



COMMONWEALTH of VIRGINIA  
Department of Professional and Occupational Regulation

Terence R. McAuliffe  
Governor

Todd Haymore  
Secretary of  
Commerce and Trade

Jay W. DeBoer  
Director

VIRGINIA REAL ESTATE BOARD  
EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, January 25, 2016, at 2:00 p.m. at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Steve Hoover, Committee Chair  
Santee Ferebee  
Lynn Grimsley  
Lee Odems  
Joe Funkhouser, Board Chair

Staff Members present: Jay DeBoer, Director  
Jeffrey Williams, Board Administrator  
Ana "Mia" Quimpo, Education Specialist

The meeting was called to order by Chairman Hoover at 2:03 p.m.

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

There were no public comments.

The following items were discussed:

**Taking Pre-license courses at multiple Schools.**

Staff shared with the Committee that there is an increasing number of individuals who complete their pre-license requirements at multiple schools. Staff recommended that when this occurs that the Board be tasked with reviewing the courses completed to ensure all the required courses were taken. If they were, the Board will issue an exam approval letter. Board staff will investigate/determine if there is a need, and/or a way, for the applicant's picture to be uploaded to PSI. The committee approved this approach.

**The type and number of hours in Consent and Final Orders.**

Staff shared with the Committee that there are times when licensees are unable to meet the terms of their Final Orders and Consent Orders because the course(s) they are

required to complete in a classroom are not offered. Staff asked the Committee members to try and stick to general Continuing Education (CE) and Post-Licensing categories. The Committee members emphasized that they want mandated education to relate to the licensees' offense as closely as possible, but that they will be mindful of licensees' ability to take the mandated classroom course(s).

**Only approving continuing education topics as outlined in 18 VAC 135-20-101 bullet 1 (p10) vs. approving additional “discretionary” topics as referenced in bullet 2 and 54.1-2105, and “real estate related” duplicate courses.**

Mr. Williams shared with the Committee the May 22, 2014, Guidance document “Continuing Education General Elective Courses,” and one of the member’s request for information regarding courses the Committee denied in the past because they did not fit the continuing education criteria. The Committee discussed “what is the criteria?” and received educational provider input on this issue. Mr. Williams was asked to work with Mr. Odems to construct a tool(s) to help the Committee approve and deny CE courses more consistently. The Committee also requested changes to the course application.

**Teaching an expired and a mismarked course by mistake.**

Staff shared a provider’s request to allow approximate 18 individuals credit for completing a course that expired the previous month. The provider mistakenly taught the course, and it was not the applicants’ fault. The Committee granted permission for the individuals to receive credit and gave Board staff the authority to approve similar situations in the future without bringing the situation to the Committee’s attention. The Committee gave the Board Administrator the same authority to make adjustments to an individual’s record when a provider mistakenly offered a “real estate related” course to a licensee instead of a “mandatory” course when the content of the courses were exactly the same.

To prevent future mistakes by providers and licensees related to taking the “real estate related” version of a course instead of the “mandatory” version, the Committee will no longer approve “real estate related” versions of “mandatory” courses. The Department’s computer system will roll “mandatory” courses over to “real estate related” credit in the future when all the mandatory CE requirements are met.

**Incomplete vs inadequate (e.g., transcripts for waiver, experience), and pre-license inst. application change.**

Mr. Williams shared with the Committee that an increasing number of pre-license instructor applicants who request a waiver of the requirements are not able or do not provide education transcripts. After discussing the issue, the Committee and staff decided to modify the pre-license instructor application with the hopes of helping waiver applicants fully understand what the Committee will be looking for when determining if the applicant meets the pre-license instructor requirements.

**The Committee next considered the education applications on the meeting agenda.**

The following actions were taken:

- I. Three proprietary school applications were reviewed and approved.
  1. 0211001190 - CMPS Institute, LLC. Alpharetta, GA  
Contact Person: Julianna Nicholas
  2. 0211001192 – GeeWhiz Real Estate School, LP, Austin, TX  
Contact Person: Michelle Pumphrey
  3. 0211001193 – First Look Realty Inc. Fairfax, VA  
Contact Person: Mark Bentz
  
- II. One hundred and fifty continuing education course applications were reviewed. Courses/Instructors listed below were approved unless noted otherwise.
  - A. Previously-approved Continuing Education Course Applications, Approved Schools **(Review for Instructor Only – Attachment 2)**:
    1. 0214021818 The Tiny House: Is It a Phase or Craze? On-line, 4 hours Real Estate Related, Kaplan Real Estate Schools **(F.A. Dan Daniels)**
    2. 0214021922 Ethics, 3 hours Ethics and Standards of Conduct, Long & Foster Academy **(Athena Petersen, Kevin M. Hagan, Amy Trumbull, Ann J. Randolph, Bitsy H Davis, Bobbie C. Holman, Catherine M. Noonan, David Francis Lewis, Donna L. Greer, Donna Procise, Elizabeth M. Dalton, Fatima Pereira-Shepherd, Jeffrey W. Reynolds, Jeremy Caleb Johnson, Joann Kokindo, Karin E. Knowles, Kevin McGrath, LISA FRATE, Louise Y. Baker, Mary Beth Pauley, Nancy Dietrich Garrison Roger W. Smith, Ron Miscavige, Sidney M. Smyth, THOMAS L. HOLLOWAY, Vickie Breedlove, Walter Grewe III, Matthew Macklin White, Nicole E. Marucci, David B. Jackson Jennifer Epler McCarthy, Gina Julia Parello, James C. Pope Willard H. Saunders, Teresa M. Schudel, Russell B. Adams, Nina Bonacic-Doric, Donald W. Tomlinson, Kristin W. Agnoli Rachel E. Foster, Julie Tobin Frank)**
    3. 0214021964 The Effect Of Divorce And Bankruptcy On Selling Real Estate, 1 hour Real Estate Related, Advanced Title and Settlements, LLC **(Lee Mergler)**
    4. 0214021965 10 Things Every Loan Officer Wished

Every Realtor Would Know, 1 hour Real Estate Related, Advanced Title and Settlements, LLC (**Lee Mergler**)

5. 0214021966 Title Insurance Basics, 1 hour Real Estate Related, Advanced Title and Settlements, LLC (**Lee Mergler**)

B. Original Continuing Education Course Applications, Approved schools:

1. 0214021775 Introduction to Commercial Real Estate Sales V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
2. 0214021776 Real Estate Finance Today V8.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
3. 0214021777 Crash Course in the Residential Sales Contract in Virginia, 2 hours Real Estate Contracts, Champion University
4. 0214021780 What is Social Media, Why Agents Should Use It, and How? 2 hours Real Estate Related, Kirks Institute for Advanced Real Estate Studies (**Not approved – did not meet the criteria for continuing education elective content**)
5. 0214021781 CVRMLS Road Rules, 2 hours Real Estate Related, RAR (**duplicate PLE # 2**)
6. 0214021782 Real Estate Investors and your Business (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
7. 0214021785 Training Your Successful Team, 1 hour Real Estate Related, Capital Area Title LLC
8. 0214021786 Ethics, 3 hours Ethics and Standards of Conduct, Kirks Institute for Advance Real Estate Studies
9. 0214021788 FHA is the Way! 4 hours Real Estate Related, Jamie L Bailey (**Approved for only 3 hours**)
10. 0214021789 Real Estate Contracts Offer to Purchase, 3 hours Real Estate Contracts, PenFed Realty, LLC
11. 0214021790 Advertising for Property Managers, 2 hours Legal Updates, VAR
12. 0214021791 Practicing Law vis-à-vis Performing Allowable Real Estate Functions & Standard Contract Changes, 2 hours Real Estate Contracts, Old Dominion Settlements, Inc. t/a Key Title
13. 0214021792 What You Need to Know about Limited Liability Companies & Flood Hazard Areas and the National Flood Insurance Program, 2 hours Legal Updates, Old Dominion Settlement, Inc.

14. 0214021793 1031 Tax Deferred Exchanges, Flood Hazard Areas & the National Flood Insurance Program, 2 hours Legal Updates, Old Dominion Settlement, Inc.
15. 0214021799 How to Maximize an Open House, 1 hour Real Estate Related, Central Virginia School of Real Estate **(Not approved – did not meet the criteria for continuing education elective content)**
16. 0214021801 Listings by the Dozen, 3 hours Real Estate Contracts, Liz Moore University **(Not approved – did not meet the criteria for continuing education elective content)**
17. 0214021802 Who Owns, Who Signs, and How? 2 hours Real Estate Related, **(Approved for Contracts)** Liz Moore University **(duplicate CE # 30 and PLE # 8)**
18. 0214021803 Realtor Safety Issues, 1 hour Real Estate Related, FAAR Academy **(Not approved – did not meet the criteria for continuing education elective content)**
19. 0214021806 Contracts, Purchase and Sales Agreements (On-line), 1 hour Real Estate Contracts, and 3 hours Real Estate Related, 360training.com, Inc.
20. 0214021807 Environmental Hazards (On-line), 4 hours Real Estate Related, 360training.com, Inc.
21. 0214021808 Leases (On-line), 4 hours Real Estate Related, 360training.com, Inc.
22. 0214021809 Real Estate Finance (On-line), 4 hours Real Estate Related, 360training.com, Inc.
23. 0214021810 Code of Ethics (On-line), 6 hours **(Approved for only 3 hours)** (Ethics and Standards of Conduct), 360training.com, Inc.
24. 0214021811 Liens Taxes & Foreclosures (On-line), 3 hours Real Estate Related, 360training.com, Inc.
25. 0214021816 Virginia Real Estate Brokerage Management Issues, 2 hours Real Estate Related, Kirks Institute
26. 0214021817 “Settlement Issues and Protocols, Keys to a Successful Closing” & “Flood Hazards Areas and the National Flood Insurance Program”, 3 hours Legal Updates, Old Dominion Settlements, Inc. t/a Key Title
27. 0214021821 2017 Ethics Seminar, 3 hours Ethics and Standards of Conduct, VAR **(duplicate PLE # 3)**
28. 0214021823 VHDA Real Estate Professional Training, 2 hours Real Estate Related, VAR **(duplicate PLE # 4)**
29. 0214021825 Agency: A Complicated Relationship, 2

- hours Real Estate Agency, VAR **(duplicate PLE # 5)**
30. 0214021827 Who Owns, Who Signs, and How? 2 hours  
Real Estate Contracts, Liz Moore University  
**(duplicate CE #17 and PLE #8)**
  31. 0214021828 Required Residential Real Estate  
Disclosures, 2 hours Broker Management, RAR  
**(duplicate CE # 32 and PLE # 6)**
  32. 0214021829 Required Residential Real Estate  
Disclosures, 1 hour Real Estate Agency, and 1  
hour Real Estate Related, RAR **(duplicate CE # 31  
and PLE # 6)**
  33. 0214021832 Understanding Credit Reports, 2 hours  
Broker Management, Cindy Bishop Worldwide  
**(duplicate CE # 34 and PLE # 7)**
  34. 0214021833 Understanding Credit Reports, 2 hours  
Real Estate Related, Cindy Bishop Worldwide  
**(duplicate CE # 33 and PLE # 7)**
  35. 0214021842 Fair Housing, 2 hours Fair Housing,  
VESTA Settlements, LLC **(duplicate PLE # 10)**
  36. 0214021843 REIN Standard Purchase Agreement, 3  
hours Broker Management, WAAR  
**(duplicate CE # 37 and PLE # 9)**
  37. 0214021844 REIN Standard Purchase Agreement, 3  
hours Real Estate Contracts, WAAR**(duplicate CE  
# 36 and PLE # 9)**
  38. 0214021846 Title Insurance – A Primer, 1 hour  
Real Estate Related, VESTA Settlement, LLC
  39. 0214021849 What Lies Beneath? Digging Up the  
Facts about Underground Oil Tanks, 1 hour Real  
Estate Related, RAR
  40. 0214021850 What Lies Beneath: The Facts of  
Underground Storage Tanks, 2 hours Real Estate  
Related, RAR **(duplicate PLE # 11)**
  41. 0214021852 CRS 122 Building A Team to Grow Your  
Business, 4 hours Real Estate Related, and 4  
hours Broker Management, Council of Residential  
Specialist
  42. 0214021853 Understanding Septic Systems & Wells  
for Real Estate Professionals, 2 hours Real Estate  
Related, DAAR
  43. 0214021854 Business Planning – It's All in the  
Plan, 1 hour Real Estate Related, CVSRE **(Not  
approved – did not meet the criteria for  
continuing education elective content)**
  44. 0214021856 Listings-An Overview, 1 hour Real  
Estate Related, CVSRE **(Not approved – did not  
meet the criteria for continuing education  
elective content)**
  45. 0214021857 ARMed and NOT Dangerous, 2 hours Real

- Estate Related, DAAR **(duplicate PLE # 12)**
46. 0214021859 Residential Contract Legal Basics, 2  
hours Real Estate Contracts, Cindy Bishop  
Worldwide, **(duplicate CE # 47 and PLE #13)**
47. 0214021861 Residential Contract Legal Basics, 2  
  
hours Broker Management, Cindy Bishop  
Worldwide, **(duplicate CE #46 and duplicate PLE  
#13)**
48. 0214021862 Wood Destroying Insects, 2 hours  
Broker Management, Cindy Bishop Worldwide  
**(duplicate CE #49 and PLE # 14)**
49. 0214021863 Wood Destroying Insects, 2 hours  
Real Estate Related, Cindy Bishop Worldwide  
**(duplicate CE #48 and PLE # 14)**
50. 0214021865 Risky Closing Choices, 2 hours Broker  
Management, Cindy Bishop Worldwide  
**(duplicate CE #51 and PLE # 15)**
51. 0214021866 Risky Closing Choices, 2 hours Real  
Estate Related, Cindy Bishop Worldwide  
**(duplicate CE #50 and PLE # 15)**
52. 0214021868 Professionalism in Code Enforcement, 3  
hours Ethics and Standards of Conduct, RAR  
**(duplicate PLE #16)**
53. 0214021870 Navigating the Financing Contingency,  
1 hour Real Estate Contracts, VESTA Settlements,  
LLC
54. 0214021871 Death, Divorce, and Bankruptcy, 2  
hours Real Estate Related, VESTA Settlements,  
LLC
55. 0214021873 Using Advanced Technology in  
Inspections, 2 hours Real Estate Related, Cindy  
Bishop Worldwide **(duplicate CE #56 and PLE  
#17)**
56. 0214021874 Using Advanced Technology in  
Inspections, 2 hours Broker Management, Cindy  
Bishop Worldwide **(duplicate CE # 55 and PLE  
#17)**
57. 0214021876 Ethics and Standards of Practice, 3  
hours Ethics and Standards of Conduct, Moseley-  
Dickinson Academy of Real Estate
58. 0214021878 Fair Housing, 2 hours Fair Housing,  
GPAAR
59. 0214021881 Understanding Septic Systems: Onsite  
Systems for Real Estate Professionals, 2 hours  
Real Estate Related, RAR **(duplicate PLE #18)**
60. 0214021883 Smart Homes, 2 hours Broker  
Management, FAAR Academy **(duplicate CE # 61  
and PLE #19)**
61. 0214021885 Smart Homes, 2 hours Real Estate

- Related, FAAR Academy **(duplicate CE # 60 and PLE #19)**
62. 0214021896 Fair Housing, 2 hours Fair Housing, Long and Foster Institute of Real Estate **(duplicate PLE #20)**
  63. 0214021898 Appraisals...Figuring the Numbers, 2 hours Broker Management, Cindy Bishop Worldwide **(duplicate CE #64 and PLE #21)**
  64. 0214021899 Appraisals...Figuring the Numbers, 2 hours Real Estate Related, Cindy Bishop Worldwide **(duplicate CE #63 and duplicate PLE #21)**
  65. 0214021901 Crawl Space Science, 2 hours Real Estate Related, RAR **(duplicate PLE # 22)**
  66. 0214021904 Generating Buyer & Seller Leads, 8 hours Real Estate Related, DAAR **(Not approved – did not meet the criteria for continuing education elective content)**
  67. 0214021905 Realtor.com's Review of Housing Market Trends and Outlook for the Year Ahead, 2 hours Real Estate Related, Alpha College of Real Estate **(duplicate CE #68 and PLE #24)**
  68. 0214021906 Realtor.com's Review of Housing Market Trends and Outlook for the Year Ahead, 2 hours Broker Management, Alpha College of Real Estate **(duplicate CE #67 and PLE #24)**
  69. 0214021908 2017 Professional Standards Road Show, 3 hours Ethics and Standards of Conduct and 3 hours Real Estate Related, VAR
  70. 0214021916 Safety, RE Disclosures, Common Violations, 4 hours Real Estate Related, RAR **(Approved with title change for only 3 hours)**
  71. 0214021917 Understanding Different Types of Property Insurance, 1 hour Broker Management, Alpha College of Real Estate **(duplicate CE#72)**
  72. 0214021918 Understanding Different Types of Property Insurance, 1 hour Real Estate Related, Alpha College of Real Estate **(duplicate CE#71)**
  73. 0214021919 6 Deadly Pricing Mistakes, 3 hours Real Estate Related, VAR **(duplicate PLE #25)**
  74. 0214021921 3M-Is It Modular, Manufactured or Mobile? 1 hour Real Estate Related, FAAR Academy
  75. 0214021924 The Basic of the 1031 Tax Deferred Exchange 2017, 1 hour Real Estate Related, The Institute of Continuing Education
  76. 0214021926 1031 Tax Exchange Basics and Estates, 2 hours Real Estate Related, The Institute of Continuing Education, **(duplicate PLE #26)**
  77. 0214021927 Til Death do us Part – Divorce and



- Real Estate Transactions Primer, 1 hour Real Estate Related, The Institute of Continuing Education
78. 0214021928 Anatomy of a Split Closing, 1 hour Real Estate Related, The Institute of Continuing Education
79. 0214021929 Til Death do us Part – Divorce and Real Estate Transactions Primer, 2 hours Real Estate Related, The Institute of Continuing Education **(duplicate PLE # 27)**
80. 0214021931 Know the Ins and Outs of a Good Home Inspection, 2 hours Real Estate Related, FAAR Academy **(duplicate PLE #28)**
81. 0214021933 Residential Contract Essentials, 2 hours Real Estate Contracts, Cindy Bishop Worldwide **(duplicate CE #82 and PLE #29)**
82. 0214021934 Residential Contract Essentials, 2 hours Broker Management, Cindy Bishop Worldwide **(duplicate CE #81 and PLE #29)**
83. 0214021936 NLP: Negotiate Like a Pro, 3 hours Real Estate Related, VAR **(duplicate PLE #30)**
84. 0214021938 Scams: If it Sounds Too Good To Be True, 1 hour Broker Management, VAR
85. ~~0214021939 2017 Professional standards Road Show, 3 hours Ethics and Standards of Conduct and 3 hours Real Estate Related, VAR (Administrative Duplicate)~~
86. 0214021940 Fortify Your Firm Sensible Solutions for Identifying & Reducing Risk, 2 hours Broker Management, VAR **(duplicate PLE #31)**
87. 0214021942 Ethics for the Real Estate Professional, 1 hour Ethics and Standards of Conduct, NVAR
88. 0214021943 Contract for Deed, 2 hours Real Estate Contracts, Old Dominion Settlement, Inc. t/a Key Title
89. 0214021944 Understanding Basic Environmental Issues, 2 hours Real Estate Related, GCAAR
90. 0214021945 Getting from Sale to Settlement Table, 2 hours Real Estate Related, GCAAR
91. 0214021946 Pass-Throughs: The Impact of Increases in Utilities, Insurance and Real Estate Taxes on the Tenant, 3 hours Real Estate Related, GCAAR
92. 0214021947 Commercial Agency and Property Principles, 3 hours Real Estate Related, GCAAR
93. 0214021948 Introduction to Commercial Real Estate, 3 hours Real Estate Related, GCAAR
94. 0214021949 What You Don't Know About Credit Can Hurt You, 1 hour Real Estate Related, GCAAR
95. 0214021950 Material vs. Confidential Facts, 1

- hour Real Estate Related, GCAAR
96. 0214021951 Trusts and Wills in Real Estate Transactions, 2 hours Real Estate Related, GCAAR
  97. 0214021952 Cash Flow Planning For Real Estate Investors, 3 hours Real Estate Related, GCAAR
  98. 0214021953 Cash Flow Planning For Millenials & First Time Homebuyers, 3 hours Real Estate Related, GCAAR
  99. 0214021954 Mortgage and Real Estate Taxation, 3 hours Real Estate Related, GCAAR
  100. 0214021955 Home Inspection, 3 hours Real Estate Related, GCAAR
  101. 0214021956 NVAR Sales Contract Review, 3 hours Real Estate Related, GCAAR
  102. 0214021957 Negotiating Multiple Offers, 2 hours Real Estate Related, GCAAR
  103. 0214021958 Architecture Styles, Building Nomenclature and Materials, 3 hours Real Estate Related, GCAAR
  104. 0214021959 Financing Issues Update, 3 hours Real Estate Related, GCAAR
  105. 0214021960 Non-Conforming Financing, 3 hours Real Estate Related, GCAAR
  106. 0214021961 How Tax Laws Affect the Real Estate Professional, 3 hours Real Estate Related, GCAAR
  107. 0214021962 Real Estate Tax Update, 1 hour Real Estate Related, GCAAR
  108. 0214021963 Contract Contingencies, 1 hour Real Estate Related, GCAAR
  109. 0214021967 Agency, 3 hours Real Estate Agency, Long and Foster Institute of Real Estate **(duplicate PLE #32)**
  110. 0214021969 Agency for New Licensees, 3 hours Real Estate Related, The Settlement Group Real Estate School **(Approved for PLE only)**
  111. 0214021970 Risk Management for New Licensees, 3 hours Real Estate Related, The Settlement Group Real Estate School
  112. 0214021971 Communication Pitfalls in Today's Real Estate World, 4 hours Broker Management, Alpha College of Real Estate
  113. 0214021972 Communication Pitfalls in Today's Real Estate World, 4 hours Real Estate Related, Alpha College of Real Estate
  114. 0214021973 Buyer Counseling, 3 hours Real Estate Related, TRSRE **(Not approved – did not meet the criteria for continuing education elective content)**
  115. 0214021974 Open Houses, 2 hours Real Estate

- Related, TRSRE **(Not approved – did not meet the criteria for continuing education elective content)**
116. 0214021975 Business Planning, 2 hours Broker Management, TRSRE **(Not approved – did not meet the criteria for continuing education elective content)**
117. 0214021976 Business Planning, 2 hours Real Estate Related, TRSRE **(Not approved – did not meet the criteria for continuing education elective content)**
118. 0214021977 Financing Residential Mortgages, 1 hour Real Estate Contracts, and 2 hours Real Estate Related, TRSRE **(Only approved for 2 hours of Real Estate Related)**
119. 0214021978 Contract to Closing, 1 hour Real Estate Contracts, and 2 hours real Estate Related, TRSRE **(Only approved for 2 hours of Real Estate Related)**
120. 0214021979 Contract to Closing, 1 hour Real Estate Contracts, and 2 hours Broker Management, TRSRE **(Only approved for 2 hours of Broker Mangement)**
121. 0214021980 Pricing Strategies Advisor, 8 hours Real Estate Related, DAAR
122. 0214021981 Home Financing Basics- Just the Facts, 2 hours Real Estate Related, DAAR **(duplicate PLE #33)**
123. 0214021983 Green Day 1 The Resource-Efficient Home: Remodels, Retrofit, Renovations, and New-Home Construction, 7 hours Real Estate Related, CVSRE **(duplicate PLE #34)**
124. 0214021985 Green-Day 2 Representing Buyers And Sellers: Resource-Efficient Homes, 6 hours Real Estate Related, CVSRE **(duplicate PLE #35)**
125. 0214021988 Title Insurance: Five Horror Stories, 1 hour Real Estate Related, New World Title & Escrow

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

1. 0214021794 Mortgage for Real Estate Taxation, 3 hours Real Estate Related, CMPS Institute LLC
2. 0214021795 Cash Flow Planning for Real Estate Investors, 3 hours Real Estate Related, CMPS Institute LLC
3. 0214021796 Mortgage Math Camp, 3 hours Real Estate Related, CMPS Institute LLC

**Course applications 4 – 21 (listed below) were tabled until the next Committee meeting. Board Administrator Williams will contact the course provider to discuss the Committee’s concerns about the courses listed below.)**

4. 0214021872 Creative Real Estate Financing (On-line), 5 hours Real Estate Related, Gee Whiz Real Estate School
5. 0214021886 Flood Insurance Protection (On-line), 4 hours Real Estate Related, Gee Whiz Real Estate School
6. 0214021887 HUD Home Improvement for Foundations and Walls (On-line), 5 hours Real Estate Related, Gee Whiz Real Estate School
7. 0214021888 Navigating Real Estate Finance (On-line), 2 hours Real Estate Related, Gee Whiz Real Estate School
8. 0214021889 HUD Home Improvement for Windows, Doors, Kitchen and Baths (On-line), 5 hours Real Estate Related, Gee Whiz Real Estate School
9. 0214021890 Managing & Investing in Income Properties (On-line) 6 hours Real Estate Related, Gee Whiz Real Estate School
10. 0214021891 Methods of Real Estate Financing (On-line), 8 hours Real Estate Related, Gee Whiz Real Estate School
11. 0214021892 Preparing Effective Contracts (On-line), 2 hours Real Estate Related, Gee Whiz Real Estate School
12. 0214021893 Real Estate Basics (On-line), 8 hours Real Estate Related, Gee Whiz Real Estate School
13. 0214021894 Real Estate Principles (On-line), 8 hours Real Estate Related, Gee Whiz Real Estate School
14. 0214021895 Trust Deed Investments (On-line), 3 hours Real Estate Related, Gee Whiz Real Estate School
15. 0214021909 How Real Estate Professionals Avoid Costly Mistakes (On-line), 2 hours Real Estate Related, Gee Whiz Real Estate School
16. 0214021910 Real Estate Agency Law (On-line), 1 hour Real Estate Agency, Gee Whiz Real Estate School
17. 0214021911 Real Estate Contracts (On-line), 1 hour Real Estate Contracts, Gee Whiz Real Estate School
18. 0214021912 Real Estate Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Gee Whiz Real Estate School
19. 0214021913 Real Estate Fair Housing (On-line), 2

- 20. 0214021914 Real Estate Legal Update with Flood (On-line), 1 hour Legal Updates, Gee Whiz Real Estate School
- 21. 0214021915 Showing Homes Safely (On-line), 3 hours Real Estate Related, Gee Whiz Real Estate School

III. Thirty-six post license education course applications were reviewed and approved.

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

- 1. 0214021923 Ethics, 3 hours Ethics and Standards of Conduct, FAAR Academy, **(Athena Petersen, Kevin M. Hagan, Amy Trumbull, Ann J. Randolph, Bitsy H Davis, Bobbie C. Holman, Catherine M. Noonan, David Francis Lewis, Donna L. Greer, Donna Procise, Elizabeth M. Dalton, Fatima Pereira-Shepherd, Jeffrey W. Reynolds, Jeremy Caleb Johnson, Joann Kokindo, Karin E. Knowles, Kevin McGrath, LISA FRATE, Louise Y. Baker, Mary Beth Pauley, Nancy Dietrich Garrison Roger W. Smith, Ron Miscavige, Sidney M. Smyth, THOMAS L. HOLLOWAY, Vickie Breedlove, Walter Grewe III, Matthew Macklin White, Nicole E. Marucci, David B. Jackson Jennifer Epler McCarthy, Gina Julia Parello, James C. Pope Willard H. Saunders, Teresa M. Schudel, Russell B. Adams, Nina Bonacic-Doric, Donald W. Tomlinson, Kristin W. Agnoli Rachel E. Foster, Julie Tobin Frank)**

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

- 1. 0214021783 Escrow Requirements-Staying Compliant with State Law and Regulations, 3 hours Escrow Requirements, William E Wood & Associates Real Estate Academy
- 2. 0214021784 CVRMLS Road Rules, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 5)**
- 3. 0214021822 2017 Ethics Seminar, 3 hours Ethics and Standards of Conduct, VAR **(duplicate CE # 27)**

4. 0214021824 VHDA Real Estate Professional Training, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 28)**
5. 0214021826 Agency: A Complicated Relationship, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 29)**
6. 0214021831 Required Residential Real Estate Disclosures, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 31 and 32)**
7. 0214021834 Understanding Credit Reports, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 33 and 34)**
8. 0214021835 Who Owns, Who Signs, and How? 2 hours Current Industry Issues and Trends, Liz Moore University **(duplicate CE # 17 and 30)**
9. 0214021845 REIN Standard Purchase Agreement, 2 hours Current Industry Issues and Trends, WAAR **(duplicate CE # 36 & 37)**
10. 0214021847 Fair Housing, 2 hours Fair Housing, VESTA Settlements **(duplicate CE # 35)**
11. 0214021851 What Lies Beneath: The Facts of Underground Storage Tanks, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 40)**
12. 0214021858 ARMed and NOT Dangerous, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 45)**
13. 0214021860 Residential Contract Legal Basics, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 46 and # 47)**
14. 0214021864 Wood Destroying Insects, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE #48 and 49)**
15. 0214021867 Risky Closing Choices, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE #50, and #51)**
16. 0214021869 Professionalism in Code Enforcement, 3 hours Ethics and Standards of Conduct, RAR **(duplicate CE #52)**
17. 0214021875 Using Advanced Technology in Inspections, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 55 and 56)**
18. 0214021882 Understanding Septic Systems: Onsite Systems for Real Estate Professionals, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE #59)**
19. 0214021884 Smart Homes, 2 hours Current Industry Issues and Trends, FAAR Academy **(duplicate CE #60 and #61)**

20. 0214021897 Fair Housing, 2 hours Fair Housing,  
Long and Foster Institute of Real Estate **(duplicate  
CE # 62)**
21. 0214021900 Appraisals...Figuring the Numbers, 2  
hours Current Industry Issues and Trends, Cindy  
Bishop Worldwide **(duplicate CE#63 and #64)**
22. 0214021902 Crawl Space Science, 2 hours Current  
Industry Issues and Trends, RAR **(duplicate CE  
#65)**
23. 0214021903 Understanding Revised VREB Regulations  
And Reviewing Advertising/Social Media  
Requirements, 2 hours Current Industry Issues and  
Trends, RAR
24. 0214021907 Realtor.com's Review of Housing Market  
Trends and Outlook for the Year Ahead, 2 hours  
Current Industry Issues and Trends, Alpha College  
of Real Estate **(duplicate CE # 67 and 68)**
25. 0214021920 6 Deadly Pricing Mistakes. 2 hours  
Current Industry Issues and Trends, VAR  
**(duplicate CE #73)**
26. 0214021925 1031 Tax Exchange Basics and  
Estates, 2 hours Current Industry Issues and  
Trends, The Institute of Continuing Education  
**(duplicate CE #76)**
27. 0214021930 Til Death do us Part – Divorce and  
Real Estate Transactions Primer, 2 hours Current  
Industry Issues and Trends, The Institute of  
Continuing Education **(duplicate CE #79)**
28. 0214021932 Know the Ins and Outs of a Good Home  
Inspection, 2 hours Current Industry Issues and  
Trends, FAAR Academy **(duplicate CE #80)**
29. 0214021935 Residential Contract Essentials, 2  
hours Current Industry Issues and Trends, Cindy  
Bishop Worldwide **(duplicate CE #81/82)**
30. 0214021937 NLP: Negotiate Like a Pro, 2  
hours Current Industry Issues and Trends, VAR  
**(duplicate CE #83)**
31. 0214021941 Fortify Your Firm:  
Sensible Solutions for Identifying & Reducing Risk,  
2 hours Current Industry Issues and Trends, VAR  
**(duplicate CE #86)**
32. 0214021968 Agency, 3 hours Virginia Agency Law,  
Long and Foster Institute of Real Estate **(duplicate  
CE #109)**
33. 0214021982 Home Financing Basics-Just the Facts,  
2 hours Current Industry Issues and Trends, DAAR  
**(duplicate CE #122)**
34. 0214021986 Green Day 1: The Resource-Efficient

- Home: Remodels, Retrofit, Renovations, and New-Home Construction, 2 hours Current Industry Issues and Trends, CVSRE (**duplicate CE #123**)
35. 0214021987 Green Day 2: Representing Buyers and Sellers-Resource-Efficient Homes, 2 hours Current Industry Issues and Trends, CVSRE (**duplicate CE#124**)

IV. Fourteen pre-licensing instructor applications were reviewed. Fourteen of these applications were approved. One application was not approved because the applicant did not have the required experience.

1. 0230001391 – Douglas Thornton Wood – **waiver** (Principles, Appraisal, Finance, Brokerage, Law)-  
**Request for Reconsideration**
2. 0230001395 – Ronald Wayne Burnham – **waiver** (Principles)
3. 0230001374 – Earl L. Martin Jr. – **waiver and Professional Designation** (Principles)
4. 0230001403 – Daphne Melillo – **Education and Experience** (Principles)
5. 0230001414 – Jay Scott Mitchell – **Education, Professional Designation** (Principles, Real Estate Appraisal, Real Estate Finance, Real Estate Brokerage, Real Estate Law)
6. 0230001415 – Athena Petersen - **Education and Experience** (Principles)
7. 0230001418 – Irene M. DeLeon – **Experience and Professional Designation** (Principles)
8. 0230001420 – Mark S. Bentz – **Education and Teaching Credentials** (Principles)
9. 0230001421 – Michael Reiley Guthrie – **Education and Experience** (Principles)
10. 0230001423 – LaTonya Marie Billups – **waiver** (Principles)
11. 0230001045 – Tara Furges Houston – **Experience and Teaching Credentials** (Appraisal, Finance, Brokerage, Law)
12. 0230001424 – Kimberly Ann Neff - **Experience and Professional Designation** (Appraisal, Finance, Brokerage, Law)
13. 0230001431 – Amy Renee McCarthy – **waiver** (Principles)
14. 0230001432 – Judy Savage Jones - **Experience and Professional Designation** (Principles, Appraisal, Finance, Brokerage, and Law)

V. Five pre-license education course applications offered by approved schools were reviewed and approved.

1. 0214021787 15 hours Salesperson Principles and Practices of Real Estate (Correspondence), Elite School of Real Estate



2. 0214021855 60 hours Salesperson Principles and Practices of Real Estate (On-line), Advanced School of Real Estate
3. 0214021880 45 hours Broker Property Management (Classroom), RAR
4. 0214021989 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Cornerstone Real Estate School
5. 0214021990 60 hours Salesperson Principles and Practices of Real Estate (Classroom), **First Look Realty Inc. (0211001193) School is pending Board approval**

VI. Twenty continuing and post license education instructor applications to teach previously-approved continuing and post license education courses were reviewed and approved. Of those, one application was approved minus one of the courses submitted on the application (as noted below).

1. **Steven E. Sacks**  
0214020732 – Judgments, Bankruptcy, with Flood Supplement, **Old Dominion Settlements, Inc.**
2. **Richard T. Liuzzi**  
0214019884 – The Deed: A Primer  
0214019885 – The Real Estate Contract: A Primer  
**Stewart Title and Escrow, Inc.**
3. **Pat Legault, Kevin McNulty, Brian Perkinson, Shane Bernette**  
0214020169/0214020170 – Sticks and Bricks  
**RAR**
4. **Barbara Straughan**  
0214021324/0214021332 - RI 501: Agency In Virginia  
0214021334 - RI 503: Business Planning  
0214021326/0214021320 - RI 504: Working with Buyers  
0214021335 - RI 505: Working with Sellers  
0214021327/0214021336/0214021337 - RI 506: Risk Management  
0214021328/0214021338/0214021339 - RI 507: Ethics and Professional Responsibility, **VAR**
5. **Ann Johnston**  
0214021324/0214021332 - RI 501: Agency In Virginia  
0214021325/0214021333 – RI 502: Sales Contracts  
0214021327/0214021336/0214021337 - RI 506: Risk Management  
0214021328/0214021338/0214021339 - RI 507: Ethics and Professional Responsibility  
0214021329/0214021340 – RI 508: Virginia Law and Regulations, **VAR**
6. **C. Reginald Copeland**  
0214021324/0214021332 - RI 501: Agency In Virginia  
0214021325/0214021333 - RI 502: Sales Contracts  
0214021334 - RI 503: Business Planning  
0214021326/0214021320 - RI 504: Working with Buyers  
0214021335 - RI 505: Working with Sellers  
0214021327/0214021336/0214021337 - RI 506: Risk Management

- 0214021328/0214021338/0214021339 - RI 507: Ethics and Professional Responsibility
- 0214021329/0214021340 - RI 508: Virginia Law and Regulations, **VAR**
7. **Kevin M. Hagan**  
 0214020782 – Legal Updates - with flood content  
 0214020772 - Ethics and Standard of Conduct  
 0214020781 - Fair Housing  
 0214020553 - Contracts  
 0214020753 - Agency  
 0214018676 - Breaking Communication Barriers  
 0214018675 - Business Planning  
 0214019607 - HOA: How They Work and What You Need to Know  
 0214020146 - Appraisals Policies & Practices, **Long and Foster Institute of Real Estate**
8. **Heidi Marine**  
 0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy  
 0214014606 - Legal Descriptions and Surveys  
 0214019336 - What Is Title Insurance  
 0214020224 - The New Loan Estimate and Closing Disclosure Explained, **Fidelity National Title Insurance Company**
9. **Aladdin A. Al Katheri**  
 0214020394/0214019624 – Commercial Real Estate Overview, **Cindy Bishop Worldwide, LLC**
10. **Robin LeBaron, William “Casey” Murphy, Leah Stetter**  
 0214019318 - Energy Efficiency in Existing Homes, **CVSRE**
11. **Larry Anderson, Gary Duda, Michael Guthrie, Barbara McMurry, Donna Patton, Amy Trumbull and Patricia Widhalm**  
 0214021612 – Real Estate Law & VREB Regulations, **CVSRE**
12. **Tim Vohar, Lynn Grimsley, Sheila Dann and Sharon Russell**  
 0214019108 - Ethics & Standards of Conduct  
 0214017177 - The Code Is Good Business  
**Peninsula Real Estate School**
13. **Nancy Pav**  
 0214018992 – Risk Management (Broker Management)  
 0214019162 / 0214020608 – Risk Management (PLE/CE)  
 0214018464 / 0214020617 – Agency (PLE/CE)  
**DAAR**
14. **Heidi Marine and Jennifer T. Wexton**  
 0214020621/0214020628 - 2015 - A Year of Change and Growth  
 0214020992/0214021009 - Successful Settlement and Title Insurance  
 0214021126/0214021112 - Home Inspection 2016  
 0214021292/0214021302 - Deconstructing the New Home Contract  
 0214021293/0214021303 - Distressed Properties: Short Sales, Foreclosures and Bank Owned Properties  
 0214019464 - A Title's Life after Death 0214019464  
**Institute Of Continuing Education, LC**
15. **Omni Casey**  
 0214018992 – Broker Risk Management  
 0214018889 – Broker Supervision & Escrow Management  
**DAAR**

16. **Andrew Dipaola, Richard Liuzzi and Omni Casey**  
 0214020029/0214018990 - Real Estate Law, Legal Updates and Emerging Trends/Re Law  
 0214020015/0214018947 - Fair Housing/Fair Housing  
 0214020014/0214018946 - Re Contracts/Contracts  
 0214020013/0214018464 - Agency  
 0214020608/0214019162 - Risk Management  
 0214020618/0214018989 - Escrow Management  
**DAAR**
17. **Barbara Rhodes**  
 0214019466/0214019488 - FAIR HOUSING  
 0214020801 - EXCELLENCE IN PROFESSION  
 0214014518/0214017618 - ETHICS FOR REAL ESTATE AGENTS  
  
 0214018768/0214018727 - ESCROW REQUIREMENTS  
 0214020278 - EARNEST MONEY DEPOSITS  
 0214020798/0214020827 - DEATH, DIVORCE AND BANKRUPTCY  
 0214020803/0214020824 - CONTRACTS WITH ESCALATORS  
 0214021197 - CONGRATULATIONS YOU GOT A LISTING!  
 0214020035/0214020042 - COMPULSORY 2015 CONTRACT CRASH COURSE  
 0214014351 - CLOSING REAL ESTATE SALES IN VIRGINIA  
 0214018663 - CLEARING TITLE TO A COMMISSION CHECK  
 0214017124/0214020041 - BANKRUPTCY AND FORECLOSURE  
 0214015509 - AGENT DUTIES AND DISCLOSURES  
 0214014353/0214017988 - AGENCY DEMYSTIFIED  
 0214020797/0214020826 - ADVANCED TITLE INSURANCE ISSUES  
 0214019089/0214019097 - A MOCK SETTLEMENT  
 0214020031/02140200392015 - RESIDENTIAL SALES CONTRACT (VA) ADDENDA  
 0214018647 - 203(k) EDUCATION FOR RENOVATION  
**MBH SETTLEMENT GROUP L C**
18. **Barbara Rhodes**  
 0214014503 - Wills, Estates and Title Issues  
 0214014504/0214017614 - Why Didn't My Short Sale Close  
 0214021199/0214021208 - Virginia Real Estate Law and Board Regulations  
 0214020627/0214020629 - Understanding the Residential Sales Contract  
 0214020028/0214020038 - Understanding the Conventional, FHA and VA Financing Addenda 2015  
 0214014294 - Understanding Deeds and Tenancy  
 0214015711 - Understanding and Using the New NVAR Well and Septic Addendum  
 0214020648/0214020649 - TRID-ICULOUS (TILA-RESPA INTEGRATED DISCLOSURE)  
 0214020805 - Transactions Involving FHA and VA Financing  
 0214018653 - Transactional Red Flags-Authority To Sell  
 0214020622 - To Survey or Not To Survey  
 0214014372/0214020040 - Title Insurance and Surveys  
 0214018620/0214018640 - The Power of Exchange: 1031s

0214019815/0214019836 - The New 2015 Residential Sales Contract  
0214020116/0214020136 - The 2015 Loan Estimate and Closing  
Disclosure Statements  
0214018766 - Ten Helpful Legal Cases  
0214020034/0214018512 - Risk Management  
0214019597/0214019599 - Real Estate Law

0214020120/0214020137 - Real Estate Fraud  
0214019679/0214019669 - Real Estate Disclosure Law in VA  
0214018651 - Property Condition Disclosures in Sale Transactions  
0214021192 - Practical Guide to FIRTPA and Foreign Sellers  
0214015819 - Mold and Defective Chinese Drywall  
0214018606/0214019094 - Lien on Me  
0214021189/0214021210 - Let's Inspect This A Little More Closely  
0214020802 - Legal Updates and Emerging Trends with Flood Content  
0214019829/02140219838 - HOA Restrictive Covenants & The VA  
Property Owners Association Act (2015 Contract)  
0214021195/0214021209 - General Escrow  
0214014500 - Foreclosures, REOS and Short Sales  
0214018665/0214018684 - Foreclosures, REOS and Short Sales –  
Primer, **MBH SETTLEMENT GROUP L C**

19.

**Dan Withers**

0214019089/0214019097 - Mock Settlement  
0214020797/0214020826 - Advanced Title Insurance Issues  
0214014353/0214017988 - Agency Demystified  
0214015509 - Agent Duties And Disclosures  
0214017124/0214020041 - Bankruptcy And Foreclosure  
0214018663 - Clearing Title To A Commission Check  
0214014351 - Closing Real Estate Sales In Virginia  
0214020035/0214018715 - Compulsory 2015 Contract Crash Course  
0214021197 - Congratulations You Got A Listing!  
0214020803/0214020824 - Contracts With Escalators  
0214020798/0214020827 - Death, Divorce And Bankruptcy  
0214020278 - Earnest Money Deposits  
0214018768/0214018727 - Escrow Requirements  
0214014518/0214017618 - Ethics For Real Estate Agents  
0214020801 - Excellence In Profession  
0214019466/0214019488 - Fair Housing  
0214014500 - Foreclosures, REOS and Short Sales  
0214018665/0214018684 - Foreclosures, REOS and Short  
Sales – A Primer  
0214021195/0214021209 - General Escrow  
0214019829/0214019838 - HOA Restrictive Covenants & The VA  
Property Owners Association Act (2015 Contract)  
0214020802 - Legal Updates And Emerging Trends With Flood Content  
0214021189/0214021210 - Let's Inspect This A Little More Closely  
0214018606/0214019094 - Lien On Me  
0214021192 - Practical Guide To FIRPTA and Foreign Sellers  
0214015819 - Mold And Defective Chinese Drywall **(Instructor not  
approved to teach this course.)**

0214018651 - Property Condition Disclosures In Sale Transactions  
0214019679/0214019669 - Real Estate Disclosure Law In VA  
0214020120/0214020137 - Real Estate Fraud  
0214019597/0214019599 - Real Estate Law  
0214020034/0214018512 - Risk Management  
0214018766 - Ten Helpful Legal Cases  
0214020116/0214020136 - The 2015 Loan Estimate And Closing  
Disclosure Statements  
0214019815/0214019836 - The New 2015 Residential Sales Contract  
0214018620/0214018640 - The Power Of Exchange: 1031s  
0214014372/0214020040 - Title Insurance And Surveys  
0214020622 - To Survey Or Not To Survey  
0214018653 - Transactional Red Flags-Authority To  
Sell  
0214020805 - Transactions Involving FHA and VA Financing  
0214020648/0214020649 - TRID-ICULOUS (TILA-RESPA INTEGRATED  
DISCLOSURE)  
0214015711 - Understanding and Using The New NVAR Well And Septic  
Addendum  
0214014294 - Understanding Deeds And Tenancy  
0214020028/0214020038 - Understanding The Conventional, FHA and  
VA Financing Addenda 2015  
0214020627/0214020629 - Understanding The Residential Sales  
Contract (VA)  
0214021199/0214021208 - Virginia Real Estate Law And Board  
Regulations  
0214014504/0214017614 - Why Didn't My Short Sale Close  
0214014503 - Wills, Estates And Title Issues

**MBH SETTLEMENT GROUP L C**

20.

**Jennifer Lee**

0214019089/0214019097 - Mock Settlement  
0214020797/0214020826 - Advanced Title Insurance Issues  
0214014353/0214017988 - Agency Demystified  
0214015509 - Agent Duties And Disclosures  
0214017124/0214020041 - Bankruptcy And Foreclosure  
0214018663 - Clearing Title To A Commission Check  
0214014351 - Closing Real Estate Sales In Virginia  
0214020035/0214018715 - Compulsory 2015 Contract Crash Course  
0214021197 - Congratulations You Got A Listing!  
0214020803/0214020824 - Contracts With Escalators  
0214020798/0214020827 - Death, Divorce And Bankruptcy  
0214020278 - Earnest Money Deposits  
0214018768/0214018727 - Escrow Requirements  
0214014518/0214017618 - Ethics For Real Estate Agents  
0214020801 - Excellence In Profession  
0214019466/0214019488 - Fair Housing  
0214014500 - Foreclosures, REOS and Short Sales  
0214018665/0214018684 - Foreclosures, REOS and Short  
Sales – A Primer  
0214021195/0214021209 - General Escrow

0214019829/0214019838 - HOA Restrictive Covenants & The VA Property Owners Association Act (2015 Contract)  
0214020802 - Legal Updates And Emerging Trends With Flood Content  
0214021189/0214021210 - Let's Inspect This A Little More Closely  
0214018606/0214019094 - Lien On Me  
0214021192 - Practical Guide To FIRPTA and Foreign Sellers  
0214015819 - Mold And Defective Chinese Drywall  
0214018651 - Property Condition Disclosures In Sale Transactions  
0214019679/0214019669 - Real Estate Disclosure Law In VA  
0214020120/0214020137 - Real Estate Fraud  
0214019597/0214019599 - Real Estate Law  
0214020034/0214018512 - Risk Management  
0214018766 - Ten Helpful Legal Cases  
0214020116/0214020136 - The 2015 Loan Estimate And Closing Disclosure Statements  
0214019815/0214019836 - The New 2015 Residential Sales Contract  
0214018620/0214018640 - The Power Of Exchange: 1031s  
0214014372/0214020040 - Title Insurance And Surveys  
0214020622 - To Survey Or Not To Survey  
0214018653 - Transactional Red Flags-Authority To Sell  
0214020805 - Transactions Involving FHA and VA Financing  
0214020648/0214020649 - TRID-ICULOUS (TILA-RESPA INTEGRATED DISCLOSURE)  
0214015711 - Understanding and Using The New NVAR Well And Septic Addendum  
0214014294 - Understanding Deeds And Tenancy  
0214020028/0214020038 - Understanding The Conventional, FHA and VA Financing Addenda 2015  
0214020627/0214020629 - Understanding The Residential Sales Contract (VA)  
0214021199/0214021208 - Virginia Real Estate Law And Board Regulations  
0214014504/0214017614 - Why Didn't My Short Sale Close  
0214014503 - Wills, Estates And Title Issues  
**MBH SETTLEMENT GROUP L C**

- VII. In other business, Board Chairman Funkhouser shared with the committee that the Real Estate Advisory Council recently met. The Council felt that it had fulfilled the responsibilities placed upon it by the General Assembly; and therefore, made the recommendation that the Council be "sunset." The Committee accepted the recommendation and will pass it on to the full Board.
- VIII. The meeting adjourned at 5:00 p.m.