F. McGowan**)

B. Original Continuing Education Course Applications, Approved schools:

1. 0214024689 Know Your Forms, 2 hours Real Estate Contracts, RAR (duplicate PLE # 1)
2. 0214024691 Pricing Strategies, 6 hours Real Estate Related, RAR (duplicate PLE # 2)
3. 0214024693 Know Your Forms, 2 hours Broker Management, RAR (duplicate CE # 1 and PLE # 1)

4. 0214024695 How the New Tax Law Affects the Real Estate Professionals, 3 hours Real Estate Related, Academy of Real Estate
5. 0214024696 CVR MLS Purchase Agreement Update, 2 hours Broker Management, RAR (duplicate CE # 6 and PLE # 3)
6. 0214024697 CVR MLS Purchase Agreement Update, 2 hours Real Estate Contracts, RAR (duplicate CE # 5 and PLE # 3)
7. 0214024703 Dealing with Commercials, 2 hours Real Estate Related, Law Offices of Stephen H Lee, PC
8. 0214024704 The Truth About Mold V3.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
9. 0214024705 Buyer Representation in Real Estate V5.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
10. 0214024706 Property Management and Managing Risk V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
11. 0214024707 Virginia 8-Hour Mandatory Topics CE 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 Contracts, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
12. 0214024708 Red Flags: Property Inspection Guide V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
13. 0214024709 The Tiny House: Is it a Phase or Craze? OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
14. 0214024713 NAR Code of Ethics, 3 hours Ethics and Standards of Conduct, William E Wood & Associates Real Estate Academy (duplicate PLE # 8)
15. 0214024715 Understanding Credit and Improving Credit Scores: What You Need to Know V3.0 (On-line), 3 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
16. 0214024725 Create a Playbook for Success, 2 hours Broker Management, Virginia Realtors
17. 0214024727 Social Media for Realtors, 2 hours Real Estate Related, SWBC Mortgage Corporation (duplicate PLE # 7)
18. 0214024741 Introduction to Real Estate Investments OnDemand Course V2.0 (On-line), 8 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
19. 0214024742 Virginia 8-Hour Mandatory Topics CE V4.0 (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
20. 0214024746 New Home Construction, 8 hours Real Estate Related, RAR (duplicate PLE #7)
21. 0214024749 Unlock Purchasing Power-In Reverse, 2 hours Real Estate Related, Finance of America Reverse, LLC
22. 0214024750 Fair Housing Law and the ADA, 3 hours Fair Housing, William E Wood & Associates Real Estate Academy
23. 0214024755 Code of Ethics, 3 hours Ethics & Standards of Conduct, Piedmont School of Real Estate (duplicate PLE # 11)
24. 0214024761 Code of Ethics, 3 hours Ethics and Standards of Conduct, Montague Miller Academy (duplicate PLE # 12)
25. 0214024763 Recent VA Real Estate law Update, 1 hour Real Estate Related, Fidelity National Title Group

- 26.0214024764 Recent Trends in Real Estate Fraud, 1 hour Real Estate Related, Fidelity National Title Group
- 27.0214024765 What is Title Insurance, 1 hour Real Estate Related, Fidelity National Title Group
- 28.0214024766 Foreclosures Liens Bankruptcy, 1 hour Real Estate Related, Fidelity National Title Group
- 29.0214024767 Preventing Wire Fraud in the Title Insurance Industry, 1 hour Real Estate Related, Fidelity National Title Group
- 30.0214024768 Real Estate Contracts and Contract Law, 4 hours Real Estate Contracts, William E. Wood & Associates Real Estate Academy
- 31.0214024770 Virginia Brokerage Relationships, 1 hour Real Estate Agency and 2 hours Real Estate Related, CBRC (duplicate PLE # 14)
- 32.0214024772 Fair Housing, 2 hours Fair Housing, CBRB (duplicate PLE # 15)
- 33.0214024774 Risk Management, 4 hours Broker Management, CBRB
- 34.0214024775 Corporate and Partnership Authority, 1 hour Real Estate Related, Fidelity National Title Group
- 35.0214024776 Decedent Estate and Transfer on Death Deeds, 1 hour Real Estate Related, Fidelity National Title Group
- 36.0214024777 Standard Owners vs 2013 Homeowners, 1 hour Real Estate Related, Fidelity National Title Group
- 37.0214024778 Big Results for Title Agency Managers, 1 hour Real Estate Related, Fidelity National Title Group **This course was not approved.**
- 38.0214024779 FHA 203K Renovation Loans, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC (duplicate PLE # 16)
- 39.0214024782 Back to Basic Contracts-Part VI, 1 hour Real Estate Contracts, DAAR
- 40.0214024788 Real Estate Agency, 1 hour Real Estate Agency, CBRB
- 41.0214024789 Escrow Requirements, 3 hours Broker Management, CBRB (duplicate PLE # 18)
- 42.0214024791 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, CBRB (duplicate PLE # 19)
- 43.0214024802 Residential Contract Parts 2 & 3, 1 hour Real Estate Related, ORNTIC
- 44.0214024803 Residential Contract Part 1, 1 hour Real Estate Related, ORNTIC
- 45.0214024804 Why Have a Survey? 1 hour Real Estate Related, ORNTIC
- 46.0214024805 Deeds in Virginia, 1 hour Real Estate Related, Champion University
- 47.0214024806 Escalation Addendum, 1 hour Real Estate Related, Champion University
- 48.0214024807 VA Uniform POA Act, 1 hour Real Estate Related, Champion University
- 49.0214024808 Don't Get Caught Under Water Legal Updates w/ Flood Content, 1 hour Legal Updates, Champion University
- 50.0214024814 Prequalifying Your Buyer in Today's Market (On-line), 4 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 51.0214024815 Essentials of Fair Housing, 2 hours Fair Housing, Double Eagle Title Academy
- 52.0214024816 Twenty Cost-Effective Home Improvements Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com

- 53.0214024817 Millennials: Challenging the Traditional Real Estate Model OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
- 54.0214024818 The Trump Tax Cut and Jobs Act and its Effect on Real Estate OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
- 55.0214024819 Real Estate Contracts, 1 hour Real Estate Contracts, New World Title & Escrow
- 56.0214024820 Basic Real Estate Finance (On-line), 2 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 57.0214024821 Business Management in a Real Estate Office (On-line), 8 hours Broker Management, OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 58.0214024822 Real Estate Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, , OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 59.0214024823 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 60.0214024824 Real Estate Pricing Property to sell (On-line), 8 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 61.0214024825 Tax Free Exchanges (On-line), 4 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 62.0214024828 Transaction Red Flags, 2 hours Real Estate Related, CBRB
- 63.0214024829 Virginia Fair Housing (On-line), 4 hours Fair Housing, 360training.com, Inc.
- 64.0214024830 Virginia Broker Management (Correspondence), 8 hours Broker Management, 360training.com, Inc.
- 65.0214024831 Real Estate Ethics and NAR Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, 360training.com, Inc.
- 66.0214024832 Deconstruct CVRMLS Purchase Agreement, 3 hours Real Estate Contracts, RAR
- 67.0214024833 Conquering Contract Contingencies, 3 hours Real Estate Contracts, RAR (duplicate PLE # 20)
- 68.0214024835 Peak Performance Pricing, 3 hours Real Estate Related, RAR (duplicate PLE 21)
- 69.0214024837 Nuts and Bolts, 2 hours Real Estate Related, RAR (duplicate PLE 22)
- 70.0214024839 Risk Management Home Inspection Red Flags, 2 hours Real Estate Related, RAR (duplicate PLE 23)
- 71.0214024841 Transaction Red Flags, 2 hours Real Estate Related, Alltech Title dba ATG Title
- 72.0214024843 Essentials of Real Estate Finance Course, 8 hours Real Estate Related, DAAR
- 73.0214024844 Real Estate Escrow Management Course, 3 hours Real Estate Related, DAAR (duplicate PLE # 25)
- 74.0214024846 Risk Management, 3 hours Real Estate Related, DAAR (duplicate PLE # 26)
- 75.0214024848 Legal Updates with Flood, 1 hour Legal Updates, Alltech Title dba ATG Title

- 76.0214024850 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Alltech Title dba ATG Title (duplicate PLE # 28)
- 77.0214024852 Real Estate Agency, 1 hour Real Estate Agency, Alltech Title dba ATG Title
- 78.0214024856 Transaction Red Flags, 2 hours Real Estate Related, Piedmont School of Real Estate (duplicate PLE # 31)
- 79.0214024858 Legal Updates with Flood Content, 3 hours Legal Updates, William E. Wood & Associates Real Estate Academy
- 80.0214024859 Disclosure Is Not A Secret (On-line), 4 hours Real Estate Related, WebCE, Inc.
- 81.0214024860 Good Guys/Bad Guys - Who's Who in Mortgage Fraud (On-line), 4 hours Real Estate Related, WebCE, Inc.
- 82.0214024862 Avoiding Deceptive Practices (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.cm
- 83.0214024863 Liar, Cheaters, Thieves (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.cm
- 84.0214024864 Transactions with a Twist, 2 hours Real Estate Contracts, DAAR (duplicate PLE # 32)
- 85.0214024866 Construct an Airtight Contract, 3 hours Real Estate Contracts, RAR (duplicate PLE # 33)
- 86.0214024868 Transactions in Action Workshop, 6 hours Real Estate Contracts, RAR (duplicate PLE # 34)
- 87.0214024870 Real Estate Investing: Beyond the Basics (Correspondence), 4 hours Real Estate Related, McKissock, LLC
- 88.0214024871 It's Over When It's Over, 1 hour Real Estate Contracts and 3 hours Real Estate Related, VAR (duplicate PLE # 35)
- 89.0214024873 Real Estate Legal Issues (On-line), 4 hours Real Estate Related, Institute for Continuing Education
- 90.0214024874 Ethics (On-line), 3 hours Ethics and Standards of Conduct, Institute for Continuing Education
- 91.0214024875 Contract Law (On-line), 1 hour Real Estate Contracts and 2 hours Real Estate Related, Institute for Continuing Education
- 92.0214024876 Green Matters and the Environment (On-line), 4 hours Real Estate Related, Institute for Continuing Education
- 93.0214024877 Commercial Leasing (On-line), 4 hours Real Estate Related, Institute for Continuing Education
- 94.0214024878 Air Conditioning In an Older Home, 1 hour Real Estate Related, Pillar to Post
- 95.0214024879 Carbon Monoxide, 1 hour Real Estate Related, Pillar to Post
- 96.0214024880 Electrical Service Size, 1 hour Real Estate Related, Pillar to Post
- 97.0214024881 Flat Roof Systems, 1 hour Real Estate Related, Pillar to Post
- 98.0214024882 Going Green, 1 hour Real Estate Related, Pillar to Post
- 99.0214024883 Identifying Furnace Deficiencies, 1 hour Real Estate Related, Pillar to Post
- 100.0214024884 Identifying Structural Deficiencies, 1 hour Real Estate Related, Pillar to Post
- 101.0214024885 Plumbing Systems, 1 hour Real Estate Related, Pillar to Post
- 102.0214024886 Preparing for the Unexpected, 1 hour Real Estate Related, Pillar to Post
- 103.0214024887 Spotlight on Decks, 1 hour Real Estate Related, Pillar to Post

104. 0214024888 Termites: Where are They, 1 hour Real Estate Related, Pillar to Post
105. 0214024889 The Fireplace, 1 hour Real Estate Related, Pillar to Post
106. 0214024890 Understanding Newer Homes, 1 hour Real Estate Related, Pillar to Post
107. 0214024891 Wet Basements, 1 hour Real Estate Related, Pillar to Post
108. 0214024893 Americans with Disabilities Act ADA (On-line), 3 hours Real Estate Related, McKissock, LLC
109. 0214024894 Agency Law (On-line), 4 hours Real Estate Related, McKissock, LLC
110. 0214024895 Buyer Beware: Foreclosed & Neglected Properties, 4 hours Real Estate Related, NVAR
111. 0214024896 Advanced Residential Finance, 4 hours Real Estate Related, NVAR
112. 0214024899 Real Estate Agency & Ethics & Standards of Conduct, 3 hours Ethics and Standards of Conduct and 1 hour Real Estate Agency, NVAR
113. 0214024900 An In-Depth Look At VA Contracts, 4 hours Real Estate Related, NVAR
114. 0214024901 8 Hr. Mandated CE Course, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, NVAR
- This course was returned with directions to include updated material.**
115. 0214024902 8 HR CE Course – Day 2, 8 hours Real Estate Related, NVAR
116. 0214024903 Residential Leasing (On-line), 3 hours Real Estate Related, Institute for Continuing Education
117. 0214024904 Fair Housing (On-line), 2 hours Fair housing, and 1 hour Real Estate Related, Institute for Continuing Education
118. 0214024905 Home Purchase 411, 2 hours Real Estate Related, Vesta Settlements (duplicate PLE # 36)
119. 0214024907 Risk Awareness (On-line), 4 hours Real Estate Related, WebCE
120. 0214024908 The Wonderful World of Mortgage Lending, 2 hours Real Estate Related, CVSRE (duplicate PLE # 38)
121. 0214024910 Ethics in Real Estate, 3 hours Ethics, The Frederick Academy of Real Estate
122. 0214024911 Millennials Are Changing Real Estate are you Ready, 4 hours Real Estate Related, McKissock, LLC
123. 0214024913 Offer to Purchase, 1 hour Real Estate Contracts, and 2 hours Real Estate Related, Long and Foster Institute of Real Estate
124. 0214024914 Ethics and Standards of Conduct, 3 hours Ethics, Double Eagle Title Academy
125. 0214024915 How to Survive a Home Inspection, 1 hour Real Estate Contracts and 1 hour Real Estate Related, Action Real Estate, LLC
126. 0214024916 Fair Housing, 2 hours Fair Housing, DAAR (duplicate PLE # 39)
127. 0214024925 Real Estate Agency, 1 hour Real Estate Agency, New World Title & Escrow, LLC
128. 0214024936 Leadership and Teamwork Skills, 4 hours Real Estate Related, Long and Foster Institute of Real Estate

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

1. 0214024809 Clarifying the Code of Ethics (On-line), 3 hours of Ethics and Standards of Conduct, System Effect dba: Training Cove (school pending approval 0211001274)
2. 0214024810 Real Estate Investing (On-line), 3 hours Real Estate Related, System Effect dba: Training Cove (school pending approval 0211001274)
3. 0214024811 Virginia Updates and Flood Areas (On-line), 1 hour Legal Updates, System Effect dba: Training Cove (school pending approval 0211001274)
4. 0214024812 Fair Housing for Real Estate Professionals (On-line), 3 hours Fair Housing, System Effect dba: Training Cove (school pending approval 0211001274)
This course was not approved.
5. 0214024813 Contracts, Short Sales and Foreclosures (On-line), 3 hours Real Estate Contracts, System Effect dba: Training Cove (school pending approval 0211001274)
6. 0214024861 Why Does It Matter Who I Represent (On-line), 3 hours Real Estate Agency, System Effect dba: Training Cove (school pending approval 0211001274)
7. 0214024912 Inspection Tips for Real Estate Professionals, 1 hour Real Estate Related, Enlighten Home Inspection, LLC (school pending approval 0211001273)

III. Post License Education Course Applications

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

1. 0214024680 Virginia Post Licensing: Agency Law (Online), 3 hours VA Agency Law, Academy of Real Estate (Charles Matthews)
2. 0214024681 Virginia Post Licensing: Ethics and Standards of Conduct (Online), 3 hours Ethics and Standards of Conduct, Academy of Real Estate (Charles Matthews)
3. 0214024683 Virginia Post Licensing: Agency Law V3.0 (Online), 3 hours VA Agency Law, NVRE (Azmi Alkurd)
4. 0214024684 Virginia Post Licensing: Current Industry Issues and Trends V3.0 (Online), 2 hours Current Industry Issues and Trends, NVRE (Azmi Alkurd)
5. 0214024685 Virginia Post Licensing Escrow Requirements V3.0 (Online), 3 hours Escrow Requirements, NVRE (Azmi Alkurd)
6. 0214024686 Virginia Post Licensing Ethics and Standards of Conduct V3.0 (Online), 3 hours Ethics and Standards of Conduct, NVRE (Azmi Alkurd)
7. 0214024687 Virginia Post Licensing Fair Housing V3.0 (Online), 2 hours Fair Housing, NVRE (Azmi Alkurd)
8. 0214024688 Virginia Post Licensing Risk Management V3.0 (Online), 3 hours Risk Management, NVRE (Azmi Alkurd)
9. 0214024795 VA Post Licensing: Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues and Trends, Academy of Real Estate (Charles Matthews)

10. 0214024796 VA Post Licensing: Risk Management (On-line), 3 hours Risk Management, Academy of Real Estate (Charles Matthews)
11. 0214024797 VA Post Licensing: Ethics and Standards of Conduct (On-line), 3 hours Ethics, Academy of Real Estate (Charles Matthews)
12. 0214024798 VA Post Licensing: Agency Law(On-line) , 3 hours VA Agency Law, Academy of Real Estate (Charles Matthews)
13. 0214024799 VA Post Licensing: Escrow Requirements (On-line) , 3 hours Escrow Requirements, Academy of Real Estate (Charles Matthews)
14. 0214024800 VA Post Licensing: Fair Housing (On-line) , 2 hours VA Fair Housing, Academy of Real Estate (Charles Matthews)
15. 0214024801 VA Post Licensing: Real Estate Law & Board Regulations (On-line) , 6 hours Real Estate Law & Board Regulations, Academy of Real Estate (Charles Matthews) – pending course # 17. 0214024781
16. 0214024827 VA Post Licensing: Contract Writing (On-line), 6 hours Contract Writing, Academy of Real Estate (Charles Matthews) - pending course #5. 0214024716

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

1. 0214024690 Know Your Forms, 2 hours Current Industry Issues and Trends, RAR (duplicate CE # 1)
2. 0214024692 Pricing Strategies, 2 hours Current Industry Issues and Trends, RAR (duplicate CE # 2)
3. 0214024698 CVR MLS Purchase Agreement Update, 2 hours Current Industry Issues & Trends, RAR (duplicate CE # 5 & 6)
4. 0214024714 Virginia Post-Licensing: Contract Writing V4.0 (On-line), 6 hours Contract Writing, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
5. 0214024716 Virginia Post-Licensing: Contract Writing V3.0 (On-line), 6 hours Contract Writing, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
6. 0214024726 Create a Playbook for Success, 2 hours Current Industry Issues and Trends, Virginia Realtors (**does this course protect the public health, safety, and welfare?**) – **duplicate CE # 16**
7. 0214024728 Social Media for Realtors, 2 hours Current Industry Issues and Trends, SWBC Mortgage Corporation (**duplicate CE # 17**) (**does this course protect the public health, safety, and welfare?**)
8. 0214024735 NAR Code of Ethics, 3 hours Ethics and Standards of Conduct, William E Wood & Associates Real Estate Academy (**duplicate CE #14**)
9. 0214024747 New Home Construction, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 20**)
10. 0214024748 Fair Housing, ADA, and Civil Rights, 2 hours Fair Housing, William E. Wood & Associates Real Estate Academy
11. 0214024758 Code of Ethics, 3 hours Ethics and Standards of Conduct, Piedmont School of Real Estate (**duplicate CE # 23**)
12. 0214024762 Code of Ethics, 3 hours Ethics and Standards of Conduct, Montague Miller (**duplicate CE # 24**)
13. 0214024769 Virginia Law & VREB Regulations, 6 hours Real Estate Law & Board Regulations, CBRB
14. 0214024771 Virginia Brokerage Relationships, 3 hours VA Agency Law, CBRB (**duplicate CE # 31**)
15. 0214024773 Fair Housing, 2 hours Fair Housing, CBRB (**duplicate CE # 32**)

- 16.0214024780 FHA 203K Renovation Loans, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide
- 17.0214024781 VA Post Licensing: Real Estate Law and Board Regulations V3.0 (On-line), 6 hours Real Estate Law and Board Regulations, Dearborn Financial Publishing, Inc. d.b.a. REcampus.cm
- 18.0214024790 Escrow Requirements, 2 hours Escrow Requirements, CBRB **(duplicate CE # 41)**
- 19.0214024792 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, CBRB **(duplicate CE # 42)**
- 20.0214024834 Conquering Contract Contingencies, 2 hours Current Industry Issues and Trends, CBRB **(duplicate CE # 67)**
- 21.0214024836 Peak Performance Pricing, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 68)**
- 22.0214024838 Nuts and Bolts, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 69)**
- 23.0214024840 Risk Management Home Inspection Red Flags, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 70)**
- 24.0214024842 How To Do A 1031 Like-Kind Exchange, 2 hours Current Industry Issues and Trends, Realty Exchange Corporation
- 25.0214024845 Real Estate Escrow Management Course, 3 hours Escrow Management, DAAR **(duplicate CE # 73)**
- 26.0214024847 Risk Management, 3 hours Risk Management, DAAR **(duplicate CE # 74)**
- 27.0214024849 Contract Writing, 6 hours Contract Writing, Alltech title dba ATG Title
- 28.0214024851 Ethics and Standards of Practice, 3 hours Ethics and Standards of Conduct, Alltech title dba ATG Title **(duplicate CE # 76)**
- 29.0214024853 Contract Preparation (On-line), 6 hours Contract Writing, ASREE
- 30.0214024854 Real Estate Laws and Board Regulations (On-line), 6 hours Real Estate laws and Board Regulations, ASREE
- 31.0214024857 Transaction Red Flags, 2 hours Current Industry Issues & Trends, Piedmont School of Real Estate **(duplicate CE # 78)**
- 32.0214024865 Transactions with a Twist, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 84)**
- 33.0214024867 Construct an Airtight Contract, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 85)**
- 34.0214024869 Transactions in Action Workshop, 6 hours Contract Writing, RAR **(duplicate CE # 86)**
- 35.0214024872 It's Over When It's Over, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 88)**
- 36.0214024906 Home Purchase 411, 2 hours Current Industry Issues and Trends, Vesta Settlements **(duplicate CE # 118)**
- 37.0214024909 The Wonderful World of Mortgage Lending, 2 hours Real Estate-Related Finance, CVSRE **(duplicate CE # 120)**
- 38.0214024917 Fair Housing, 2 hours Fair Housing, DAAR **(duplicate CE # 136)**

IV. Pre-License Education Instructors

1. 0230001622 John Patrick Morgan – Experience & Professional Designation (Principles, Law, Brokerage, Finance, Appraisal)
2. 0230001626 Helen Kathleen Wedge – Waiver (Principles)

This application was not approved.

3. 0230001629 Mary Kathryn Perkinson – waiver (Finance)
4. 0230001630 Jonathan K. Chapin – waiver (Principles)

V. Pre-License Education Courses

1. 0214024699 45- hours Broker – Property Management (Classroom), Kirks Institute
This application was not approved.
2. 0214024700 45- hours Broker – Real Estate Brokerage (Classroom), Kirks Institute
This application was not approved.
3. 0214024701 45- hours Broker – Real Estate Finance (Classroom), Kirks Institute
This application was not approved.
4. 0214024702 45- hours Broker – Real Estate Appraisals (Classroom), Kirks Institute
5. 0214024756 60-hours Sales – Principles and Practices of Real Estate (Classroom), Elite School of Real Estate
6. 0214024757 60-hours Sales – Principles and Practices of Real Estate (Correspondence), Elite School of Real Estate
7. 0214024929 60-hours Sales – Principles and Practices of Real Estate (On-line), OCL Real Estate, LLC dba OnCourse Learning Real Estate
8. 0214024930 45-hours Broker – Real Estate Finance (On-line), OCL Real Estate, LLC dba OnCourse Learning Real Estate
9. 0214024932 45-hours Broker – Real Estate Appraisal (On-line), OCL Real Estate, LLC dba OnCourse Learning Real Estate
10. 0214024933 60-hours Sales – Principles and Practices of Real Estate (Correspondence), reConnect Schools (**school pending 0211001277**)
11. 0214024934 60-hours Sales – Principles and Practices of Real Estate (Correspondence), Tri Corner Real Estate Institute
12. 0214024935 60-hours Sales – Principles and Practices of Real Estate (Classroom), Weichert Real Estate School

VI. Additional Continuing/Post License Education Instructors

1. **Rachael Hite**
0214024476 – Listing Essentials
0214024477 – Advertising Essentials
Gralynn Inc.
This application was not approved.
2. **Larry Anderson**
0214024508 – Pricing Strategies: mastering the CMA
Realtor Association of Prince William
3. **Michael C. Ridway**
0214022836 - Legal Updates & Emerging Trends with Flood Insurance 2018
0214022833 - Ethics & Standards of Practice Better Practices For VA Real Estate Licensees
0214022834 - Virginia Fair Housing, Americans with Disabilities Act and the Civil Rights Act Of 1866
0214022835 - Better Contracts Practice: A Review of Proper Contract Formation for Best Real Estate Sales Professional Practices
0214022820 - VREB Required 1 Hour Agency
Community Title Network, LLC
4. **Kevin Bayly**

0214022836 - Legal Updates & Emerging Trends with Flood Insurance 2018
0214022833 - Ethics & Standards of Practice Better Practices For VA Real Estate Licensees
0214022834 - Virginia Fair Housing, Americans with Disabilities Act and the Civil Rights Act Of 1866
0214022835 - Better Contracts Practice: A Review of Proper Contract Formation for Best Real Estate Sales Professional Practices

Community Title Network, LLC

5. **Robert Pearsall**

0214022515 – Builders Contracts

Melissa Jenkins

0214022515 – Builders Contracts

Champion Title & Settlement, Inc.

6. **Robert Pearsall**

0214022064 – A Crash Course in Title Insurance

Melissa Jenkins

0214022064 – A Crash Course in Title Insurance

Champion Title & Settlement, Inc.

7. **Robert Pearsall**

0214020112 – 2015 Fair housing Seminar

Melissa Jenkins

0214020112 – 2015 Fair housing Seminar

Champion Title & Settlement, Inc.

9. **Robert Pearsall**

0214022516 – Getting to Settlement-Top 20 FAQ and Answers

Melissa Jenkins

0214022516 – Getting to Settlement-Top 20 FAQ and Answers

Champion Title & Settlement, Inc.

10. **Robert Pearsall**

0214022460 – How Can I Get Sued In Real Estate? - A Primer For Real Estate

Melissa Jenkins

0214022460 – How Can I Get Sued In Real Estate? - A Primer For Real Estate

Champion Title & Settlement, Inc.

11. **Robert Pearsall**

0214022817 - What To Expect At Settlement: A Mock Settlement

Melissa Jenkins

0214022817 - What To Expect At Settlement: A Mock Settlement

Champion Title & Settlement, Inc.

12. **John Maghamez**

0214021846 - Title Insurance - A Primer

0214022709 - Disclosure Law in VA

0214022707 - VA Residential Agency Law

0214022706 - VA Residential Agency Law

Vesta Settlements, LLC

13. **David Rosow**

0214023574 - VA Agency Law

0214017957 - Contract Preparation

0214023689 - Current Industry Issues & Trends

0214023575 - Escrow Requirements

0214023688 - Ethics Training For Today's Real Estate

Agent

0214023576 - Fair Housing
0214023690 - Real Estate Finance
0214021072 - Real Estate Laws And Board Regulations
0214023577 - Risk Management

ASREE

There was no new business

The meeting adjourned at 3:50 p.m.