

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

January 27, 2010 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Towne Realty LLC, t/a Towne Realty School of Real Estate
Virginia Beach, VA, Contact Person: Tim Vohar
2. JP Morgan Chase & Company
Falls Church, VA, Contact Person: Phil Grisdela
3. Prime Realty & Investment, LLC
Annandale, VA, Contact Person: Eddie Oh

IV. Continuing Education Course Applications

A. Previously approved Continuing Education course applications, approved school:

1. 60706 Short Sales and Foreclosures: What Buyer's Representatives Need to Know, 8 hours Real Estate Related, Real Estate Career Academy
2. 60760 Real Estate & Taxes: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Real Estate Institute
3. 60767 Environmental Issues in your Real Estate Practice (On-line), 4 hours Real Estate Related, Real Estate Institute
4. 60768 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Real Estate Institute
5. 60769 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Real Estate Institute
6. 60770 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Real Estate Institute
7. 60771 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Real Estate Institute
8. 60772 Ethics in Today's Real Estate World (On-line), 4 hours Ethics and Standards of Conduct, Real Estate Institute

9. 60773 Risk Management (On-line), 4 hours Real Estate Related, Real Estate Institute
10. 60774 Virginia 8-hour Mandatory Continuing Education Course (On-line), 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, Real Estate Institute
11. 60775 Fair Housing (On-line), 4 hours Fair Housing, Real Estate Institute
12. *60776 2009 Ethics Seminar, 3 hours Ethics and Standards of Conduct, Blue Ridge Real Estate School
13. *60816 Broker Workshop: Reducing Risks (and Headaches), 2 hours Legal Updates, RAR
14. *60817 Broker Workshop: Reducing Risks (and Headaches), 2 hours Broker Management, RAR
15. 60902 Agency & Contracts, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, Piedmont School of Real Estate
16. 60903 Agency and Fair Housing, 3 hours Fair Housing, 3 hours Real Estate Agency, Piedmont School of Real Estate
17. *60904 Agency Law, 3 hours Real Estate Agency, Piedmont School of Real Estate
18. 60906 Risk Management for Brokers, 4 hours Broker Management, Piedmont School of Real Estate
19. 60907 Broker Management Issues & Trends, 4 hours Broker Management, Piedmont School of Real Estate
20. 60908 Effective Contract Writing, 2 hours Real Estate Contracts, Piedmont School of Real Estate
21. *60909 Fair Housing, 3 hours Fair Housing, Piedmont School of Real Estate
22. 60911 Legal Update, 2 hours Legal Updates, Piedmont School of Real Estate
23. *60912 Offers, Contracts & Related Issues, 3 hours Real Estate Contracts, Piedmont School of Real Estate
24. *60914 Real Estate Law & Legal Updates, 3 hours Legal Updates, Piedmont School of Real Estate
25. 60923 Green Designation Core Course - Day 1, 7 hours Real Estate Related, DAAR
26. 60924 Green Designation Core Course - Day 2, 7 hours Real Estate Related, DAAR

B. Original Continuing Education course applications,
approved school:

1. *60692 Today's Mortgage Financing, 6 hours
Real Estate Related, Peninsula Real Estate
School
2. 60694 Short Sales (On-line), 3 hours Real
Estate Related, McKissock, LP
3. 60695 Business Economics and the Secondary
Mortgage Market (On-line), 3 hours Real
Estate Related, McKissock, LP
4. 60696 Risky Business - Ways to Minimize Your
Liability (On-line), 7 hours Real Estate
Related, McKissock, LP
5. 60697 Agency Law (On-line), 4 hours Real Estate
Agency, McKissock, LP
6. 60698 2-4 Family Finesse (On-line), 4 hours
Real Estate Related, McKissock, LP
7. 60699 Fair Housing (On-line), 4 hours Fair
Housing, McKissock, LP
8. 60700 Contract Law (On-line), 4 hours Real
Estate Contracts, McKissock, LP
9. 60701 About Real Estate Accounting (On-line), 4
hours Real Estate Related, ICE
10. 60703 Fair Housing and Legal Updates, 2 hours
Fair Housing, 2 hours Legal Updates,
Central Virginia School of Real Estate
11. 60704 Seller Representative Specialist
(On-line), 8 hours Real Estate Related,
The CE Shop, Inc.
12. *60709 Impact of the New RESPA Rules on
Settlement Agents, 2 hours Real Estate
Related, Lawyers Title Insurance Corp.
13. *60715 New RESPA Reform, 2 hours Legal Updates,
FSLAWVA Real Estate Education, LLC
14. *60717 Evaluating Rental Property, 4 hours Real
Estate Related, Moseley-Dickinson Academy
of Real Estate
15. *60719 What is LEED and How Does it Impact
Commercial Real Estate?, 3 hours Real
Estate Related, Kirks Institute
16. *60721 What is Green Financing and what are the
Benefits?, 2 hours Legal Updates, 1 hour
Real Estate Contracts, Kirks Institute
17. 60725 RES 201: Successful Site Management, 3
hours Ethics & Standards of Conduct, 2
hours Legal Updates, 8 hours Real Estate

- Related, Institute of Real Estate Management
18. 60726 2010-2011 National USPAP Update Equivalent (On-line), 7 hours Real Estate Related, McKissock, LP
 19. *60727 The Facts About Tax Deferred Exchanges, 1 hour Real Estate Related, Carruthers Academy of Real Estate
 20. *60729 How to do a 1031 Like-kind Exchange, 4 hours Real Estate Related, Carruthers Academy of Real Estate
 21. *60731 Advanced 1031 Exchanges, 4 hours Real Estate Related, Carruthers Academy of Real Estate
 22. 60733 Sales Verification: Principles, Procedures, Case Studies (On-line), 7 hours Real Estate Related, McKissock, LP
 23. 60734 Earning a Commission (On-line), 3 hours Real Estate Related, McKissock, LP
 24. 60757 Real Estate Law, 3 hours Legal Updates, Alpha College of Real Estate
 25. 60758 Fair Housing and Legal Updates, 2 hours Fair Housing, 1 hour Legal Updates, MAI Institute
 26. 60759 Unconventional Transactions - A Primer, 2 hours Real Estate Contracts, Piedmont School of Real Estate
 27. *60761 NAR Quadrennial Code of Ethics, 3 hours Ethics and Standards of Conduct, Piedmont School of Real Estate
 28. 60763 Broker Supervision and the VREB - Issues and Answers, 3 hours Broker Management, Montague Miller Real Estate Academy
 29. 60764 Broker Supervision and the VREB - Issues and Answers, 2 hours Broker Management, Montague Miller Real Estate Academy
 30. 60765 Real Estate and Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
 31. 60766 Environmental Issues in your Real Estate Practice (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
 32. 60778 Risk Management for Real Estate Firms, 2 hours Broker Management, Moseley-Dickinson Academy of Real Estate
 33. 60779 Agency for the Principal or Supervising

- Broker, 2 hours Broker Management, Moseley-Dickinson Academy of Real Estate
34. 60780 Financial Management of a Real Estate Firm, 2 hours Broker Management, Moseley-Dickinson Academy of Real Estate
35. 60781 Review of REB Regs & Changes as of April 1, 2008, 2 hours Broker Management, Moseley-Dickinson Academy of Real Estate
36. *60782 Lead Generation Made Simple, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
37. *60784 Negotiating Skills for the Real Estate Professional, 2 hours Real Estate Related, Williamsburg Real Estate School
38. 60786 Negotiating Skills for the Real Estate Professional, 2 hours Broker Management, Williamsburg Real Estate School
39. *60787 Negotiating Skills for the Real Estate Professional, 3 hours Real Estate Related, Williamsburg Real Estate School
40. 60789 Negotiating Skills for the Real Estate Professional, 3 hours Broker Management, Williamsburg Real Estate School
41. *60790 First Time Homebuyer Credit, 1 hour Real Estate Related, Williamsburg Real Estate School
42. 60792 First Time Homebuyer Credit, 1 hour Broker Management, Williamsburg Real Estate School
43. *60793 The Truth About Water Damage Restoration, 2 hours Real Estate Related, Alpha College of Real Estate
44. *60795 Property or Business Interruption Plans, 1 hour Real Estate Related, Alpha College of Real Estate
45. *60797 Property Fire Damage Restoration, 2 hours Real Estate Related, Alpha College of Real Estate
46. *60799 Understanding Storm, Hurricanes and Floods, 1 hour Real Estate Related, Alpha College of Real Estate
47. *60801 Understanding Storm, Hurricanes and Floods, 3 hours Real Estate Related, Alpha College of Real Estate
48. *60803 Mold, Understanding "The Mold Issue", 1 hour Real Estate Related, Alpha College of Real Estate
49. *60805 Mold, Understanding "The Mold Issue", 2

- hours Real Estate Related, Alpha College of Real Estate
50. *60807 16-hour Continuing Education Course - Part B, 3 hours Ethics & Standards of Conduct, 1 hour Real Estate Agency, RAR
 51. 60809 16-hour Continuing Education Course - Part 2, 1 hour Legal Updates, 1 hour Real Estate Agency, 2 hours Real Estate Contracts, 4 hours Real Estate Related, RAR
 52. *60810 16-hour Continuing Education Course - Part C, 1 hour Legal Updates, 1 hour Real Estate Agency, 2 hours Real Estate Contracts, RAR
 53. *60812 16-hour Continuing Education Course - Part D, 4 hours Real Estate Related, RAR
 54. *60814 TEMPO 5.0 Report Manager Workshop, 3 hours Real Estate Related, RAR
 55. *60818 The Application Process, 2 hours Legal Updates, RAR
 56. *60820 Top Ten Leasing Mistakes, 2 hours Legal Updates, RAR
 57. *60822 Evictions & Collections, 2 hours Legal Updates, RAR
 58. *60824 Short Sales & Foreclosures: Protecting your Clients, 7 hours Real Estate Related, VAR
 59. *60826 Get Off the Fence and Into a Home, 3 hours Real Estate Related, VAR
 60. *60828 New Member Orientation, 3 hours Ethics and Standards of Conduct, 3 hours Legal Updates, 3 hours Real Estate Agency, RAR
 61. 60832 16-hour Continuing Education Course - Part 1, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, RAR
 62. 60833 16-hour Continuing Education Course - Part A, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Contracts, RAR
 63. *60834 Keeping Current Matters, 2 hours Real Estate Related, RAR
 64. *60836 A Look Back, A Look Ahead: Mortgage Reform & FHA Update, 3 hours Legal Updates, RAR
 65. *60838 2010 RESPA Reform: How Will this Impact My Transactions? 2 hours Legal Updates, RAR
 66. *60840 The Basics of Real Property Valuation, 3 hours Real Estate Related, VAR

- 67. 60843 Environmental Issues, 2 hours Real Estate Related, Shenandoah Valley Training Center
- 68. 60844 State Laws, Regulations and Standards of Conduct, 2 hours Real Estate Related, Shenandoah Valley Training Center
- 69. 60845 Real Estate Agency, 2 hours Real Estate Agency, Shenandoah Valley Training Center
- 70. *60848 Working with Buyers in a Challenged Market, 2 hours Real Estate Related, VAR
- 71. *60850 Click, Think, Sell: Using Web Analytics to Dominate Your Market, 2 hours Real Estate Related, VAR
- 72. *60852 Risk Management: What's the Big Deal? 1 hour Real Estate Agency, 1 hour Real Estate Related, VAR
- 73. *60854 Risk Management: What's the Big Deal? 1 hour Real Estate Agency, 2 hours Real Estate Related, VAR
- 74. *60856 Duty Calls, 3 hours Real Estate Related, Liz Moore University
- 75. *60866 Fair Housing, 3 hours Fair Housing, Alpha College of Real Estate
- 76. *60868 Mastering Short Sales, 2 hours Real Estate Related, Liz Moore University
- 77. *60870 Making the MLS Work for You and Your Clients, 2 hours Real Estate Related, Central Virginia School of Real Estate
- 78. 60872 Federal and Virginia Fair Housing Laws (CRP), 2 hours Fair Housing, Moseley-Flint Schools of Real Estate
- 79. *60873 CRS 111 Short Sales and Foreclosures, 7 hours Real Estate Related, Peninsula Real Estate School
- 80. 60876 Deeds, 2 hours Real Estate Related, Shenandoah Valley Training Center
- 81. 60877 Fair Housing, 2 hours Fair Housing, Shenandoah Valley Training Center
- 82. 60884 Tax Free Exchanges (On-line), 4 hours Real Estate Related, Career Webschool
- 83. 60885 Real Estate Math (On-line), 4 hours Real Estate Related, Career Webschool
- 84. 60889 Consensual Dual Agency (On-line), 4 hours Real Estate Related, Career Webschool
- 85. 60890 Pricing Property to Sell (On-line), 8 hour Real Estate Related, Career Webschool
- 86. 60891 Tax Advantages of Home Ownership (On-line) 8 hours Real Estate Related, Career Webschool

- 87. 60892 Methods of Residential Finance (On-line),
8 hours Real Estate Related, Career
Webschool
- 88. 60893 Basic Real Estate Finance (On-line), 8
hours Real Estate Related, Career
Webschool
- 89. 60894 Mandatory Topics (On-line), 2 hours Fair
Housing, 3 hours Ethics & Standards of
Conduct, 1 hour Legal Updates, 1 hour Real
Estate Agency, 1 hour Real Estate
Contracts, Career Webschool
- 90. *60895 2010 Ethics Seminar, 3 hours Ethics &
Standards of Conduct, VAR
- 91. *60897 NAR Quadrennial Ethics Training (On-line),
3 hours Ethics & Standards of Conduct, VAR
- 92. 60899 Bringing Mediation Home, 6 hours Real
Estate Related, VAR
- 93. 60900 Leadership in the Current Real Estate
Environment, 1 hour Real Estate Related,
RAR
- 94. 60901 Leadership in the Current Real Estate
Environment, 1 hour Broker Management, RAR
- 95. 60916 About Home Inspections (On-line), 4 hours
Real Estate Related, ICE
- 96. 60917 About Fair Housing in Virginia (On-line),
4 hours Fair Housing, ICE
- 97. 60918 About Ethics in Real Estate (On-line), 4
hours Ethics and Standards of Conduct, ICE
- 98. 60919 Virginia Real Estate Mandatory Course (On-
line), 1 hour Ethics and Standards of
Conduct, 1 hour Legal Updates, 1 hour Real
Estate Agency, 1 hour Real Estate
Contracts, ICE
- 99. 60920 Green Residential Elective Course, 7 hours
Real Estate Related, Dulles Area Real
Estate School
- 100. *60929 The Virginia Fair Housing Law - The Right
Way to Housing, 3 hours Fair Housing, DPOR
Fair Housing Office
- 101. 60931 Fair Housing in America (On-line), 6 hours
Fair Housing, Moseley-Flint Schools of
Real Estate **(Note Course Materials)**
- 102. 60932 Recognizing Real Estate Red Flags
(On-line), 6 hours Real Estate Related,
Moseley-Flint Schools of Real Estate **(Note
Course Materials)**
- 103. 60933 Investment Property Analysis (On-line), 7

hours Real Estate Related, Moseley-Flint
Schools of Real Estate (**Note Course
Materials**)

C. Original Continuing Education course application, pending
school application:

1. *60846 FHA for Realtors: Transforming Homebuyers
into Homeowners, 3 hours Real Estate
Related, JP Morgan Chase & Company

V. Post License Education Course Applications

A. Previously approved Post License Education course
applications, approved school:

1. 60707 Short Sales and Foreclosures: What Buyer's
Representatives Need to Know - Part 1
(Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics,
Real Estate Career Academy
2. 60708 Short Sales and Foreclosures: What Buyer's
Representatives Need to Know - Part 2
(Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics,
Real Estate Career Academy
3. *60777 2009 Ethics Seminar (Ethics & Standards of
Conduct/Current Industry Issues & Trends),
3 hours Residential Mandatory Topics, Blue
Ridge Real Estate School
4. *60905 Agency Law, 3 hours Residential Real
Estate Mandatory Topics, Piedmont School
of Real Estate
5. *60910 Fair Housing, 3 hours Residential Real
Estate Mandatory Topics, Piedmont School
of Real Estate
6. *60913 Offers, Contracts & Related Issues (Offer
to Purchase), 3 hours Residential Real
Estate Mandatory Topics, Piedmont School
of Real Estate
7. *60915 Real Estate Law & Legal Updates (Real
Estate Law), 3 hours Residential Real
Estate Mandatory Topics, Piedmont School
of Real Estate
8. 60925 Green Designation Core Course Day 1 -
Part 1, (Other Real Estate Related), 4
hours Residential Real Estate Elective
Topics, DAAR

9. 60926 Green Designation Core Course
Day 1 - Part 2, (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, DAAR
10. 60927 Green Designation Core Course
Day 2 - Part 1, (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, DAAR
11. 60928 Green Designation Core Course
Day 2 - Part 2, (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, DAAR

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

1. 60691 Today's Mortgage Financing - Part 2 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
2. *60693 Today's Mortgage Financing (Finance), 4 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
3. *60710 Impact of the New RESPA Rules on Settlement Agents (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Lawyers Title Insurance Corp.
4. *60716 New RESPA Reform (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
5. *60718 Evaluating Rental Property (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
6. *60720 What is LEED and How Does it Impact Commercial Real Estate? (Listing Property; Leasing Property; Current Industry Issues and Trends), 3 hours Commercial Real Estate Mandatory Topics, Kirks Institute
7. *60722 What is Green Financing and what are the Benefits? (Finance), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
8. *60728 The Facts About Tax Deferred Exchanges

- (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
Carruthers Academy of Real Estate
9. *60730 How to do a 1031 Like-kind Exchange (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 10. *60732 Advanced 1031 Exchanges (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 11. *60762 NAR Quadrennial Code of Ethics (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate
 12. *60783 Lead Generation Made Simple (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
 13. *60785 Negotiating Skills for the Real Estate Professional (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
 14. *60788 Negotiating Skills for the Real Estate Professional (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
 15. *60791 First Time Homebuyer Credit (Finance), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
 16. *60794 The Truth About Water Damage Restoration (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 17. *60796 Property or Business Interruption Plans (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 18. *60798 Property Fire Damage Restoration (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 19. *60800 Understanding Storm, Hurricanes and Floods (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 20. *60802 Understanding Storm, Hurricanes and

- Floods (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
21. *60804 Mold, Understanding "The Mold Issue" (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
22. *60806 Mold, Understanding "The Mold Issue" (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
23. *60808 16-hour Continuing Education Course - Part B (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, RAR
24. *60811 16-hour Continuing Education Course - Part C (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, RAR
25. *60813 16-hour Continuing Education Course - Part D (Technology), 4 hours Residential Real Estate Elective Topics, RAR
26. *60815 TEMPO 5.0 Report Manager Workshop (Technology), 3 hours Residential Real Estate Elective Topics, RAR
27. *60819 The Application Process (Other Real Estate Related), 2 hours Property Management Elective Topics, RAR
28. *60821 Top Ten Leasing Mistakes (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, RAR
29. *60823 Evictions & Collections (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, RAR
30. *60825 Short Sales and Foreclosures: Protecting your Clients (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR
31. *60827 Get Off the Fence and Into a Home (Selling Process), 3 hours Residential Real Estate Elective Topics, VAR
32. *60829 New Member Orientation - Ethics & Standards of Conduct (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, RAR
33. 60830 New Member Orientation - Agency Law

- (Agency Law), 3 hours Residential Real Estate Mandatory Topics, RAR
34. 60831 New Member Orientation - Real Estate Law (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RAR
35. *60835 Keeping Current Matters (Selling Process), 2 hours Residential Real Estate Elective Topics, RAR
36. *60837 A Look Back, A Look Ahead: Mortgage Reform & FHA Update (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RAR
37. *60839 2010 RESPA Reform: How Will this Impact My Transactions? (Finance), 2 hours Residential Real Estate Elective Topics, RAR
38. *60841 The Basics of Real Property Valuation (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, VAR
39. 60842 Short Sales and Foreclosures: Protecting Your Client (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
40. *60849 Working with Buyers in a Challenged Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
41. *60851 Click, Think, Sell: Using Web Analytics to Dominate Your Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
42. *60853 Risk Management: What's the Big Deal? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
43. *60855 Risk Management: What's the Big Deal? (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
44. *60857 Duty Calls (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Liz Moore University
45. 60858 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Career Webschool
46. 60859 Selling Process (On-line), 3 hours

- Residential Real Estate Elective Topics,
Career Webschool
47. 60860 Real Estate Law (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Career Webschool
48. 60861 Technology (CRP), 3 hours Residential Real
Estate Elective Topics, Xtreme Agent
Training, LLC
49. 60862 Selling Process (CRP), 3 hours Residential
Real Estate Elective Topics, Xtreme Agent
Training, LLC
50. 60863 Land Use Issues (CRP), 1 hour Residential
Real Estate Elective Topics, Xtreme Agent
Training, LLC
51. 60864 Business Planning (CRP), 2 hours
Residential Real Estate Elective Topics,
Xtreme Agent Training, LLC
52. 60865 Property Valuation/Listing Process (CRP),
3 hours Residential Real Estate Elective
Topics, Xtreme Agent Training, LLC
53. *60867 Fair Housing (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Alpha College of Real Estate
54. *60869 Mastering Short Sales (Other Real Estate
Related), 2 hours Residential Real Estate
Elective Topics, Liz Moore University
55. *60871 Making the MLS Work for you and your
Clients (Other Real Estate Related), 2
hours Residential Real Estate Elective
Topics, Central Virginia School of Real
Estate
56. *60874 CRS 111 Short Sales and Foreclosures
(Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics,
Peninsula Real Estate School
57. 60875 CRS 111 Short Sales and Foreclosures
(Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics,
Peninsula Real Estate School
58. 60878 Property Valuation/Listing Process
(On-line), 3 hours Residential Real Estate
Elective Topics, Career Webschool
59. 60879 Offer to Purchase (On-line), 3 hours
Residential Real Estate Mandatory Topics,
Career Webschool
60. 60880 Land Use Issues (On-line), 1 hour
Residential Real Estate Elective Topics,
Career Webschool

- 61. 60881 Finance (On-line), 3 hours Residential Real Estate Elective Topics, Career Webschool
- 62. 60882 Finance - Commercial (On-line), 2 hours Commercial Real Estate Elective Topics, Career Webschool
- 63. 60883 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Career Webschool
- 64. 60886 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Career Webschool
- 65. 60887 Ethics & Standards of Conduct/Current Industry Issues & Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, Career Webschool
- 66. 60888 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Career Webschool
- 67. *60896 2010 Ethics Seminar (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
- 68. *60898 NAR Quadrennial Ethics Training (Ethics & Standards of Conduct/Current Industry Issues & Trends - Online), 3 hours Residential Real Estate Mandatory Topics, VAR
- 69. 60921 Green Residential Elective Course - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
- 70. 60922 Green Residential Elective Course - Part 2 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
- 71. *60930 The Virginia Fair Housing Law - The Right Way To Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, DPOR Fair Housing Office

C. Original Post License Education course application, pending school application:

- 1. *60847 FHA for Realtors: Transforming Homebuyers into Homeowners (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, JP Morgan Chase & Company

VI. Pre-license Education Course Applications

1. Principles and Practices of Real Estate, 60 hour Salesperson Course, Prime Realty & Investment, LLC **(Pending School Application)**
2. Principles and Practices of Real Estate, 60 hour Salesperson Course (CRP), RAR
3. Real Estate Brokerage, 45 hour Broker Course (CRP), RAR
4. Real Estate Law, 45 hour Broker Course (CRP), RAR
5. Real Estate Finance, 45 hour Broker Course (CRP), RAR
6. Real Estate Appraisal, 45 hour Broker Course (CRP), RAR

VII. Pre-License Education Instructors

1. Wendy F. Coates - Expert
2. Fred F. Malek - Review
3. Russell L. Dillard - Expert
4. Coretta McKinney
5. Beverly J. Thomas
6. Raymond A. Courchene
7. Darlene A. Downey
8. Lucian S. Thomason
9. Lynda D. Morrison
10. Denese C. Kerns

VIII. Additional Continuing/Post License Education Instructors

1. **Howard Williams, Jr.** 57663/57664 - (Foreclosure: Prevention & Opportunities for Buyer Client), **Alpha College of Real Estate**
2. **Lee Odems, Mark Worrilow, and Madonna Padillia** - 60678/60679/60680 - (Short Sales & Foreclosures), **PWAR**
3. **Harrison M. Simpson, Robert M. Pergerson, Lilyan B. Dickerson, Mark A. Forrer, Vivianne B. Couts, Margaret C. Ireland, and Billy M. Owen** - 58806 - (Real Estate Contracts), 58840 - (Virginia Legislative Updates), 58796 - Real Estate Agency, 58802 - (Smart Growth in Virginia), 58804 - (Internet's Effect on Virginia Real Estate Transaction), 58800 - (Real Estate Fair Housing) 58842 - (Legal Ethics & Professionalism in Real Estate Law), 58792 - (Home Sales and the Economy) 58790 - (Do Not Call Rules and Regulations), 58798 -

- (Ethics & Standards of Conduct), 53564 - (Virginia Real Estate Trends & Legal Ethics), 58844 - (Virginia Real Estate Law Update), 58699 - (Limited Service Agency), 58846 - (Virginia Salesperson CE: Mandatory and Elective Topics), 53780/53781 - (Ethics and Standards of Conduct), 53748/53749 - (Fair Housing), 53772/53773 - (Finance), 53742/53743 (- Property Law), 53750/53751 - (Real Estate Technology), 53756/53757 - (Real Estate Law), 53758/53759 - (Agency Law), 53762/53763 - (Land Use Issues), 53764/53765 - (Property Valuation & Listing Process), 53776/53777 - (Offers to Purchase), **Moseley Real Estate Schools**
4. **Harrison M. Simpson, Robert M. Pergerson, Lilyan B. Dickerson, Margaret C. Ireland, and Billy M. Owen** - 58848 - Virginia Broker CE: Mandatory and Elective Topics, 58587 - Agent Supervision and Management (Cases in Improper Listings, Leasing, and Commissions), 58585 - Agent Supervision and Management (Cases in Personal Misconduct and Proper Supervision), 58545 - Agent Supervision and Management (Cases in Advertising and Communication, 58547 - Agent Supervision and Management (Cases in Agency Initiation, Supervision and Management), 58549 - Agent Supervision and Management Cases in Improper Disclosure and Disclosure Management, 58551 - Agent Supervision and Management Cases in Escrow Account Management, 58553 - Agent Supervision and Management Cases in Improper Dealing and Financial Management, 57941 - Agent Supervision and Management Cases in Agent Misconduct 58794 - Agent Supervision and Management, **Moseley Real Estate School**
5. **Lee Odems, Mark WorriLOW, and Madonna Padillia** - 59755- Accredited Buyers Representation (Business Planning), 59756- Accredited Buyers Representation (Real Estate Law), 59761- Accredited Buyers Representation (Agency Law), 59757- Accredited Buyers Representation (Real Estate Related) 59760- Accredited Buyers Representation (Legal Updates, Ethics, Real Estate Agency, Real Estate Contracts, Real Estate Related), 59757/59758- Accredited Buyers Representation - Short Sales & Foreclosures (Real Estate Related), 59759 - Accredited Buyers Representation - Short Sales & Foreclosures (Real Estate Related), **PWAR**
6. **Allan Marteney** - 54240/54241 - (ABR - Innovative Marketing Techniques for Buyer Representatives,

53512/53513 - (Accredited Buyer Designation Course)
53514/53515 - (Accredited Buyer Designation Course),
DAAR

7. **Robert Lambert, Don Clark and William Brown -**
60431/60432/60433, (Broker Licensing Real Estate
Appraisal), 60477/60478 (Broker Licensing - Real
Estate Appraisal), **Alpha College of Real Estate**
8. **Denise Sutton and William Brown -**
60483/60484/60485/60488/60489/60490 - (Broker
Licensing - Real Estate Brokerage), **Alpha College of
Real Estate**
9. **Cynthia Couch, and William Brown -** 60419/60420
60421/60425/60426/60427/60428/60429/60430/60469
60470, (Broker Licensing - Real Estate Law), **Alpha
College of Real Estate**
10. **Darlene Kemp, and William Brown -** 60419/60422
60423/60424/60479/60480 - (Broker Licensing - Real
Estate Finance), **Alpha College of Real Estate**

IX. Other Business

1. Real Estate Board Advisory Council Recommendation
concerning the Post License Education Program

X. Public Comment

XI. Adjourn

* **Continuing Education and Post License Education Course
Companion Applications**