

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING MINUTES

The Real Estate Board Education Committee met on Tuesday, September 20, 2011, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Clifford Wells
Sandra Ferebee

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:03 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

- A. One Proprietary School application was reviewed and approved:
 - 1. Southside Real Estate School, LLC, Danville, VA
Contact Person: Carl Manasco
- B. One-hundred and twenty continuing education course applications were reviewed; of these courses:

Sixteen applications for previously-approved continuing education courses offered by approved schools were considered and approved.

- 1. *63454 2011 Ethics Seminar, 3 hours Ethics & Standards of Conduct, Champion Title & Settlement, Inc/Champion University
- 2. *63535 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Dan River Region Association of Realtors
- 3. 63537 Fair Housing, 2 hours Fair Housing, Dan River Region Association of Realtors
- 4. 63539 Real Estate Agency, 1 hour Real Estate Agency, Dan River Region Association of Realtors
- 5. 63541 Real Estate Law & Legal Update, 1 hour Legal Updates, Dan River Region Association of Realtors

6. 63549 Understanding Credit & Improving Credit Scores V1.3, 4 hours Real Estate Related, Act Web Real Estate School Inc.
7. 63550 Limited Service in Virginia Mandatory (On-line), 2 hours Real Estate Related, Act Web Real Estate School Inc.
8. 63551 The Truth About Mold V2.1 (On-line), 4 hours Real Estate Related, Act Web Real Estate School Inc.
9. 63619 Foreclosures in Virginia; Real Estate Agent Perspective, 1 hour Legal Updates, Dominion Title Corp.
10. 63620 Judgments & Liens: A Real Estate Agent's Perspective, 1 hour Legal Updates, Dominion Title Corporation
11. *63621 Who Owns It? Title & Ownership of Real Estate in Virginia, 1 hour Legal Updates, Dominion Title Corporation
12. *63623 The Effect of Divorce & Bankruptcy on Selling Real Estate in Virginia - A Real Estate Agents Perspective, 1 hour Legal Updates, Dominion Title Corporation
13. *63625 VAR Residential Purchase Contract: Part 1 - Fill in the Blanks, 1 hour Real Estate Contract, Dominion Title Corporation
14. *63627 VAR Residential Purchase Contract: Part 2 - "Standard Provisions", 1 hour Real Estate Contract, Dominion Title Corporation
15. *63629 VAR Residential Purchase Contract: Part 3 - "Statutory Requirements", 1 hour Real Estate Contract, Dominion Title Corporation
16. *63631 Reverse Mortgages - The Basics, 1 hour Real Estate Related, Dominion Title Corporation

One-hundred and four original applications for continuing education courses offered by approved schools were considered. One-hundred of these course applications were approved. One application was approved pending receipt and review of course materials and method of monitoring course attendance. One instructor for an approved course needs to provide additional information evidencing expertise in the field of real estate contracts. One application was approved with reduced hours. One application was denied because the course content does not qualify as real estate continuing education. It was noted by the Committee that education providers seeking approval of online courses need to indicate the amount of course quiz and exam time on the Timed Course Outline to ensure licensees spend no more than 40% of total course time on quizzes and exams.

Staff was instructed to inform education providers of this requirement and to amend the course application to reflect this requirement.

1. *63370 Legal Updates and Emerging Trends, 1 hour
Legal Updates, MBH Settlement Group, LC
- 1a. *63372 The Changing Face of Real Estate Tax
Compliance: What Property Managers Need to
Know, 2 hours Real Estate Related, VAR
2. *63375 Fair Housing Issues in Property Management,
2 hours Fair Housing, VAR
3. *63377 Contracts for Real Estate Professional
(Updated-2011), 3 hours Real Estate
Contracts, The RGS Title Real Estate
Academy (**Instructor Spears need to provide
additional "expertise" information**)
4. 63379 Real Estate Investors & Your Business (On-
line), 4 hours Real Estate Related, The CE
Shop, Inc.
5. 63380 Expanding Housing Opportunities, 6 hours
Real Estate Related, RECA
6. *63381 How to Reduce the Risk of Investment for
Real Estate, 3 hours Real Estate Related,
Realtor Association of Prince William
7. *63383 FHA/VA - Opening Doors to Homeownership, 3
hours Real Estate Related, Realtor
Association of Prince William
8. *63386 Encumbrances, Judgments & Liens, 2 hours
Real Estate Related, Provident School of
Real Estate
9. *63388 Basics of Title Insurance, 2 hours Real
Estate Related, Provident School of Real
Estate
10. *63390 Short Sales: Nine Things You Need to Know
When Working with Lenders, 1 hour Real
Estate Related, VAR
11. *63392 "Out of the Box Sales"- Guide to Alternate
Forms of Finance for Real Estate
Transactions, 2 hours Real Estate Related,
Peninsula Real Estate School
12. *63394 Why Deals Fall Apart, 2 hours Real Estate
Related, VAR
13. *63396 IRS Code 1031 Tax Deferred Exchange, 1 hour
Real Estate Related, Provident School of
Real Estate
14. *63398 Real Forestry for Real Estate, 8 hours Real
Estate Related, Virginia Polytechnic &
State University

15. *63401 Brokers Price Opinion Resource Certification (BPOR), 4 hours Real Estate Related, NVAR
16. *63403 Green 100: Real Estate for a Sustainable Future, 8 hours Real Estate Related, NVAR
17. *63405 Green 200: The Science of Green Building, 8 hours Real Estate Related, NVAR
18. *63409 Construction Essentials for Successful Realtors, 4 hours Real Estate Related, NVAR
19. *63411 Environmental Issues, 4 hours Real Estate Related, NVAR
20. *63442 Housing Market and Economic Outlook, 1 hour Real Estate Related, RAR
21. *63444 Real Estate Law, 3 hours Real Estate Related, Montague Miller Real Estate Academy
22. *63446 Home Financing Basics: Just the Facts, 2 hours Real Estate Related, DAAR
23. *63452 Obsolescence - Impact On Value, 7 hours Real Estate Related, VAR
24. *63456 A Look at RVAR's Exclusive Right to Represent Seller Agreement, 2 hours Real Estate Contracts, The Real Estate School, Inc.
25. *63458 The Ethics Series: Preamble and Article 1, 3 hours Ethics & Standards of Conduct, The Real Estate School, Inc. **(Approved for 2 hours instead of 3 hours)**
26. *63460 Contract for Deed, 2 hours Real Estate Related, Old Dominion Settlements, Inc. T/A Key Title
27. *63462 Relocation: Best Practices, 2 hours Real Estate Related, VAR
28. *63466 2011 SIOR World Fall Conference, 5 hours Real Estate Related, SIOR
29. *63468 21st Annual Real Estate Trends Conference, 4 hours Real Estate Related, VCU **(Approved pending receipt/review of Course Materials and Method of Monitoring Course Attendance)**
30. *63470 Realtors are the Country's Economic Recovery Army: Realtors Get Marching, 2 hours Real Estate Related, NVAR
31. *63472 Reverse Mortgages for Real Estate Professionals, 2 hours Real Estate Related, NVAR
32. 63474 Current Foreclosure Alternatives, 1 hour Ethics and Standards of Conduct, and 5 hours Legal Updates, NBI, Inc.

33. 63481 Advanced Issues in Real Estate Law, 7 hours
Legal Updates, NBI, Inc.
34. *63483 LRE Our World Institute, 2 hours Real
Estate Related, Montague Miller Real Estate
Academy
35. *63486 Control Who Residents Sleep with - Learning
to Manage Bed Bugs, 2 hours Real Estate
Related, VAR
36. *63488 Introduction to Foreclosure of
Commercial/Residential Properties, 3 hours
Legal Updates, VAR
37. *63490 Drafting the Property Management Policies
and Procedures Manual, 2 hours Legal
Updates, VAR
38. 63492 Drafting the Property Management Policies
and Procedures Manual, 2 hours Broker
Management, VAR
39. 63493 Code of Ethics (On-line), 6 hours Ethics
and Standards of Conduct, 360training.com,
Inc.
40. 63494 Environmental Hazards (On-line), 4 hours
Real Estate Related, 360training.com, Inc.
41. 63495 Real Estate Finance (On-line), 4 hours Real
Estate Related, 360training.com, Inc.
42. 63497 Leases (On-line), 4 hours Real Estate
Related, 360training.com, Inc.
43. *63498 Green 100: Real Estate for a Sustainable
Future, 8 hours Real Estate Related, DAAR
44. *63500 Green 200: The Science of Green Building, 8
hours Real Estate Related, DAAR
45. *63502 Green 300: Greening Your Real Estate
Business, 7 hours Real Estate Related, DAAR
46. 63508 Introduction to Foreclosure of
Commercial/Residential Properties, 3 hours
Broker Management, VAR
47. *63509 2011 Legislative Update - A Really Big
Agency Bill, and more, 1 hour Legal
Updates, VAR
48. 63511 Legislative Update - A Really Big
Agency Bill, and more, 1 hour Broker
Management, VAR
49. 63512 RESPA Reform (On-line), 4 hours Real Estate
Related, Career Webschool, T/A Cengage
Learning
50. *63513 Social Media for Property Managers, 1 hour
Legal Updates, and 1 hour Real Estate
Related, VAR
51. *63515 Environmental Issues: Mold, Lead Based

- Paint, Asbestos, Chinese Drywall, 2 hours Real Estate Related, VAR
52. *63517 Construction Management for Property Managers, 3 hours Real Estate Related, VAR
53. 63519 Contracts, Purchases & Sales Agreements (On-line), 4 hours Real Estate Related, 360training.com, Inc.
54. *63520 Business Planning - Goal Setting 2012, 4 hours Real Estate Related, Montague Miller Real Estate Academy
55. 63525 Liens, Taxes and Foreclosures (On-line), 3 hours Real Estate Related, 360training.com, Inc.
56. *63526 Title Search Basics, 3 hours Real Estate Related, Alpha College of Real Estate (**Companion PLE Course Number 63534**)
57. 63528 1031 Exchanges - Increase Your Expertise (On-line), 3 hours Real Estate Related, McKissock, LP
58. *63529 Deed Warranties, Tenancies and Decedents Estate, 1 hour Real Estate Related, Fidelity National Title Insurance Company
59. *63531 REOs: Addenda, Practice & Procedure, 2 hours Real Estate Contracts, VAR
60. 63533 Overview of New Complaint Procedures, 2 hours Broker Management, VAR
61. *63543 Agents in Jeopardy, 2 hours Legal Updates, VAR
62. *63545 2011 Legislative Update - A Really Big Agency Bill, and more, 1 hour Legal Updates, Piedmont School of Real Estate
63. *63547 Financing Condominiums in Challenging Times, 2 hours Real Estate Related, Alpha College of Real Estate
64. *63552 2011 Legislative Update - A Really Big Agency Bill, and more, 1 hour Legal Updates, Blue Ridge Real Estate School
65. *63554 BPOS: The Agent's Role in the Valuation Process, 8 hours Real Estate Related, Alpha College of Real Estate
66. 63556 BPOS: The Agent's Role in the Valuation Process, 8 hours Broker Management, Alpha College of Real Estate
67. *63557 Selling HUD Homes, 2 hours Real Estate Related, William E Wood & Associates Real Estate Academy
68. *63559 FHA Financing & Streamlined 203(K) Limited Repair Program, 2 hours Real Estate

- Related, William E Wood & Associates Real Estate Academy
69. *63561 Risk Management for the Independent Contractor, 1 hour Real Estate Related, Central Virginia School of Real Estate
(Denied - course content does not qualify for continuing education credit)
70. *63563 Transaction Red Flags, 1 hour Real Estate Related, Piedmont School of Real Estate
71. *63565 Unconventional Transaction, 4 hours Real Estate Related, Alltech Title Group, Inc.
72. *63567 Home Inspections, 3 hours Real Estate Related, Alltech Title Group, Inc.
73. *63569 Ethics for Real Estate Agents, 3 hours Ethics and Standards of Conduct, Alltech Title Group, Inc.
74. 63571 2011 Legal Year in Review - A Look Ahead for 2012, 2 hours Legal Updates, RAR
75. 63572 2011 Legal Year in Review - A Look Ahead for 2012, 2 hours Broker Management, RAR
76. *63573 The Real Estate Group Education Series - Seller Systems, 8 hours Real Estate Related, The Real Estate School, Inc.
77. *63577 10 Most Expensive Tax Mistakes, 1 hour Real Estate Related, PWAR
78. *63579 FHA Financing in Today's Market, 1 hour Real Estate Related, PWAR
79. *63581 How to Build Your Business to Sell it All, 1 hour Real Estate Related, Central Virginia School of Real Estate
80. *63583 REOS: Addenda, Practice & Procedure, 2 hours Real Estate Contracts, Williamsburg Real Estate School
81. 63585 REOS: Addenda, Practice & Procedure, 2 hours Broker Management, Williamsburg Real Estate School
82. *63586 HAFA - A Making Home Affordable Initiative, 3 hours Legal Updates, and 3 hours Real Estate Related, RAR
83. *63589 The Real Estate Group Education Series - Buyer Systems, 4 hours Real Estate Related, The Real Estate School, Inc. **(Companion PLE Course Number 63651)**
84. *63590 Principles of Investing in Real Estate, 3 hours Real Estate Related, Carruthers Academy of Real Estate
85. *63592 Commercial Transaction Workshop, 2 hours Legal Updates, and 2 hours Real Estate

- Contracts, RAR
86. *63594 Buyer Agency, 1 hour Real Estate Agency, eLearner Solutions, LLC
 87. *63596 Escrow, 1 hour Legal Updates, eLearner Solutions, LLC
 88. *63598 Broker Tech Risk Management, 3 hours Broker Management, eLearner Solutions, LLC
 89. 63599 Starting a New Agent, 3 hours Broker Management, eLearner Solutions, LLC
 90. *63600 Contracts, 1 hour Real Estate Contracts, eLearner Solutions, LLC
 91. *63602 Escrow, 3 hours Legal Updates, eLearner Solutions, LLC
 92. *63604 Ethics, 3 hours Ethics & Standards of Conduct, eLearner Solutions, LLC
 93. 63606 Broker Agency, 3 hours Broker Management, eLearner Solutions, LLC
 94. *63607 Real Estate Orientation, 1 hour Legal Updates, eLearner Solutions, LLC
 95. *63609 Certified Real Estate Negotiator, 3 hours Real Estate Related, TRSRE
 96. 63611 Principal Broker - Captain of the Ship, 2 hours Broker Management, VAR
 97. *63612 Principal Broker - Captain of the Ship, 2 hours Legal Updates, VAR
 98. *63635 Legal Updates, 1 hour Legal Updates, Champion University
 99. *63637 New Agency Law in Virginia, 3 hours Real Estate Agency, Alltech Title Group, Inc.
 100. *63639 Regional Sales Contracts, 3 hours Real Estate Contracts, Alltech title Group, Inc.
 101. *63641 Short Sales, 3 hours Real Estate Related, Alltech Title Group, Inc.
 102. *63643 Fair Housing, 2 hours Fair Housing, eLearner Solutions, LLC
 103. 63645 Accredited Buyer's Representative, 3 hours Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Long & Foster Institute of Real Estate

C. Ninety-eight post license education course applications were reviewed; of these courses:

Eleven previously approved post license education course applications offered by approved schools were considered and approved.

1. *63455 2011 Ethics Seminar, (Ethics & Standards of

- Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Champion Title & Settlement, Inc/Champion University
2. *63536 Ethics & Standards of Conduct (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory, Dan River Region Association of Realtors
 3. 63538 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Dan River Region Association of Realtors
 4. 63540 Real Estate Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Dan River Region Association of Realtors
 5. 63542 Real Estate Law & Legal Update (Real Estate Law), 3 hours Residential Real Estate Mandatory, Dan River Region Association of Realtors
 6. *63622 Who Owns It? Title & Ownership of Real Estate in Virginia (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dominion Title Corp.
 7. *63624 The Effect of Divorce & Bankruptcy on Selling Real Estate in Virginia - A Real Estate Agents Perspective (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dominion Title Corp.
 8. *63626 VAR Residential Purchase Contract: Part 1 - Fill in the Blanks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dominion Title Corp.
 9. *63628 VAR Residential Purchase Contract: Part 2 - "Standard Provisions" (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dominion Title Corp.
 10. *63630 VAR Residential Purchase Contract: Part 3 - "Statutory Requirements" (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dominion Title Corp.
 11. *63632 Reverse Mortgages - The Basics (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dominion Title Corp.

Eighty-seven original applications for post license education courses offered by approved schools were considered. Eighty-three of these course applications were approved. One application was approved pending receipt and review of complete course materials and method of monitoring course attendance. One instructor for an approved course needs to provide additional information evidencing expertise in the field of real estate contracts. One application was approved with reduced hours. One application was denied because the course content does not qualify as real estate post license education.

1. *63371 Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
2. *63373 The Changing Face of Real Estate Tax Compliance: What Property Managers Need to Know (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
3. *63376 Fair Housing Issues in Property Management (Current Industry Issues & Trends), 2 hours Property Management Elective Topics, VAR
4. *63378 Offer to Purchase for Real Estate Professional Updated-2011 (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, The RGS Title Real Estate Academy (**Instructor Spears need to provide additional "expertise" information**)
5. *63382 How to Reduce the Risk of Investment for Real Estate (Finance), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
6. *63384 FHA/VA - Opening Doors to Homeownership (Finance), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
7. *63387 Encumbrances, Judgments & Liens (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
8. *63389 Basics of Title Insurance (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
9. *63391 Short Sales: Nine Things You Need to Know When Working with Lenders (Other Real Estate Related), 1 hour Residential Real

10. *63393 Estate Elective Topics, VAR
 "Out of the Box Sales"- Guide to Alternate
 Forms of Finance for Real Estate
 Transactions (Other Real Estate Related), 2
 hours Residential Real Estate Elective
 Topics, Peninsula Real Estate School
11. *63395 Why Deals Fall Apart (Other Real Estate
 Related), 2 hours Residential Real Estate
 Elective Topics, VAR
12. *63397 IRS Code 1031 Tax Deferred Exchange
 (Finance), 1 hour Residential Real Estate
 Elective Topics, Provident School of Real
 Estate
13. *63399 Real Forestry for Real Estate (Other Real
 Estate Related), 8 hours Residential Real
 Estate Elective Topics, Virginia
 Polytechnic & State University
14. *63402 Brokers Price Opinion Resource
 Certification - BPOR (Other Real Estate
 Related), 4 hours Residential Real Estate
 Elective Topics, NVAR
15. *63404 Green 100: Real Estate for a Sustainable
 Future (Other Real Estate Related), 4 hours
 Residential Real Estate Elective Topics,
 NVAR
16. *63406 Green 200: The Science of Green Building
 (Other Real Estate Related), 8 hours
 Residential Real Estate Elective Topics,
 NVAR
17. *63410 Construction Essentials for Successful
 Realtors (Other Real Estate Related), 4
 hours Residential Real Estate Elective
 Topics, NVAR
18. *63412 Environmental Issues (Other Real Estate
 Related), 4 hours Residential Real Estate
 Elective Topics, NVAR
19. *63443 Housing Market and Economic Outlook (Other
 Real Estate Related), 1 hour Residential
 Real Estate Elective Topics, RAR
20. *63445 Real Estate Law (Real Estate Law), 3 hours
 Residential Real Estate Mandatory Topics,
 Montague Miller Real Estate Academy
21. *63447 Home Financing Basics: Just the Facts
 (Finance), 2 hours Residential Real Estate
 Elective Topics, DAAR
22. *63453 Obsolescence - Impact On Value (Other Real
 Estate Related), 7 hours Residential Real
 Estate Elective Topics, VAR

23. *63457 A Look at RVAR's Exclusive Right to Represent Seller Agreement (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, The Real Estate School, Inc.
24. *63459 The Ethics Series: Preamble and Article 1 (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 Residential Real Estate Mandatory Topics, The Real Estate School, Inc. **(Approved for 2 hours of Residential Electives instead of 3 hours of Residential Mandatory)**
25. *63461 Contract for Deed (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Old Dominion Settlements, Inc. T/A Key Title
26. *63463 Relocation: Best Practices (Other Real Estate Related), 2 hours Residential Real Estate Related Elective Topics, VAR
27. *63467 2011 SIOR World Fall Conference (Other Real Estate Related), 5 hours Commercial Real Estate Related Elective Topics, SIOR
28. *63469 21st Annual Real Estate Trends Conference (Other Real Estate Related), 4 hours Commercial Real Estate Related Elective Topics, VCU **(Approved pending receipt/review of Course Materials and Method of Monitoring Course Attendance)**
29. *63471 Realtors are the Country's Economic Recovery Army: Realtors Get Marching (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
30. *63473 Reverse Mortgages for Real Estate Professionals (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
31. *63484 LRE Our World Institute (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
32. *63487 Control Who Residents Sleep with - Learning to Manage Bed Bugs (Current Industry Issues and Trends), 2 hours Property Management Elective Topics, VAR
33. *63489 Introduction to Foreclosure of Commercial/Residential Properties (Current Industry Issues and Trends), 3 hours Property Management Elective Topics, VAR

34. *63491 Drafting the Property Management Policies and Procedures Manual (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
35. *63499 Green 100: Real Estate for a Sustainable Future (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, DAAR
36. *63501 Green 200: The Science of Green Building (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, DAAR
37. *63503 Green 300: Greening Your Real Estate Business (Other Real Estate Related), 7 hours Residential Real Estate Elective Topics, DAAR
38. *63510 2011 Legislative Update - A Really Big Agency Bill, and more (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
39. *63514 Social Media for Property Managers (Current Industry Issues & Trends), 2 hours Property Management Elective Topics, VAR
40. *63516 Environmental Issues: Mold, Lead Based Paint, Asbestos, Chinese Drywall (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
41. *63518 Construction Management for Property Managers (Other Real Estate Related), 3 hours Property Management Elective Topics, VAR
42. *63521 Business Planning - Goal Setting 2012 (Business Planning), 4 hour Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
43. *63530 Deed Warranties, Tenancies and Decedents Estate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Fidelity National Title Insurance Company
44. *63532 REOs: Addenda, Practice & Procedure (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
45. *63534 Title Search Basics (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate (**Companion CE Course Number 63526**)
46. *63544 Agents in Jeopardy (Other Real Estate Related), 2 hours Residential Real Estate

- Elective Topics, VAR
47. *63546 2011 Legislative Update - A Really Big Agency Bill, and more (Other Real Estate Related), 1 hour Residential Real Estate Elective Topic, Piedmont School of Real Estate
 48. *63548 Financing Condominiums in Challenging Times (Finance), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 49. *63553 2011 Legislative Update - A Really Big Agency Bill, and more, 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 50. *63555 BPOS: The Agent's Role in the Valuation Process (Property Valuation/Listing Process), 8 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 51. *63558 Selling HUD Homes (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
 52. *63560 FHA Financing & Streamlined 203(K) Limited Repair Program (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
 53. *63562 Risk Management for the Independent Contractor (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate **(Denied - course content does not qualify for post license education credit)**
 54. *63564 Transaction Red Flags (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
 55. *63566 Unconventional Transaction (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alltech Title Group, Inc.
 56. *63568 Home Inspections (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alltech Title Group, Inc.
 57. *63570 Ethics for Real Estate Agents (Ethics & Standards of Conduct/Current Industry

- Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Alltech Title Group, Inc.
58. *63574 The Real Estate Group Education Series - Seller Systems (Property Valuation/Listing Process), 8 hours Residential Real Estate Elective Topics, The Real Estate School, Inc.
59. *63578 10 Most Expensive Tax Mistakes (Finance), 1 hour Residential Real Estate Elective Topics, PWAR
60. *63580 FHA Financing in Today's Market (Finance), 1 hour Residential Real Estate Elective Topics, PWAR
61. *63582 How to Build Your Business to Sell it All (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
62. *63584 REOS: Addenda, Practice & Procedure (Selling Process), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
63. *63587 HAFA - A Making Home Affordable Initiative (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RAR
64. 63588 HAFA - A Making Home Affordable Initiative (Finance), 3 hours Residential Real Estate Elective Topics, RAR
65. *63591 Principles of Investing in Real Estate (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
66. *63593 Commercial Transaction Workshop (Sales), 4 hours Commercial Real Estate Elective Topics, RAR
67. *63595 Buyer Agency (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, eLearner Solutions, LLC
68. *63597 Escrow (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, eLearner Solutions, LLC
69. *63601 Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, eLearner Solutions, LLC
70. *63603 Escrow (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, eLearner Solutions, LLC

- 71. *63605 Ethics (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, eLearner Solutions, LLC
- 72. *63608 Real Estate Orientation (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, eLearner Solutions, LLC
- 73. *63610 Certified Real Estate Negotiator (Selling Process), 3 hours Residential Real Estate Elective Topics, TRSRE
- 74. *63613 Principal Broker - Captain of the Ship (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
- 75. 63614 Virginia Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, REOS.Com, Inc.
- 76. 63615 Real Estate Law (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, REOS.Com, Inc.
- 77. 63616 Offer to Purchase (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, REOS.Com, Inc.
- 78. 63617 Ethics & Standards (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, REOS.Com, Inc.
- 79. 63618 Finance (Finance), 3 hours Residential Real Estate Elective Topics, REOS.Com, Inc.
- 80. 63633 Short Sales (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, REOS.COM, Inc.
- 81. 63634 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, REOS.Com, Inc.
- 82. *63636 Legal Updates (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
- 83. *63638 New Agency Law in Virginia (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Alltech Title Group, Inc.
- 84. *63640 Regional Sales Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Alltech Title Group, Inc.
- 85. *63642 Short Sales (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alltech Title Group, Inc.
- 86. *63644 Fair Housing (Other Real Estate Related) 2 hours Residential Real Estate Elective

87. *63651 Topics, eLearner Solutions, LLC
The Real Estate Group Education Series -
Buyer Systems (Selling Process), 4 hours
Residential Real Estate Elective Topics,
The Real Estate School, Inc. (**Companion CE
Course Number 63589**)

D. Three original Residential Standard Agency Continuing Education course applications were reviewed and approved:

1. Residential Standard Agency, 3 hours, MBH Settlement, LC
2. Residential Standard Agency, 3 hours, NVAR
3. Residential Standard Agency, 3 hours, Alpha College of Real Estate (**Mr. Wells recused himself from voting on this application as he is an instructor for this course**).

These courses will not receive official Board approval and a course number will not be issued to education providers until DPOR Information Systems modifies the Real Estate Board's Education database to allow for this. Testing to modify the Board's database to allow for official Board approval of Residential Standard Agency courses is scheduled for October 8.

E. One Salesperson pre-license education course application was reviewed and approved:

1. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Moseley Flint Schools of Real Estate

F. Nine pre-licensing education instructor applications were reviewed and approved:

1. Cynthia Ann Hawks White
2. Michele Collins Hampton
3. Lizzie O. Hernandez
4. Joseph J. Wilks
5. Maureen M. Schmidt
6. Ellen M. Butters
7. David F. Johnston, Sr.
8. Jackie L. Zeitz - **expert (Principles and Practices)**
9. Guillermo L. Gomez - **expert (Principles & Practices)**

G. Thirteen continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed and approved:

1. **David C. Nash and Dale Gabardy** - 60646/60647 (Agency Law), 62381 (Agency), 56377/56378 (Business Planning), 56351/56352 (Contract Presentation & Negotiations), 60294/60295 (Contract to Closing), 62380 (Contracts), 54008/54009 (Ethics and Standard of Conduct), 60227/60228 (Fair Housing), 62091 (Fair Housing Practically Speaking), 56046/56047 (Offer to Purchase), 60646/60647 (Legal Updates & Emerging Trends), **Long & Foster Real Estate Inc.**
2. **Keith Kreuer** - 56961/56962 (Real Estate Agency), **VAR**
3. **Rich Steensma, Sam Johnson, Adam Downing, Ed Furlow, Joe Rossetti, Ed Zimmer, Billy Newman, Bill Worrell, Neil Clark** - 62961/62959 (Real Forestry for Real Estate - Part 1), 62960/62962 (Real Forestry for Real Estate - Part 2), **Virginia Polytechnic Institute & State University**
4. **John Schonk** - 60346 (8 Hr Required Continuing Education), 60347 (3 Hr Ethics & Standards of Conduct/Current Industry Issues & Trends), **Alpha College of Real Estate**
5. **Aaron C. Simmons, and Greg Allen Scholl** - 58049/58050 (Renovation Lending), **Long & Foster Real Estate Inc.**
6. **Steven Crime and David Lewis**- 62001/62002 (Ethics), **Long & Foster Real Estate Inc.**
7. **Steven Crime, Dan Freire, and David Lewis** - 62380 (Contracts), **Long & Foster Real Estate Inc.**
8. **Brigid Herrick and Barry Allbright** - 61943/61944 (Part 1: The Challenge and Mindset), 61883/61884 - (Part 2: Lead Generation Fundamentals), 61947/61948 (Part 3: Buyers), 61945/61946 - (Part 4: Sellers), 61951/61952 - (Part 5: Lead Generation Beyond the Basics), 61949/61950 - (Part 6: Contract to Close), **Keller Williams Realty**
9. **Michael Femiano, and Larry Polokoff** - 58049/58050 (Renovation Lending), **Long & Foster Real Estate Inc.**
10. **Michael Krone** - 58253 ("Foreclosures in Virginia - A Real Estate Agent Perspective" **Old Republic National Title Insurance Company**
11. **Michael T. Minnery** - 58814 (Risk Management & Creating a Positive Office Environment), 58746 (Escrow, Supervision, Advertising & Office Policy), **PWAR**
12. **James C. Pope** - 60776/60777 (2009 Ethics Seminar), **Blue Ridge Association of Realtors, Inc.**
13. **David C. Nash and Dale Gabardy** - 62261 (Legal Updates and Emerging Trends), **Long & Foster Real Estate Inc.**

H. Other Business

1. The Committee discussed whether to grant broker pre-license education credit to broker licensees in the states

of Indiana and Oregon who apply for a Virginia broker license by reciprocity. The Committee determined the broker pre-license education completed by reciprocal applicants from Indiana is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept the 54 hours of broker pre-license education completed by broker license reciprocal applicants from Indiana toward the Board's 180 classroom-hour broker pre-license education requirement. Broker license reciprocal applicants from Indiana must make up the difference in hours by completing a Board-approved 45-hour Real Estate Brokerage pre-license education course and two other Board-approved 45-hour Broker Pre-license education courses.

The Committee determined the broker pre-license education completed by reciprocal applicants from Oregon is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept the 150 hours of broker pre-license education completed by broker license reciprocal applicants from Oregon toward the Board's 180 classroom-hour broker pre-license education requirement. Broker license reciprocal applicants from Oregon must make up the difference in hours by completing a Board-approved 45-hour Real Estate Brokerage pre-license education course.

I. The meeting adjourned at 4:40 p.m.

* **Continuing Ed. Post License Ed. Course Companion Applications**