

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING MINUTES

The Real Estate Board Education Committee met on Wednesday, March 14, 2012, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Sandra Ferebee
Joseph Funkhouser, II

Board Member present: Cliff Wells

Staff Member present: Gordon Dixon, Director
Mark Courtney, Deputy Director
Jeffrey Williams, Board Administrator
Kevin Hoeft, Education Administrator

The meeting was called to order at 3:01 p.m., and a motion was Made and approved unanimously to approve the agenda.

A. Two Proprietary School Applications were reviewed and approved:

1. HITT Contracting, Inc. Falls Church, VA
Contact Person: Derek Gallardo
2. Western Virginia Land Trust, Roanoke, VA
Contact Person: David Perry

B. Ninety-six continuing education course applications were reviewed.

Nine applications for previously-approved continuing education courses offered by approved schools were considered and approved:

1. 64150 Red Flags Property Inspection Guide V3.0 (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
2. 64151 Property Management and Managing Risk V3.0 (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
3. 64162 Foreclosures, Short Sales, REOS, and Auctions (On-line), 4 hours Real Estate Related, PDI
4. 64163 Real Estate Finance Today V5.0 (On-line), 4 hours Real Estate Related, PDI
5. 64165 Virginia 8-hour Mandatory Continuing Education (On-line), 2 hours Fair Housing,

- 6. 64201 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, PDI Virginia Broker Management and Agent Supervision (On-line), 8 hours Broker Management, PDI
- 7. 64226 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
- 8. 64227 Fair Housing (On-line), 4 hours Fair Housing, Coldwell Banker Residential Brokerage School of Real Estate
- 9. *64234 2012 Ethics Seminar, 3 hours Ethics and Standards of Conduct, Champion Title & Settlements, Inc.

Eighty-six original applications for continuing education courses offered by approved schools were considered. Eighty-three of these course applications were approved. One application was approved with reduced hours. One online distance learning course application was deferred to the next Committee meeting when Board staff will provide the Committee with an Online Course Audit Report. One online distance learning course application was approved pending receipt by Board staff that the Course Content to Quiz/Exam ratio is within the Board's 40% Maximum Quiz/Exam Time Guideline:

- 1. *64080 Expanding Housing Opportunities, 6 hours Real Estate Related, Peninsula Real Estate School
- 2. *64082 Utilizing YouTube in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
- 3. *64084 Utilizing Blogs in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
- 4. *64086 Utilizing Twitter in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
- 5. *64088 Utilizing Linked-In in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
- 6. *64090 Smartphones, Tablets and Tech Tools for Realtors, 2 hours Real Estate Related, Central Virginia School of Real Estate
- 7. 64092 How to Improve Your Overall Credit Score, 1 hour Real Estate Related, DHI Mortgage

- Company, LTD. LP
8. *64093 Red Flags in Risk Management, 1 hour Real Estate Related, WAAR
 9. 64095 Red Flags in Risk Management, 1 hour Broker Management, WAAR
 10. *64096 It's a Price War to the Door, 3 hours Real Estate Related, Liz Moore University
 11. *64102 Increasing Your Professionalism while Managing Your Stress, 1 hour Real Estate Related, Peninsula Real Estate School
 12. *64116 2012 Regional Sales Contract Changes to Paragraph 7 Property Maintenance and Condition and Paragraph 10 Personal Property and Fixtures, 2 hours Real Estate Contracts, MBH Settlement Group, LC
 13. 64118 At Home with Diversity (On-line), 6 hours Real Estate Related, The CE shop, Inc.
(Applied for 8 hours; Course content only warranted 6 hours)
 14. 64119 Real Estate Marketing Reboot: Innovate - Relate - Differentiate (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
 15. *64127 The E Deal, 2 hours Real Estate Related, RAR
 16. *64131 Mold and Defective Chinese Drywall, 1 hour Real Estate Related, MBH Settlement Group, LC
 17. 64141 RPR: Real-Time Data, Market Knowledge, Informed Customers (On-line), 3 hours Real Estate Related, The CE Shop, Inc.
 18. 64142 Office Procedures for Brokers/Escrow Management, 4 hours Broker Management, RAR
 19. 64143 Agent Supervision, 4 hours Broker Management, RAR
 20. *64144 Construction Management for Property Managers, 4 hours Real Estate Related, VAR
 21. 64149 Webinar - Current Issues in Fair Housing (On-line), 3 hours Fair Housing, McKissock, LP
 22. 64166 Contract Law from the Top Down (On-line), 4 hours Real Estate Contracts, McKissock, LP
 23. 64167 2012 SIOR Spring World Conference, 5 hours Real Estate Related, Society of Industrial & Office Realtors
 24. *64168 Short Sale Advanced, 6 hours Real Estate Related, Long and Foster Institute of Real Estate
 25. *64171 Business Planning, 2 hours Real Estate

- Related, Four Pillars Education, Inc.
26. *64173 Ethics and Standards of Conduct, 3 hours
 27. 64175 Ethics and Standards of Conduct, WAAR
Broker Management, WAAR
 28. *64184 At Home with Diversity, 6 hours Real Estate
Related, Four Pillars Education, Inc.
 29. *64186 BPOR, 6 hours Real Estate Related, Four
Pillars Education, Inc.
 30. *64188 EPRO, 8 hours Real Estate Related, Four
Pillars Education, Inc.
 31. *64190 Generation Buy, 6 hours Real Estate
Related, Four Pillars Education, Inc.
 32. *64192 HAFA, 6 hours Real Estate Related, Four
Pillars Education, Inc.
 33. *64194 Marketing Reboot, 8 hours Real Estate
Related, Four Pillars Education, Inc.
 34. *64196 Escrow Accounts and Legal Updates, 2 hours
Legal Updates, Four Pillars Education, Inc.
 35. 64198 Fair Housing, 2 hours Fair Housing, Four
Pillars Education, Inc.
 36. *64199 SRS - Seller Representative Specialist, 12
hours Real Estate Related, Four Pillars
Education, Inc.
 37. *64202 Promoting Your Personal Business, 1 hour
Real Estate Related, Central Virginia
School of Real Estate
 38. *64205 Land Use Taxation for Realtors, 6 hours
Real Estate Related, Piedmont School of
Real Estate
 39. *64207 Breaking Communication Barriers, 3 hours
Real Estate Related, Long and Foster
Institute of Real Estate
 40. *64209 Warranty Plans and Claim Scenarios, 1 hour
Real Estate Related, Long and Foster
Institute of Real Estate
 41. *64211 Home Inspections 2012, 2 hours Real Estate
Contracts, MBH Settlement Group, LC
 42. 64213 Pricing in a Competitive Market - Seller
Conversations, 2 hours Broker Management,
TRSRE
 43. *64214 Pricing in a Competitive Market - Seller
Conversations, 2 hours Real Estate Related,
TRSRE
 44. *64216 Daily Prospecting for Success, 2 hours Real
Estate Related, TRSRE
 45. *64218 Psychology of the Sale, 1 hour Real Estate
Related, TRSRE

46. *64220 VHDA Financing, 1 hour Real Estate Related, TRSRE
47. *64222 Ambassador You: Integrating Social Media into Your Business Communications, 2 hours Real Estate Related, Central Virginia School of Real Estate
48. *64224 Contract Termination, 1 hour Real Estate Contracts, Vesta Settlements, LLC
49. *64228 Employer Assisted Housing, 4 hours Real Estate Related, Peninsula Real Estate School
50. *64230 Outlook Made Easy, 3 hours Real Estate Related, Cindy Bishop Worldwide, LLC
51. *64232 Preservation 101 for VA Realtors, 6 hours Real Estate Related, Alpha College of Real Estate
52. *64236 Energy Efficiency in Existing Homes "Understanding Core Concepts", 1 hour Real Estate Related, Central Virginia School of Real Estate
53. *64238 Energy Efficiency in Existing Homes "The Next Evolution in Buying and Selling", 1 hour Real Estate Related, Central Virginia School of Real Estate
54. *64240 FHA 203 Programs, 1 hour Real Estate Related, TRSRE
55. *64242 Red Flags in Property Inspections, 3 hours Real Estate Related, Academy of Real Estate
56. *64244 The Regional Contract, 3 hours Real Estate Contracts, Academy of Real Estate
57. 64246 Broker Management and Agent Supervision, 8 hours Broker Management, Master Institute
58. *64247 Advanced MLS: Use the Tools, 2 hours Real Estate Related, Central Virginia School of Real Estate
59. *64249 The Keys to a Successful Loan Process, 1 hour Real Estate Related, Piedmont School of Real Estate
60. *64251 Legal Update, 1 hour Legal Update, 1 hour Real Estate Related, Funkhouser Real Estate School **(Mr. Funkhouser recused himself from voting on this application)**
61. *64253 Contract Law, 1 hour Real Estate Contracts, Funkhouser Real Estate School **(Mr. Funkhouser recused himself from voting on this application)**
62. 64255 Fair Housing, 2 hours Fair Housing,

Funkhouser Real Estate School **(Mr. Funkhouser recused himself from voting on this application)**

- 63. 64256 Broker Management & Supervision, 8 hours
Broker Management, SVTC
- 64. *64257 Short Sale Tax Consequences, 2 hours Legal
Updates, Vesta Settlements, LLC
- 65. *64259 Home Inspection vs. Walk Thru, 1 hour Real
Estate Related, Vesta Settlements, LLC
- 66. *64261 Short Selling Investment Properties, 2
hours Real Estate Related, Vesta
Settlements, LLC
- 67. *64263 Credit Consequences of a Short Sale, 1 hour
Real Estate Related, Vesta Settlements, LLC
- 68. *64267 2012 Economic Forecast, 1 hour Real Estate
Related, Alpha College of Real Estate
- 69. *64269 2012 City Economic Forecast, 2 hours Real
Estate Related, Alpha College of Real
Estate
- 70. *64271 FDIC Enforcement of Mortgage Fraud, 1 hour
Real Estate Related, Alpha College of Real
Estate
- 71. *64273 IPAD for Buyers Agents - 5 Key
Fundamentals, 2 hours Real Estate Related,
Alpha College of Real Estate
- 72. *64275 Update on Legislation and Property
Management Issues, 2 hours Legal Updates, 4
hours Real Estate Related, Future Law, LLC
- 73. *64277 Update on Legislation and Property
Management Issues, 1 hour Legal Updates, 2
hours Real Estate Related, Future Law, LLC
- 74. *64279 Update on Legislation and Property
Management Issues, 2 hours Fair Housing, 4
hours Real Estate Related, Future Law, LLC
- 75. *64281 Real Estate Tax Law Update, 1 hour Real
Estate Related, Academy of Real Estate
- 76. *64283 Reading the Signs of the Times;
Interpreting Economic Factors, 2 hours Real
Estate Related, The Real Estate Group
- 77. *64285 Reading the Signs of the Times;
Interpreting Economic Factors, 1 hour Real
Estate Related, The Real Estate Group
- 78. *64287 Reading the Signs of the Times;
Interpreting Economic Factors, 3 hours Real
Estate Related, The Real Estate Group
- 79. *64289 Priority Pricing - Are Your Properties
Positioned to Sell?, 2 hours Real Estate
Related, The Real Estate Group

- 80. *64291 Priority Pricing - Are Your Properties Positioned to Sell?, 3 hours Real Estate Related, The Real Estate Group
- 81. *64293 Navigating the 2012 Conventional Financing Addendum, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
- 82. 64295 Virginia Fair Housing Law, 2 hours Fair Housing, Capital Area Title, LLC
- 83. *64317 Virginia Residential Agency Law, 3 hours Real Estate Agency, Vesta Settlements, LLC
- 84. *64320 Certified Home Marketing Specialist - Positioning Properties (On-line), 5 hours Real Estate Related, BCW2 Corporation
(Application deferred to the next Committee meeting to review Online Course Audit Report)
- 85. *64322 Getting to Know Your Digital Camera for Realtors!, 2 hours Real Estate Related, Central Virginia School of Real Estate
- 86. 64346 Contracts, Purchases & Sales Agreements (On-line), 1 hour Contracts, 3 hours Real Estate Related, 360training.com, Inc.
(Application approved pending receipt that Course Content to Quiz/Exam ratio is within 40% Maximum Quiz/Exam time)

One original Continuing Education course application with a pending school application was reviewed and approved:

- 1. 64204 Conservation Easements: A Changing Landscape, 3 hours Real Estate Related, Western Virginia Land Trust

C. Eighty post license education course applications were reviewed.

Twelve applications for previously-approved post license education courses offered by approved schools were considered and approved:

- 1. 64152 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
- 2. 64153 Property Valuation (On-line - Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, PDI
- 3. 64154 Technology (On-line - Technology), 3 hours Residential Real Estate Elective Topics,

- PDI
4. 64155 VA Real Estate: Selling Process (On-line - Selling Process), 3 hours Residential Real Estate Elective Topics, PDI
 5. 64156 Offer to Purchase (On-line - Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, PDI
 6. 64157 Financing Properties (On-line - Finance), 3 hours Residential Real Estate Elective Topics, PDI
 7. 64158 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
 8. 64159 Ethics and Standards of Conduct/Current Industry Issues and Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
 9. 64160 Business Planning (On-line - Business Planning), 2 hours Residential Real Estate Elective Topics, PDI
 10. 64161 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, PDI
 11. 64164 Land Use Issues (Land Use - On-line), 3 hours Residential Real Estate Elective Topics, PDI
 12. *64235 2012 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Champion Title & Settlements, Inc.

Sixty-eight original applications for post license education courses offered by approved schools were considered. Sixty-seven of these applications were approved. One online distance learning course application was deferred to the next Committee meeting when Board staff will provide the Committee with an Online Course Audit Report.

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

1. *64081 Expanding Housing Opportunities (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
2. *64083 Utilizing YouTube in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School

- of Real Estate
3. *64085 Utilizing Blogs in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 4. *64087 Utilizing Twitter in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 5. *64089 Utilizing Linked-In in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 6. *64091 Smartphones, Tablets and Tech Tools for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 7. *64094 Red Flags in Risk Management (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
 8. *64097 It's a Price War to the Door (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Liz Moore University
 9. *64103 Increasing Your Professionalism while Managing Your Stress (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Peninsula Real Estate School
 10. *64117 2012 Regional Sales Contract Changes to Paragraph 7 Property Maintenance and Condition and Paragraph 10 Personal Property and Fixtures (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
 11. *64128 The E Deal (Technology), 2 hours Residential Real Estate Elective Topics, RAR
 12. *64132 Mold and Defective Chinese Drywall (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
 13. *64145 Construction Management for Property Managers (Other Real Estate Related), 4 hours Property Management Elective Topics, VAR

14. *64169 Short Sale Advanced (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
15. *64172 Business Planning (Business Planning), 2 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
16. *64174 Ethics and Standards of Conduct (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, WAAR
17. *64185 At Home with Diversity (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
18. *64187 BPOR (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
19. *64189 EPRO (Technology), 8 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
20. *64191 Generation Buy (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
21. *64193 HAFA (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
22. *64195 Marketing Reboot (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
23. *64197 Escrow Accounts and Legal Updates (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
24. *64200 SRS - Seller Representative Specialist (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Four Pillars Education, Inc.
25. *64203 Promoting Your Personal Business (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
26. *64206 Land Use Taxation for Realtors (Land Use Issues), 6 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
27. *64208 Breaking Communication Barriers (Other

- Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
28. *64210 Warranty Plans and Claim Scenarios (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
29. *64212 Home Inspections 2012 (Selling Process), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, LC
30. *64215 Pricing in a Competitive Market - Seller Conversations (Selling Process), 2 hours Residential Real Estate Elective Topics, TRSRE
31. *64217 Daily Prospecting for Success (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, TRSRE
32. *64219 Psychology of the Sale (Selling Process), 1 hour Residential Real Estate Elective Topics, TRSRE
33. *64221 VHDA Financing (Finance), 1 hour Residential Real Estate Elective Topics, TRSRE
34. *64223 Ambassador You: Integrating Social Media into Your Business Communications (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
35. *64225 Contract Termination (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Vesta Settlements, LLC
36. *64229 Employer Assisted Housing (Business Planning), 4 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
37. *64231 Outlook Made Easy (Technology), 3 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
38. *64233 Preservation 101 for VA Realtors (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
39. *64237 Energy Efficiency in Existing Homes "Understanding Core Concepts" (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
40. *64239 Energy Efficiency in Existing Homes "The

- Next Evolution in Buying and Selling”
 (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 Central Virginia School of Real Estate
41. *64241 FHA 203 Programs (Finance), 1 hour
 Residential Real Estate Elective Topics,
 TRSRE
42. *64243 Red Flags in Property Inspections (Other
 Real Estate Related), 3 hours Residential
 Real Estate Elective Topics, Academy of
 Real Estate
43. *64245 The Regional Contract (Other Real Estate
 Related), 3 hours Residential Real Estate
 Elective Topics, Academy of Real Estate
44. *64248 Advanced MLS: Use the Tools (Other Real
 Estate Related), 2 hours Residential Real
 Estate Elective Topics, Central Virginia
 School of Real Estate
45. *64250 The Keys to a Successful Loan Process
 (Finance), 1 hour Residential Real Estate
 Elective Topics, Piedmont School of Real
 Estate
46. *64252 Legal Update (Other Real Estate Related), 2
 hours Residential Real Estate Elective
 Topics, Funkhouser Real Estate School **(Mr.
 Funkhouser recused himself from voting on
 this application)**
47. *64254 Contract Law (Other Real Estate Related), 1
 hour Residential Real Estate Elective
 Topics, Funkhouser Real Estate School **(Mr.
 Funkhouser recused himself from voting on
 this application)**
48. *64258 Short Sale Tax Consequences (Other Real
 Estate Related), 2 hours Residential Real
 Estate Elective Topics, Vesta Settlements,
 LLC
49. *64260 Home Inspection vs. Walk Thru (Other Real
 Estate Related), 1 hour Residential Real
 Estate Elective Topics, Vesta Settlements,
 LLC
50. *64262 Short Selling Investment Properties (Other
 Real Estate Related), 2 hours Residential
 Real Estate Elective Topics, Vesta
 Settlements, LLC
51. *64264 Credit Consequences of a Short Sale (Other
 Real Estate Related), 1 hour Residential
 Real Estate Elective Topics, Vesta
 Settlements, LLC

- 52. *64268 2012 Economic Forecast (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
- 53. *64270 2012 City Economic Forecast (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 54. *64272 FDIC Enforcement of Mortgage Fraud (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
- 55. *64274 IPAD for Buyers Agents - 5 Key Fundamentals (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 56. *64276 Update on Legislation and Property Management Issues (Tenant/Landlord Relationships), 6 hours Property Management Elective Topics, Future Law, LLC
- 57. *64278 Update on Legislation and Property Management Issues (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, Future Law, LLC
- 58. *64280 Update on Legislation and Property Management Issues (Tenant/Landlord Relationships), 6 hours Property Management Elective Topics, Future Law, LLC
- 59. *64282 Real Estate Tax Law Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Academy of Real Estate
- 60. *64284 Reading the Signs of the Times; Interpreting Economic Factors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The Real Estate Group
- 61. *64286 Reading the Signs of the Times; Interpreting Economic Factors (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The Real Estate Group
- 62. *64288 Reading the Signs of the Times; Interpreting Economic Factors (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, The Real Estate Group
- 63. *64290 Priority Pricing - Are Your Properties

- 64. *64292 Positioned to Sell? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The Real Estate Group Priority Pricing - Are Your Properties Positioned to Sell? (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, The Real Estate Group
- 65. *64294 Navigating the 2012 Conventional Financing Addendum (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
- 66. *64318 Virginia Residential Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Vesta Settlements, LLC
- 67. *64321 Certified Home Marketing Specialist - Positioning Properties (On-line - Selling Process), 5 hours Residential Real Estate Mandatory Topics, BCW2 Corporation
(Application deferred to the next Committee meeting to review Online Course Audit Report)
- 68. *64323 Getting to Know Your Digital Camera for Realtors!, (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate

D. Twenty-two Residential Standard Agency Continuing Education course applications were reviewed.

Nineteen applications for previously-approved Residential Standard Agency Continuing Education courses offered by approved schools were considered and approved:

- 1. 64296 Residential Standard Agency, 3 hours, RAR
- 2. 64297 Residential Standard Agency, 3 hours, Champion Title & Settlements, Inc.
- 3. 64298 Residential Standard Agency, 3 hours, Central Virginia School of Real Estate
- 4. 64299 Residential Standard Agency, 3 hours, WAAR
- 5. 64300 Residential Standard Agency, 3 hours, Moseley Dickinson Academy of Real Estate
- 6. 64301 Residential Standard Agency, 3 hours, SVTC
- 7. 64302 Residential Standard Agency, 3 hours, Real Estate III School of Real Estate
- 8. 64303 Residential Standard Agency, 3 hours, DRRAR
- 9. 64304 Residential Standard Agency, 3 hours,

- MAI Institute
10. 64305 Residential Standard Agency, 3 hours, Piedmont School of Real Estate
 11. 64306 Residential Standard Agency, 3 hours, DAAR
 12. 64308 Residential Standard Agency, 3 hours, Long & Foster Institute of Real Estate
 13. 64309 Residential Standard Agency, 3 hours, Alpha College of Real Estate
 14. 64310 Residential Standard Agency, 3 hours, Funkhouser Real Estate School **(Mr. Funkhouser recused himself from voting on this application)**
 15. 64312 Residential Standard Agency, 3 hours, Moseley-Flint, Inc.
 16. 64313 Residential Standard Agency, 3 hours, The RGS Title Real Estate Academy
 17. 64314 Residential Standard Agency, 3 hours, CBRB SRE
 18. 64315 Residential Standard Agency, 3 hours, Montague Miller Real Estate Academy
 19. 64316 Residential Standard Agency, 3 hours, Monarch Title, Inc.

Three applications for original Residential Standard Agency Continuing Education courses were reviewed. Two of these applications were approved. One original online distance learning Residential Standard Agency (RSA) Continuing Education course application was deferred to the next Committee meeting pending ARELLO Distance Education Certification and to determine whether this course includes "appropriate testing procedures to verify completion of the course" pursuant to § 54.1-2105.03.A.4 of the Code of Virginia. The Education Committee recommended the Board approve and require, as a condition for course approval, a standard examination for all RSA Distance Learning courses. The Committee intends to address this matter at its next meeting on May 21, 2012. The exam questions included in the Board-approved RSA Course for the Virginia Association of Realtors School (Course Number 64123) should serve as the starting point for approving these standard online course exam questions.

1. 64307 Residential Standard Agency, 3 hours, Vesta Settlements, LLC
2. 64311 Residential Standard Agency, 3 hours, Four Pillars Education, Inc.
3. 64319 Residential Standard Agency (On-line), 3 hours, Moseley Flint, Inc. **(Pending ARELLO Certification and Board-approved exam)**

E. Fourteen pre-licensing instructor applications were reviewed. Thirteen applications were approved. One application was denied because the applicant, an attorney who applied as an expert to teach Real Estate Law, did not provide adequate proof of expertise based on a real estate related disciplinary action against the applicant by the Virginia State Bar.

1. Helen C. Fields
2. John G. Kornfeind - **expert (Law)**
3. David F. Lewis
4. Joseph K. Funkhouser, II (**Mr. Funkhouser recused himself from voting on this application**)
5. Donald L. Coleman - **expert (Law - Denied pending receipt of adequate proof of expertise in real estate law during the past three years). Mr. Wells recused himself from voting on this application.**
6. Cecil R. Frazier
7. Paul A. Bonner
8. Wendy L. Dittrich
9. John J. McCormick
10. Christopher J. Hamilton
11. Ronald L. Tardif
12. Jeanne M. Siracuse
13. William A. Roth - **expert (Appraisal)**
14. Gloria S. MacNeil

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

1. **Mark Given** - 56884 (CRS 103: "Maximize Your Potential... Personally and Professionally), 59830 (CRS 111: Short Sales and Foreclosures: Protecting Your Clients Interest") **CRS**
2. **Jackie Leavenworth** - 56884 (CRS 103: "Maximize Your Potential... Personally and Professionally), **CRS**
3. **Gary Duda, K. Mark Joyner, Dave Snipes, and John Hicks** - 59847/59848 (How to Attract First Time Home Buyers Using Facebook and Twitter), **RAR**
4. **Richard S. George** - 61031 (Fair Housing & Beyond - Virginia), **VAMA**
5. **Kellye Curtis Clarke** - 61127/61128 (Real Estate Contracts), 61360/61361 (Contracts #1), 61358/61359 (Contracts #2), 61129/61130 (Ethics and Standards of Conduct), 61123/61124 (Fair Housing), 61356/61357

(Legal Instruments of Real Estate Finance - 2 hours),
62430/62431 - (Legal Instruments of Real Estate
Finance - 3 hours), 61125/61126 (Legal Updates and
Emerging Trends), 61354/61355 (Short Sales &
Foreclosures), 61121/61122 (VA Agency Law),
62894/62895 (Real Estate Finance Today), **Hometown**

Title and Escrow

6. **Gary Duda and K. Mark Joyner** - 61068/61069 (CVRMLS
New Member MLS Training, **RAR**)
7. **Joe Vita** - 62053/62054 (Real Estate Broker Training)
64123 (Virginia Mandatory Residential Agency)
64038/64039 (2012 Ethics Seminar), **VAR**
8. **Debra George** - 58806 (Real Estate
Contract), 58840 (Virginia Legislative Updates)
58796 (Real Estate Agency), 58802 (Smart Growth in
Virginia), 58804 (Internet's Effect on Virginia Real
Estate Transactions), 58800 (Real Estate Fair
Housing), 58842 (Legal Ethics and Professionalism in
Real Estate Law), 58792 (Home Sales and the Economy)
58790 (Do Not Call Rules and Regulations), 58798
(Ethics and Standards of Conduct), 58844 (Virginia
Real Estate Law Update), 58699 (Limited Service
Agency), 58846 (Virginia Salesperson CE: Mandatory
and Elective Topics), 62734/62735 (Ethics and
Standards of Conduct), 62736/62737 (Fair Housing)
62750/62751 (Finance), 62744/62745 (Property Law)
62742/62743 (Real Estate Technology), 62740/62741
(Real Estate Law), 62732/62733 (Agency Law)
62748/62749 (Land Use Issues), 62746/62747 (Property
Valuation & Listing Process), 62738/62739 (Offers to
Purchase)
58848 (Virginia Broker CE: Mandatory and Elective
Topics), 58587 (Agent Supervision and Management:
Cases in Improper Listing, Leasing and Commissions)
58585 (Agent Supervision and Management:
Cases 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 Disclosures and
Disclosures 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 Schools**
9. **Barbara Hendrickson** - 61427/61428 - (Understanding the Purchase Contract), **Cindy Bishop Worldwide**

G. Other Business

1. The Committee discussed whether to grant broker pre-license education credit to broker licensees in the states of Illinois, California and Texas who apply for a Virginia broker license by reciprocity. The Committee determined the broker pre-license education completed by reciprocal applicants from Illinois is "comparable in content and duration and scope" to the Board's broker pre-license education requirement and recommended the Board accept the 45 hours of broker pre-license education completed by Illinois broker license reciprocal applicants toward the Board's 180 classroom-hour broker pre-license education requirement. Broker license reciprocal applicants from Illinois 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 California and Texas reciprocal applicants is "comparable in content and duration and scope" to the Board's broker pre-license education requirement and recommended the Board accept the broker pre-license education completed by California and Texas broker license reciprocal applicants as meeting the Board's 180 classroom-hour broker pre-license education requirement.

2. Kevin Hoeft updated the Committee on the Residential Standard Agency (RSA) course approval process. The Board is approving RSA Courses and issuing Course Approval Numbers to approved schools, RSA Course completion information is being applied to individual real estate license records in the Board's database and is being displayed on DPOR "License Look-up," and the list of "Board-approved Residential Standard Agency Courses" is available to the public on the Board's website.

H. Public Comment - There was no public comment. The meeting adjourned at 4:03 p.m.

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