

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

November 18, 2013 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Law Offices of Stephen H. Lee, PC, Annandale, VA
Contact Person: Stephen H. Lee
2. American Dream Real Estate School, LLC, Brighton, CO
Contact Person: Todd Cordrey
3. Real Estate Out Loud School, LLC, Alexandria, VA
Contact Person: Suzanne M. Granoski
4. LeaseHawk, LLC, Scottsdale, AZ
Contact Person: Len Ksobiech
5. Thompson Education, LLC, dba Kaplan Real Estate Schools,
Jacksonville, FL
Contact Person: Jacqueline Kreuzer

IV. Continuing Education Course Applications

A. Previously-approved Continuing Education course applications, approved schools:

1. 18545 Risk Management (On-line), 4 hours Real Estate Related, CVSRE
2. 18546 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, CVSRE
3. 18549 Instanet Forms/Transaction Desk, 2 hours Real Estate Related, CVSRE
4. 18550 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, CVSRE
5. 18551 Transaction Desk, 1 hour Real Estate Related, CVSRE
6. 18560 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, CVSRE
7. 18561 Understanding 1031 Tax-Free Exchanges (On-line), 4 hours Real Estate Related, CVSRE
8. 18564 Real Estate Finance Today (On-line), 4 hours Real Estate Related, CVSRE

9. 18566 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, CVSRE
10. 18567 Foreclosures, Short Sales, REO's Auctions (On-line), 4 hours Real Estate Related, CVSRE
11. 18568 Know the Code: Real Estate Ethics (On-line), 4 hours Ethics and Standards of Conduct, CVSRE
12. 18569 Mortgage Fraud & Predatory Lending (On-line), 4 hours Real Estate Related, CVSRE
13. 18570 Insurance for Consumer Protection: What Every Agent Should Know (On-line), 4 hours Real Estate Related, CVSRE
14. 18571 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, CVSRE
15. 18579 Virginia Residential Agency, 3 hours Real Estate Agency, PenFed Realty, LLC
16. 18580 Ethics, 3 hours Ethics & Standards of Conduct, PenFed Realty, LLC
17. 18627 VA 8-hour Mandatory Topics, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, CVSRE
18. 18667 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy
19. 18668 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy
20. 18669 Foreclosures, Short Sales, REOs Auctions (On-line), 4 hours Real Estate Related, Montague Miller Real Estate Academy
21. 18674 Residential Standard Agency, 3 hours Real Estate Agency, Piedmont School of Real Estate
22. 18787 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
23. 18789 Virginia Mandatory Broker and Agent Supervision (On-line), 8 hours Broker Management, Kaplan Real Estate Schools
(Pending approval of Dearborn Original CE Course application number 18596)

B. Original Continuing Education course applications,
Approved schools: (***Continuing Education and Three-Track
Post License Education Course Companion Applications**)

1. 18504 Advanced Eminent Domain and Valuation, 7 hours Legal Updates, NBI, Inc.
2. * 18505 FaceBook Business Management 101, 1 hour
18506 Real Estate Related, Blue Ridge Real Estate School
3. 18514 Investment Strategies in Commercial Real Estate (On-line), 3 hours Real Estate Related, The CE Shop, Inc.
4. 18517 Client Advocacy in Commercial Real Estate (On-line), 3 hours Real Estate Related, The CE Shop, Inc.
5. 18518 Detection & Prevention of Contract Fraud (On-line), 4 hours Real Estate Related, NVAR
6. 18526 Understanding 1031 Tax Free Exchanges (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
7. 18527 Avoiding the Most Common VREB Violations, 2 hours Broker Management, RAR
8. 18528 Avoiding the Most Common VREB Violations, 2 hours Legal Updates, RAR
9. 18529 Real Estate Law, 2 hours Legal Updates, Provident School of Real Estate
10. 18530 Home Innovations & Trends: What's Hot and What's Really Cool, 4 hours Real Estate Related, NVAR
11. 18531 Virginia Fair Housing, 2 hours Fair Housing, PenFed Realty, LLC
12. *18532 Military Relocation Professional
18533 Certification Course, 8 hours Real Estate Related, Alpha College of Real Estate
13. 18536 Real Estate Agency, 2 hours Real Estate Agency, Provident School of Real Estate
14. 18547 Risk Management, 3 hours Real Estate Related, RECA
15. 18559 Conquering Contracts, 6 hours Real Estate Contracts, NVAR
16. 18562 Hot Market Strategies (On-line), 3 hours Real Estate Related, The CE Shop, Inc.
17. 18563 Escrow Requirements (On-line), 3 hours Real Estate Related, Alpha College of Real Estate

18. 18565 Real Estate Legal Update, 1 hour Legal Updates, CVSRE
19. 18573 Fair Housing, 2 hours Fair Housing, Provident School of Real Estate
20. 18574 Agency Law Review, 1 hour Real Estate Related, CVSRE
21. 18575 Risk Management (On-line), 3 hours Real Estate Related, Alpha College of Real Estate
22. 18576 Virginia Broker Management and Supervision (CRP), 8 hours Broker Management, Moseley Flint Schools of Real Estate, Inc.
23. 18577 Virginia Broker Management and Supervision, 8 hours Broker Management (Class), Moseley Flint Schools of Real Estate, Inc.
24. 18578 Office Administration Issues in the Real Estate Industry, 8 hours Broker Management, Moseley Flint Schools of Real Estate, Inc.
25. 18581 Fair Housing (On-line), 2 hours Fair Housing, Alpha College of Real Estate
26. 18582 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
27. 18583 Contracts (On-line), 6 hours Real Estate Contracts, Alpha College of Real Estate
28. 18584 Real Estate Law and Board Regulations (On-line), 8 hours Real Estate Related, Alpha College of Real Estate
29. 18585 Sustainable Housing and Building Green: What Agents Should Know (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
30. 18596 VA Mandatory Broker and Agent Supervision (On-line), 8 hours Broker Management, Dearborn Financial Publishing, Inc.
31. *18603 Prospecting - CRM, 3 hours Real Estate
18604 Related, John Hicks
32. 18605 Brokerage Management (CRP), 8 hours Broker Management, McKissock, LP
33. *18606 Lien on Me, 2 hours Real Estate Related,
18607 MBH Settlement Group, LC
34. *18608 Navigating the Virginia Jurisdictional
18609 Addendum, 2 hours Real Estate Contracts, MBH Settlement Group, LC
35. *18610 Advanced Title Insurance Issues, 2 hours
18612 Real Estate Related, MBH Settlement Group, LC

- 36. 18613 Selling HUD Homes: Increase Your Clients Options (Online), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
- 37. 18614 Real Estate Safety: Protect Yourself During a Showing(CRP), 2 hours Real Estate Related, McKissock, LP
- 38. 18615 Niche Marketing: Narrowing Your Focus (CRP), 2 hours Real Estate Related, McKissock, LP
- 39. 18616 Ethics Acting with Integrity (On-line), 3 hours Ethics & Standards of Conduct, Alpha College of Real Estate
- 40. 18617 Virginia Agency Law (On-line), 3 hours Real Estate Agency, Alpha College of Real Estate
- 41. *18618 2013 Legal Updates on Deeds & the Transfer on Death Act, 1 hour Legal Updates, FSLAWVA
18619 Real Estate Education, LLC
- 42. *18620 The Power of Exchange: 1031s, 2 hours Real
18621 Estate Related, MBH Settlement Group, LC
- 43. *18622 What Real Estate Agents, Property Managers
18623 & Community Association Managers, 2 hours
Legal Updates, VAR
- 44. *18624 Living the Dream-Simple Steps to Avoiding
18625 Problems Settlement, 1 hour Real Estate
Related, MBH Settlement Group, LC
- 45. 18626 Elements of a Contract, 1 hour Real Estate
Contracts, CVSRE
- 46. 18628 Handling Difficult Personalities, 3 hours
Broker Management, William E Wood &
Associates Real Estate Academy
- 47. *18629 Understanding the Regional Sales Contract,
18631 2 hours Real Estate Contracts, MBH
Settlement Group, LC
- 48. 18630 Broker Management Topics (On-line), 8 hours
Broker Management, RealEstateCE.com
- 49. *18632 Create a Buyer Orientation Manual, 2 hours
18633 Real Estate Related, Allegiance Realty
Partners, LLC
- 50. *18641 What Makes the Best Real Estate
18642 Professional - Ethics, Integrity & Hard
Work, 3 hours Ethics and Standards of
Conduct, Monarch Title, Inc.
- 51. *18643 What Makes the Best Real Estate
18644 Professional - Ethics, Integrity & Hard
Work, 3 hours Real Estate Related, Monarch
Title, Inc.

- 52. 18645 Escrow Requirements, 3 hours Real Estate Related, CVSRE
- 53. 18646 Escrow Requirements, 3 hours Broker Management, CVSRE
- 54. *18647 203(k) Education for Renovation, 1 hour
18648 Real Estate Related, MBH Settlement Group, LC
- 55. *18649 Legal Updates and Emerging Trends, 1 hour
18650 Legal Updates, MBH Settlement Group, LC
- 56. *18651 Property Condition Disclosures in Sale
18652 Transactions, 1 hour Real Estate Contracts, MBH Settlement Group, LC
- 57. *18653 Transactional Red Flags-Authority to Sell,
18654 1 hour Real Estate Related, MBH Settlement Group, LC
- 58. 18655 Trends Social Media (On-line), 2 hours Real Estate Related, Alpha College of Real Estate
- 59. 18656 Watch Where You Step: Realtors Guide to Risk Management, 3 hours Legal Updates, RAR
- 60. 18658 Virginia Agency Law, 3 hours Broker Management, WAAR
- 61. 18659 Virginia Agency Law, 3 hours Real Estate Agency, WAAR
- 62. 18660 Estate Planning for Realtors, 2 hours Real Estate Related, Provident School of Real Estate
- 63. 18661 Instanet Broker Management - Transaction and Document Review, 1 hour Broker Management, John Hicks
- 64. 18662 Instanet Broker Management - Transaction and Document Review, 1 hour Real Estate Related, John Hicks
- 65. *18663 Clearing Title to a Commission Check, 1
18664 hour Real Estate Related, MBH Settlement Group, LC
- 66. 18665 Foreclosures, REOs and Short Sales-A Primer, 2 hours Real Estate Related, MBH Settlement Group, LC
- 67. 18666 Real Estate Financial Spreadsheet Analysis Using Excel Software, 7 hours Real Estate Related, CCIM Institute Virginia CCIM Chapter
- 68. 18671 Understanding Title Insurance, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
- 69. 18672 Virginia Real Estate Trends & Ethics (CRP), 8 hours Real Estate Related, Moseley Real Estate Schools, Inc.

70. 18673 Code of Ethics, 3 hours Ethics & Standards of Conduct, The Institute of Continuing Education
71. 18675 Business Planning, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
72. 18676 Breaking Communications Barriers, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
73. 18677 Watch Where You Step: Realtors Guide to Risk Management, 3 hours Broker Management, RAR
74. 18704 Certified New Home Sales Professional, 8 hours Real Estate Related, Alpha College of Real Estate
75. 18705 Current Industry Issues & Trends - Real Estate Finance, 2 hours Real Estate Related, New Millennium University
76. 18706 Environmental Laws, 2 hours Real Estate Related, RealEstateCe.com
77. 18707 Foreclosures Basics, 3 hours Real Estate Related, RealEstateCE.com
78. 18708 Investment Real Estate Tools for Residential Agents, 5 hours Real Estate Related, RealEstateCE.com
79. 18709 Property Management Success, Part 1 (On-line), 3 hours Real Estate Related, RealEstateCE.com
80. 18710 Property Management Success, Part 2 (On-line), 3 hours Real Estate Related, RealEstateCE.com
81. 18711 Understanding What Drives Demand for Real Estate (On-line), 5 hours Real Estate Related, RealEstateCE.com
82. 18712 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations, NVAR
83. 18713 Contract Writing, 6 hours Real Estate Contracts, Piedmont School of Real Estate
84. 18714 Mandatory Topics for Brokers and Salesperson (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hours Real Estate Contracts, RealEstateCE.com
85. *18750 To Survey or Not to Survey - How is that
18751 the Question? 1 hour Real Estate Related, MBH Settlement Group, LC

86. *18752 Risk Management, 3 hours Real Estate
18753 Related, Piedmont School of Real Estate
87. 18754 Foundations of Real Estate Law - Part 1, 4
hours Legal Updates, RAR
88. 18755 Foundations of Real Estate Law - Part 2, 4
hours Legal Updates, RAR
89. *18756 Good Intentions but Bad Results, 2 hours
18757 Legal Updates, VAR
90. 18758 Going Green for Realtors, 3 hours Real
Estate Related, GCAAR
91. 18759 Home Innovations & Trends: What's Hot and
What's Really Cool, 3 hours Real Estate
Related, GCAAR
92. 18760 What Makes the Best R. E. Professional?, 3
hours Real Estate Related, GCAAR
93. 18762 Ethics and Standards of Conduct (On-line),
3 hours Ethics and Standards of Conduct,
Oncourse Learning Corp.
94. 18763 Current Industry Issues & Trends - Business
Planning, 2 hours Real Estate Related, New
Millennium University
95. 18764 Introduction to Real Estate Investments
(Other Distance Learning - On Demand), 8
hours Real Estate Related, Kaplan Real
Estate Schools
96. 18765 Breaking Barriers: Fair Housing (On-line),
3 hours Real Estate Related, The CE Shop,
Inc.
97. *18766 Ten Helpful Legal Cases that Every Virginia
18767 Real Estate Agent Should Know, 1 hour Legal
Updates, MBH Settlement Group, LC
98. *18768 Escrow Requirements, 3 hours Real Estate
18769 Related, MBH Settlement Group, LC
99. 18770 Anti-Trust & The Real Estate Professional,
1 hour Real Estate Related, GCAAR
100. *18771 Short Sales REO Sales & Related Tax Issues,
18772 2 hours Real Estate Related, RGS Title Real
Estate Academy
101. 18773 Agent Supervision and Management: Complete
Series (CRP), 8 hours Broker Management,
Moseley Real Estate Schools, Inc.
102. 18774 Virginia Real Estate Law Update (CRP), 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, Moseley Real Estate
Schools, Inc.

103. 18775 Special Contracts and Seller Financing, 2 hours Real Estate Contracts, RGS Title Real Estate Academy
104. 18777 Escrow Requirements, 3 hours Broker Management, Piedmont School of Real Estate
105. 18778 Escrow Requirements, 3 hours Legal Updates, Piedmont School of Real Estate
106. 18779 Virginia Residential Landlord and Tenant Act (VRLTA), 1 hour Real Estate Related, Capital Area Title, LLC
107. 18780 Real Estate Agency, 1 hour Real Estate Agency, Funkhouser Real Estate School
108. *18781 Navigating the Residential Contract of
18782 Purchase, 1 hour Real Estate Contracts, and 2 hours Real Estate Related, Funkhouser Real Estate School
109. *18783 Integration of TILA & RESPA, 2 hours Real
18784 Estate Related, Funkhouser Real Estate School
110. *18785 Creating a Professional Business, 1 hour
18786 Real Estate Related, Funkhouser Real Estate School
111. 18788 Serving the First Time Homebuyer, 3 hours Real Estate Related, GCAAR
112. 18790 Superior Approach to Short Sales, 1 hour Legal Updates, The Institute of Continuing Education
113. 18791 HOA and CONDO Resales, 1 hour Real Estate Contracts, The Institute of Continuing Education
114. 18792 Details of a Real Estate Transaction, 3 hours Real Estate Contracts, The Institute of Continuing Education
115. 18793 Legal Implications of Short Sales & Foreclosures II, 1 hour Legal Updates, and 1 hour Real Estate Contracts, The Institute of Continuing Education
116. 18794 Agency III, 3 hours Real Estate Agency, The Institute of Continuing Education
117. 18795 January 1, 2014 Forms Changes, 1 hour Legal Updates, 1 hour Real Estate Contracts, The Institute of Continuing Education
118. 18796 Business Planning, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
119. 18797 Escrow Requirements, 3 hours Real Estate Related, New Millennium University

- 120. 18798 Real Estate Risk Management, 3 hours Real Estate Related, New Millennium University
- 121. 18799 Diversity: Your Kaleidoscope of Clients (On-line), 3 hours Real Estate Related, The CE Shop, Inc.
- 122. 18800 Title & Escrow: Two Families, One Transaction (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
- 123. 18801 REO Properties: Responsibilities, Education, & Opportunities for RE Professionals (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
- 124. 18802 Brokerage Risk & Liability - Part 1, 4 hours Broker Management, NVAR
- 125. 18803 Contract Writing, 6 hours Real Estate Contracts, Piedmont School of Real Estate
- 126. 18804 Productive Agents & Profitable Offices, 4 hours Broker Management, NVAR

V. Post License Education Course Applications

A. Previously-approved Post License Education Single-Track course applications, approved schools:

- 1. 18537 Contract Writing (On-line), 6 hours Contract Writing, Kaplan Real Estate Schools
- 2. 18538 Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, Kaplan Real Estate Schools
- 3. 18552 Instanet Forms/Transaction Desk, 2 hours Current Industry Issues and Trends, CVSRE
- 4. 18590 Virginia Residential Agency, 3 hours Virginia Agency Law, Penfed Realty, LLC
- 5. 18591 Ethics, 3 hours Ethics and Standards of Conduct, Penfed Realty, LLC
- 6. 18593 Escrow Requirements (On-line), 3 hours Escrow Requirements, Long and Foster Institute of Real Estate
- 7. 18594 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Long and Foster Institute of Real Estate
- 8. 18595 Contract Writing (On-line), 6 hours Contract Writing, Long and Foster Institute of Real Estate
- 9. 18635 Risk Management (On-line), 3 hours Risk Management, Long and Foster Institute of Real Estate

10. 18636 Fair Housing (On-line), 2 hours Fair Housing, Long and Foster Institute of Real Estate
11. 18637 Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues & Trends, Long and Foster Institute of Real Estate
12. 18683 Contract Writing, 6 hours Contract Writing, Piedmont School of Real Estate
13. 18685 Risk Management (On-line), 3 hours Risk Management, New Millennium University
14. 18686 Fair Housing (On-line), 2 hours Fair Housing, New Millennium University
15. 18687 Escrow Requirements (On-line), 3 hours Escrow Requirements, New Millennium University
16. 18688 Contract Writing (On-line), 6 hours Contract Writing, New Millennium University
17. 18689 Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, New Millennium University
18. 18690 Ethics & Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, New Millennium University
19. 18692 Virginia Agency Law, 3 hours Virginia Agency Law, Real Estate Career Academy
20. 18699 Residential Standard Agency, 3 hours VA Agency Law, Piedmont School of Real Estate
21. 18717 Contract Writing (On-line), 6 hours Contract Writing, Montague Miller Real Estate Academy
22. 18729 Contract Writing (On-line), 6 hours Contract Writing, Alexandria Old Town Real Estate School, LLC
23. 18730 Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues & Trends, Alexandria Old Town Real Estate School, LLC
24. 18732 Virginia Agency Law (On-line), 3 hours VA Agency Law, Alexandria Old Town Real Estate School, LLC
(Pending approval of Dearborn Original PLE ST Course application number 18541)
25. 18734 Virginia Agency Law, 3 hours VA Agency Law (On-line), Kaplan Real Estate Schools
(Pending approval of Dearborn Original PLE ST Course application number 18541)
26. 18738 Risk Management, 3 hours Risk Management, Piedmont School of Real Estate

27. 18748 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law & Board Regulations, Kaplan Real Estate Schools **(Pending approval of Dearborn Original PLE ST Course application number 18747)**

B. Original Post License Education Single-Track course applications, approved schools:

1. 18512 Risk Management, 3 hours Risk Management, MBH Settlement Group, LC
2. 18513 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Southwest VA Board of Realtors Real Estate School
3. 18534 Escrow Requirements, 3 hours Escrow Requirements, RECA
4. 18535 Virginia Fair Housing, 2 hours Fair Housing, PenFed Realty, LLC
5. 18540 Military Relocation Professional Certification Course, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
6. 18541 Virginia Agency Law (On-line), 3 hours VA Agency Law, Dearborn Financial Publishing
7. 18548 Risk Management, 3 hours Risk Management, RECA
8. 18554 Conquering Contracts, 6 hours Contract Writing, NVAR
9. 18555 Ethics: Know the Code, 3 hours Ethics and Standards of Conduct, NVAR
10. 18556 Fair Housing Laws & the Real Estate Professional, 2 hours Fair Housing, NVAR
11. 18557 Virginia Agency Law, 3 hours Virginia Agency Law, NVAR
12. 18586 Risk Management (On-line), 3 hours Risk Management, Alpha College of Real Estate
13. 18587 Contracts (On-line), 6 hours Contract Writing, Alpha College of Real Estate
14. 18588 Real Estate Law and Board Regulations (On-line), 8 hours Real Estate Law and Board Regulations, Alpha College of Real Estate
15. 18589 Fair Housing (On-line), 2 hours Fair Housing, Alpha College of Real Estate
16. 18592 Clients First Agency Law, 3 hours VA Agency Law, Liz Moore University
17. 18638 Ethics: Acting with Integrity (On-line), 3 hours Ethics & Standards of Conduct, Alpha College of Real Estate

18. 18639 What Real Estate Agents, Property Managers & Community Association Managers..., 2 hours Current Industry Issues & Trends, VAR
19. 18640 The Power of Exchange: 1031s, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, LC
20. 18678 Escrow Requirements, 3 hours Escrow Requirements, CVSRE
21. 18679 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Cindy Bishop Worldwide, LLC
22. 18680 Watch Where You Step: Realtor's Guide to Risk Management, 3 hours Risk Management, RAR
23. 18681 Trends: Social Media, 2 hours Current Industry Issues & Trends, Alpha College of Real Estate
24. 18682 Virginia Agency Law, 3 hours VA Agency Law, Williamsburg Real Estate School
25. 18684 Foreclosures, REOs and Short Sales - A Primer, 2 hours Current Industry Issues & Trends, MBH Settlement Group, LC
26. 18691 Understanding Title Insurance, 2 hours Current Industry Issues & Trends, Cindy Bishop Worldwide, LLC
27. 18693 Foundations of Real Estate Law, 8 hours Real Estate Law & Board Regulations, RAR
28. 18696 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Oncourse Learning Corp.
29. 18697 Risk Management, 3 hours Risk Management, NVAR
30. 18698 Fair Housing (On-line), 2 hours Fair Housing, Oncourse Learning Corp.
31. 18700 Risk Management (On-line), 3 hours Risk Management, Oncourse Learning Corp.
32. 18701 VA Agency Law (On-line), 3 hours VA Agency Law, Oncourse Learning Corp.
33. 18702 Keeping the Trust, 3 hours Escrow Requirements, Long and Foster Institute of Real Estate
34. 18703 Current Industry Issues & Trends - Short Sales (On-line), 2 hours Current Industry Issues & Trends, Oncourse Learning Corp.
35. 18715 Compulsory Contract Crash Course, 6 hours Real Estate Contracts, MBH Settlement Group, LC

36. 18716 Current Industry Issues & Trends - Real Estate Finance, 2 hours Current Industry Issues & Trends, New Millennium University
37. 18718 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, Long and Foster Institute of Real Estate
38. 18719 Agency (On-line), 3 hours VA Agency Law, Alpha College of Real Estate
39. 18720 Financing & Escalation Addenda: Protecting Your Client in a Changing Market, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education
40. 18721 Virginia Agency Law, 3 hours VA Agency Law, MAI Institute
41. 18722 Contracts Review and Writing, 3 hours Contract Writing, MAI Institute
42. 18723 January 1, 2014 Forms Changes, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education
43. 18724 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Long and Foster Institute of Real Estate
44. 18725 Good Intentions but Bad Results, 2 hours Current Industry Issues and Trends, VAR
45. 18726 203(k) Financing, 2 hours Current Industry Issues and Trends, CJ Banker Training
46. 18727 Escrow Requirements, 3 hours Escrow Requirements, MBH Settlement Group, LC
47. 18728 Contract Writing, 6 hours Contract Writing, Long and Foster Institute of Real Estate
48. 18731 Escrow Requirements, 3 hours Escrow Requirements, Piedmont School of Real Estate
49. 18733 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law & Board Regulations, Oncourse Learning Corp.
50. 18735 Virginia Agency Law, 3 hours VA Agency Law, William E. Wood & Associates Real Estate Academy
51. 18736 Escrow Requirements (On-line), 3 hours Escrow Requirements, Oncourse Learning Corp.
52. 18737 Contracts & Addendums, 6 hours Contract Writing, Cindy Bishop Worldwide, LLC
53. 18739 Contract Writing (On-line), 6 hours Contract Writing, Oncourse Learning Corp.
54. 18740 Current Industry Issues & Trends - Prospecting for Success, 2 hours Current

- 55. 18741 Industry Issues & Trends, New Millennium University
Current Industry Issues & Trends - Business Planning, 2 hours Current Industry Issues & Trends, New Millennium University
- 56. 18742 R&W Agent Responsibilities...Who Do I Represent? 3 hours Virginia Agency Law, Alpha College of Real Estate
- 57. 18743 Virginia Agency Law, 3 hours VA Agency Law, Long and Foster Institute of Real Estate
- 58. 18744 Fair Housing, 2 hours Fair Housing, MAI Institute
- 59. 18745 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, MAI Institute
- 60. 18746 Escrow Requirements: Deposits and Trust Monies, 3 hours Escrow Requirements, MAI Institute
- 61. 18747 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law & Board Regulations, Dearborn Financial Publishing, Inc.
- 62. 18749 Risk Management, 3 hours Risk Management, Long and Foster Institute of Real Estate
- 63. 18805 Real Estate Risk Management, 3 hours Risk Management, New Millennium University

VI. Residential Standard Agency Courses

A. Previously-approved Residential Standard Agency course applications, approved schools:

- 1. 18670 Residential Standard Agency (On-line), 3 hours, Montague Miller Real Estate Academy
- 2. 18761 Residential Standard Agency, 3 hours, New World Title & Escrow

B. Original Residential Standard Agency Course application, approved school:

- 1. 18520 Residential Standard Agency (On-line), 3 hours, McKissock, LP
- 2. 18553 Residential Standard Agency (CRP), 3 hours, Moseley Flint Schools of Real Estate

VII. Pre-License Education Instructors

1. Kevin D. McGrath
2. Andrew T. Wyman
3. Jonathan D. McAchran
4. Audrey T. Borja
5. David F. Bottenfield
6. Barbara J. Hendrickson
7. Natalie W. Campbell
8. Gazexer G. Green, IV
9. Rosemarie S. Johnson
10. Cheryl C. Spangler
11. James B. Smith
12. M. Franklin Sellers - **expert (Principles)**
13. Patricia M. Young - **expert (Principles)**
14. Daniel Williams - **expert (Principles)**
15. Todd M. Cordrey - **expert (Brokerage, Finance, Law, Principles)**
16. Mark I. Holyfield - **expert (Brokerage, Finance, Law, Principles)**

VIII. Pre-License Education Courses

1. 18524 45-hour Broker Real Estate Law (CRP), Moseley-Flint Schools of Real Estate, Inc.
2. 18525 45-hour Broker Real Estate Law (Class), Moseley-Flint Schools of Real Estate, Inc.
3. 18806 45-hour Broker Real Estate Brokerage, Central Virginia School of Real Estate
4. 18807 60-hour Salesperson Principles and Practices of Real Estate, Alpha College of Real Estate
5. 18808 60-hour Salesperson Principles and Practices of Real Estate (On-line), American School of RE Express
6. 18809 60-hour Salesperson Principles and Practices of Real Estate, Coldwell Banker Residential Brokerage School of RE
7. 18810 45-hour Broker Real Estate Investment (CRP), Moseley-Dickinson Academy of Real Estate
8. 18811 45-hour Broker Real Estate Appraisal, Central Virginia School of Real Estate
9. 18812 60-hour Salesperson Principles and Practices of Real Estate, Real Estate Career Academy
10. 18813 60-hour Salesperson Principles and Practices of Real Estate, New Millennium University

11. 18814 60-hour Salesperson Principles and Practices of Real Estate, NVAR
12. 18815 60-hour Salesperson Principles and Practices of Real Estate, Long and Foster Institute of Real Estate

IX. Additional Continuing/Post License Education Instructors

1. **Tim Vohar, Hank Duarte, George Grundy, Kimberly Porter, Carmen Martin, Alvin Wells, and Doug N. Compton** - 17860 (Ethics/Standards of Conduct) **Alpha College of Real Estate**
2. **Debbie George** - 18090 (Contract Writing - Contracts), 18112 (Real Estate Contracts), 17915 (Real Estate Law & Board Regulations), 18022/17860 (Ethics), 18004/18005 (Agency), **Alpha College of Real Estate**
3. **Timothy Parent** - 12199/12203 (Sticks and Bricks), **RAR**
4. **Sean Glennon** - 16956 (Veterans Affairs Financing), **Jams-01, Inc.**
5. **Mick Glassmacher and Joe Moreno** - 16745/16750 - 2012 A Year of Change, 15517/15521 - 2012 Regional Sales Contract & VA Jurisdictional Addendum Summary of Changes, 15807/15810 - 2012 Regional Sales Contract Changes to Paragraph 7 Property Maintenance and Condition and Paragraph 10 Personal Property and Fixtures, 14224/14228 - A Mock Settlement, 14353/14360 - Agency Law Demystified 15509 - Agent Duties & Disclosures, 11236/11240 - An Introduction to Short Sales and the Short Sale Addendum 17124/17129 - Bankruptcy and Foreclosure, 14351/14357 - Closing Real Estate Sales in Virginia 15524/15529 - Congratulations - You Got the Listing! 17584/17585 - Contracts With Escalators: An Elevator to the Top Sales Price, 12832/13737 - Death, Divorce, & Bankruptcy - The Ins and Outs of these Unconventional Transactions, 10838/10841 - Earnest Money Deposits, 17107/17111 - Effective Real Estate Contracts, 14518/14523 Ethics for Real Estate Agents, 14510/14513 - Fair Housing Law, 15512 - Fair Housing - CE only, 14500/14505 - Foreclosure, REOs and Short Sales, 15910/15913 - Home Inspection 2012, 15074/15077 - Legal Updates and Emerging Trends, 15819/15823 - Mold and Defective Chinese Drywall, 10834/10836 - Navigating the Virginia Jurisdictional Addendum, 17114/17119 - Practical Guide to FIRPTA & Foreign Sellers, 10835/10837 - The Final RESPA Rule, 14372/14378 - Title Insurance and Surveys, 14492/14497 - Transactions Involving FHA/VA Financing, 14483/14488 - Unconventional Transactions, 14294/14287 - Understanding Deed and Tenancy - Effectively Transferring Title to Real Property, 15710/15712 - Understanding the Conventional,

- FHA and VA Financing Addendum, 15711/15715 - Understanding and Using the New NVAR Well and Septic Addendum, 14504/14509 - Why Didn't My Short Sale Close, 14503/14508 - Wills, Estates, and Title Issues, 17988 - Agency Demystified, 17618 - Ethics for Real Estate Agents, 17619 - Fair Housing, 17614 - Why Didn't My Short Sale Close, 15946 - Virginia Residential Standard Agency, **MBH Settlement Group, LC**
6. **James E. Jones** - 15926 (Outlook Made Easy), 13747 (The World of Title Insurance), **Cindy Bishop Worldwide, LLC**
 7. **L. Beth Kearns and Shannon L. Leydig** - 18427/18461 (Financing Workshop), **Cindy Bishop Worldwide, LLC**
 8. **Bill Anderson, George Conery, Kathy Wyatt, Charlie Laurens, David Drogus, Jimmy Gillerlain, John Daly, Karen Gaskins, Norman Thomas, Ron Foresta Jr. and Valerie Smoot** - 18090 (Contract Writing - Contracts), 18112 (Real Estate Contracts), 18004/18005 - Agency, **Alpha College of Real Estate**
 9. **Joanna Silva, Jessica Selway and Andrew Di Paola** - 12784/12789 - (Fair Housing), 11872/11875 (RESPA Reform), 11846/11851 (Short Sales & REO's), 13164/13168 (Deeds in Virginia), 13158/13162 (The Virginia Uniform Power of Attorney Act), 14243/14248 (Title Insurance 101: What Every Real Estate Agent Should Know About Title Insurance) 14223/14227 (Real Estate Finance 101: Home Loans & the NVAR Contract), 14596/14599 (Financing Contingencies & Form 100 of the NVAR Contract), 14570/14574 (Everything You Wanted to Know about Title Insurance), 14578/14583 (Everything You Wanted to Know About RESPA, HUD - 1 & GFE) 14571/14575 (Everything You Wanted to Know About Residential Finance), 15343/15347 (Legal Updates) 15010/15015 (Property Owner's Association & Condominium Disclosures), 15562/15566 (2012 NVAR Revised Contract), 15993 (Residential Standard Agency), **Champion University**
 10. **Andrew T. Wyman** - 12469 (CE Part A), 12428 (CE Part B), 12436 (Part C), 17564 (Broker Business Tools AM), 15831 (Broker Office Procedures/Escrow Management), 15834 (Broker Agent Supervision PM), 17563 (Broker Risk Management), 18025/18023/18074 (Escrow Management), 17418/17613 (Fair Housing), 12448 (New Member Orientation), 17456/17616 (Pathway to Professionalism; 17764/17760 (VA Agency Law, 15444/18002 (Road Rules), 18201/18206 (New Member MLS), 17932 (Contract Drafting), 17938 (Contractually Speaking), **RAR**
 11. **David Hamil** - 12469 (CE Part A), 12428 (CE Part B), 12436 (Part C), 17564 (Broker Business Tools AM), 15831 (Broker Office Procedures/Escrow Management), 15834 (Broker Agent Supervision PM), 17563 (Broker Risk Management),

18025/18023/18074 (Escrow Management), 17418/17613 (Fair Housing), 12448 (New Member Orientation), 17456/17616 (Pathway to Professionalism); 17764/17760 (VA Agency Law), 15444/18002 (Road Rules), 18201/18206 (New Member MLS), 17932 (Contract Drafting), 17938 (Contractually Speaking), 11469 (RE-Stats), 14970/18021 (Mobile Devices), 17946/17950 (Instanet Forms/Transaction Desk), 17948/17951 (i-MAPP), 15816/17952 (e-Deal Workshop), 17943 (Authentisign/Doc Box), 10571 (Buyer Prospecting), 10577 (CMA), **RAR**

12. **Steven G. Salvatore** - 13223 (Financing Workshop), 18427/18461 (Financing Workshop) **Cindy Bishop World, LLC**

X. Other Business

A. Review of Comments to the Proposed Changes to Education in the Board's Proposed Regulations

XI. Public Comment

XII. Adjourn