

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

March 15, 2017 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - A. Public Comment
 - B. "Livestreaming" and Video Courses: are they acceptable and how does the Committee want to review the material?
 - C. Progress report on the development of a tool to help the committee and education providers determine if a course meets approval requirements.
 - D.
 - E.
 - F.
 - G.
- IV. Proprietary School Applications
 - 1. 0211001195 - SWBC Mortgage Corporation, San Antonio, TX
Contact Person: Tamara Tapman
 - 2. 0211001196 - At Your Pace Online, LLC. Grants Pass, OR
Contact Person: David Modica
 - 3. 0211001197 - Preferred Systems, Inc. Erie, PA
Contact Person: Jilian Krause
 - 4. 0211001198 - Southside Virginia Association of Realtors, Colonial Heights, VA; Contact Person: Joe Croce
- V. Continuing Education Course Applications
 - A. Previously-approved Continuing Education Course Applications, Approved Schools (**Review for Instructor Only - Attachment 2**):

1. 0214022016 Introduction to Commercial Real Estate Sales V5.0 (On-line), 4 hours Real Estate Related, Thompson Education LLC/Kaplan Real Estate Schools **(F.A. Dan Daniels)**
2. 0214022017 Real Estate Finance Today V8.0 (On-line), 4 hours Real Estate Related, Thompson Education LLC/Kaplan Real Estate Schools **(F.A. Dan Daniels)**

B. Original Continuing Education Course Applications,
Approved schools:

1. 0214021996 Manage Your Risks in Rentals, 2 hours Real Estate Related, Time LLC.
2. 0214021997 Eliminate Application Frustration, 2 hours Real Estate Related, Time LLC.
3. 0214021998 Capital Gains Tax Overview, 2 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
4. 0214021999 Saving Home Energy for Real Estate Professionals (On-line), 3 hours Real Estate Related, International Association Of Certified Home Inspectors
5. 0214022000 Purchase Money Reverse Mortgages, 1 hour Real Estate Related, RAR
6. 0214022004 Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself, 6 hours Real Estate Related, RAR **(duplicate PLE # 1)**
7. 0214022006 Zero Down Around Town, 3 hours Real Estate Related, Jamie L. Bailey
8. 0214022007 "Tricky Listings: How to Handle Some Of The Most Common (& Difficult) Problems Affecting Listings" 2 hours Real Estate Related, The Settlement Group, Inc.
9. 0214022008 The Basics of Real Estate Finance, 3 hours Real Estate Related, Montague Miller Real Estate Academy
10. 0214022009 American Warrior Real Estate Professional, 3 hours Real Estate Related, Cindy Bishop Worldwide, LLC **(duplicate PLE # 2)**
11. 0214022011 Virginia Real Estate Brokerage

- Management Issues, 2 hours Broker Management, Kirks Institute
12. 0214022012 Contracts Redux: What Every Real Estate Professional Needs to Know About Contracts, 1 hours Real Estate Contracts, and 1 hour Real Estate Related, The Settlement Group, Inc.
13. 0214022013 From Contract to Closing, 2 hours Real Estate Related, PWAR **(duplicate PLE # 3)**
14. 0214022015 What Lies Beneath: Underground Storage Tanks, 3 hours Real Estate Related, RAR
15. 0214022018 Contracts Workshop & Legal Updates, 1 hour Legal Updates and 2 hours Real Estate Contracts, RAR **(duplicate CE # 16 and PLE # 4)**
16. 0214022019 Contracts Workshop & Legal Updates, 3 hours Broker Management, RAR **(duplicate CE # 15 and PLE # 4)**
17. 0214022021 Contracts and Agency Update and Fair Housing, 2 hours Fair Housing, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, FutureLaw, LLC
18. 0214022026 Successfully Selling HUD Homes, 3 hours Real Estate Contracts, PWAR
19. 0214022027 16 Credit Ultimate Virginia Real Estate CE Digest, 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, and 8 hours Real Estate Related, Moseley Flint Schools of Real Estate
20. 0214022028 Career Affecting Acronyms: RESPA, TILA, TRID & More, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
21. 0214022029 Virginia Fair Housing Review, 2 hours Fair Housing, FutureLaw, LLC **(duplicate PLE #5)**
22. 0214022031 Virginia Fair Housing Review, 3 hours Fair Housing, FutureLaw, LLC
23. 0214022032 Update on Legislation and Property Management Issues, 3 hours Legal Updates and 3 hours Real Estate Related, FutureLaw, LLC
24. 0214022033 Going Green: Elements of an Eco-

- Friendly Home (On-line), 3 hours Real Estate Related, McKissock, LP
25. 0214022034 Understanding the Settlement Process, 1 hour Real Estate Related, The Title Professionals, LLC
26. 0214022035 American Warrior Real Estate Professional, 3 hours Broker Management, Cindy Bishop Worldwide, LLC **(duplicate CE # 10 and duplicate PLE # 2)**
27. 0214022036 Legal Short Sale Seller, 2 hours Legal Updates, Cindy Bishop Worldwide **(duplicate PLE #6)**
28. 0214022038 Foreclosures and Alternate Options, 2 hours Legal Updates, Cindy Bishop Worldwide **(duplicate PLE #7)**
29. 0214022040 The Importance of Title, Surveys and Title Insurance: Their Indispensable Benefit to Consumers, 1 hour Real Estate Related, The Settlement Group Real Estate School
30. 0214022041 Descriptions and Surveys, 2 hours Real Estate Related, Fidelity National Title Insurance Company
31. 0214022042 Deed Warranties Tenancies and Decedents Estates, 1 hour Real Estate Related, Fidelity National Title Insurance Company
32. 0214022043 Ethics and the Code of Ethics, 3 hours Ethics and Standards of Conduct, Ann Palmateer Real Estate School
33. 0214022044 Understanding Mold in the Restoration Industry, 3 hours Real Estate Related, Servpro Industries, Inc.
34. 0214022045 Understanding the Sales Contract for Unimproved Land, 2 hours Real Estate Contract, MBH Settlement Group, LC **(duplicate PLE #8)**
35. 0214022047 Understanding Loan Assumptions, 2 hours Real Estate Related, MBH Settlement Group, LC **(duplicate PLE #9)**
36. 0214022049 Understanding Environmental Issues which Impact Real Estate, 2 hours Real Estate Related, MBH Settlement Group, LC **(duplicate PLE #10)**
37. 0214022051 Understanding Title Insurance And

- Surveys, 2 hours Real Estate Related, MBH Settlement Group, LC (**duplicate PLE #11**)
38. 0214022053 Understanding Agent Duties and Disclosure, 1 hour Real Estate Agency, MBH Settlement Group, LC
39. 0214022054 WAAR Legal Updates, 1 hour Legal Updates, WAAR
40. 0214022055 Fair Housing for the Real Estate Professional, 2 hours Fair Housing, NVAR
41. 0214022056 Negotiation 101: The Psychology of the Deal, 1 hour Real Estate Related, The RGS Academy
42. 0214022057 Electronic Communication, Copyrights, Website Ada Compliance & Advertising, 2 hours Legal Updates, RAR (**duplicate CE # 43 and PLE #12**)
43. 0214022058 Electronic Communication, Copyrights, Website Ada Compliance & Advertising, 2 hours Broker Management, RAR (**duplicate CE #42 and PLE #12**)
44. 0214022060 Issues of Agency and Diversity, 2 hours Fair Housing, 1 hour Ethics and Standards of Conduct, 1 hour Real Estate Agency, Moseley Flint Schools of Real Estate
45. 0214022061 Property Owners Association & Condominium Disclosures, 1 hour Real Estate Contracts, Champion University
46. 0214022062 Short Sales & REO's, 1 hour Real Estate Related, Champion University
47. 0214022063 Pre & Post Settlement Occupancy Agreements, 1 hour Real Estate Related, Champion University
48. 0214022064 A Crash Course in Title Insurance, 1 hour Real Estate Related, Champion University
49. 0214022065 1031 Tax Deferred Exchange Basics, 1 hour Real Estate Related, Capital Area Title, dba Universal Title
50. 0214022066 Selling More Rural Development Financed Homes, 1 hour Real Estate Related, VAR
51. 0214022067 Essentials of Risk Management, 6 hours Real Estate Related, Alpha College of Real Estate (**duplicate CE #52**)
52. 0214022068 Essentials of Risk Management, 6 hours

- Broker Management, Alpha College of Real Estate **(duplicate CE # 51)**
53. 0214022069 Tenancy, 6 hours Real Estate Related, Alpha College of Real Estate **(duplicate CE# 54)**
54. 0214022070 Tenancy, 6 hours Broker Management, Alpha College of Real Estate **(duplicate CE# 53)**
55. 0214022071 Residential Finance, 4 hours Real Estate Related, MAI Institute
56. 0214022072 Real Estate Investing, 8 hours Real Estate Related, FAAR Academy
57. 0214022073 Realtors Rules / Pay Attention, 2 hours Real Estate Related, Time, LLC
58. 0214022074 Selected Issues in Agency Law in Virginia, 1 hour Real Estate Agency, The RGS Real Estate Academy
59. 0214022075 E-Communications & Cyber Fraud: Do We Worry Too Much? 1 hour Real Estate Related, The RGS Real Estate Academy

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

1. 0214022076 VA Boot Camp, 2 hours Real Estate Related, SWBC Mortgage Corporation
2. 0214022081 Virginia Real Estate 16 Hour Salesperson CE Course (On-line), 2 hours Fair Housing, 4 hours Ethics and Standards of Conduct, 3 hours Legal Updates, 3 hours Real Estate Agency, 1 hour Real Estate Contracts, 3 hours Real Estate Related, At Your Pace Online, LLC.
3. 0214022082 Virginia Real Estate 24 Hour Salesperson CE Course (On-line), 2 hours Fair Housing, 4 hours Ethics and Standards of Conduct, 3 hours Legal Updates, 3 hours Real Estate Agency, 1 hour Real Estate Contracts, 3 hours Real Estate Related and 8 hours Broker Management, At Your Pace Online, LLC.

The following courses were tabled during the January Board meeting:

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 hours Fair Housing, Gee Whiz Real Estate School
- 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

VI. Post License Education Course Applications

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

- 1.

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

- 1. 0214022005 Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 6**)
- 2. 0214022010 American Warrior Real Estate Professional, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC (**duplicate CE # 10 and # 26**)
- 3. 0214022014 From Contract to Closing, 2 hours Current Industry Issues and Trends, PWAR (**duplicate CE # 13**)
- 4. 0214022020 Contracts Workshop & Legal Updates, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 15 and 16**)
- 5. 0214022030 VA Fair Housing Review, 2 hours Fair Housing, FutureLaw, LLC (**duplicate CE #21**)
- 6. 0214022037 Legal Short Sale Seller, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE# 27**)
- 7. 0214022039 Foreclosures and Alternate Options, 2

- hours Current Industry Issues and Trends, Cindy Bishop Worldwide
(duplicate CE# 28)
8. 0214022046 Understanding the Sales Contract for Unimproved Land, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC **(duplicate CE #34)**
 9. 0214022048 Understanding Loan Assumptions 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC **(duplicate CE #35)**
 10. 0214022050 Understanding Environmental Issues which Impact Real Estate, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC **(duplicate CE #36)**
 11. 0214022052 Understanding Title Insurance And Surveys, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC **(duplicate CE #37)**
 12. 0214022059 Electronic Communication, Copyrights, Website Ada Compliance & Advertising, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 42 and 43)**

VII. Pre-License Education Instructors

1. 0230001417 - Dallison R. Veach - **Experience and Professional Designation (Principles)**
2. 0230001419 - Monica Kathleen Florio - **Education and Experience (Principles)**
3. 0230001422 - Joseph Erwin Singleton - **Experience and Professional Designation (Real Estate Brokerage)**
4. 0230001426 - Waleed Sabri - **waiver (Principles, Appraisal, Finance, Brokerage, and Law)**
5. 0230001429 - Joan R. Barnes - **waiver (Principles)**
6. 0230001434 - Dennis "Duke" K. Dodson - **Experience and Professional Designation (Broker Related Course - Real Estate Property Management)**
7. 0230001433 - Christopher Reginald Copeland
8. 0230001425 - Brittany Lynn Salem - **waiver (Principles)**
9. 0230001437 - Irene Brooks Kabler - **Education and Teaching Credentials (Principles)**
10. 0230001438 - Donna Jayne Radford-Baez - **Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)**

11. 0230001439 - John F. O'Reilly - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)**
12. 0230001440 - Renee Imen Okon - **waiver (Principles)**
13. 0230001428 - Raymond Eugene Bromell - **waiver (Principles, Appraisal, Finance, Brokerage, and Law)**

VIII. Previously-approved Pre-License Education Courses
Applications, Approved Schools

1. 0214019005 60 hours Salesperson Principles and Practices of Real Estate, Advanced School of Real Estate (**change of presentation format**)

IX. Additional Continuing/Post License Education Instructors

1. **Barbara Rhodes**
0214018624 - Living the Dream-Simple Steps to Avoiding Problem Settlements
0214020122/0214020141 - Unconventional Transactions
MBH Settlement Group LC
2. **Dan Withers**
0214018647 - 203 (k) Education for Renovation
0214020031/0214020039 - 2015 Residential Sales Contract (VA) Addenda
0214018624 - Living the Dream: Simple Steps to Avoiding Problem Settlements
0214020122/0214020141 - Unconventional Transactions
MBH Settlement Group LC
3. **Jennifer Lee**
0214018647 - 203 (k) Education for Renovation
0214020031/0214020039 - 2015 Residential Sales Contract (VA) Addenda
0214018624 - Living the Dream: Simple Steps to Avoiding Problem Settlements
0214020122/0214020141 - Unconventional Transactions
MBH Settlement Group LC
4. **Ashley C Rios**
0214020031/0214020039 - 2015 Residential Sales Contract (VA) Addenda
MBH Settlement Group LC
5. **Kathy Tate**
0214020031/0214020039 - 2015 Residential Sales Contract (Virginia), **MBH Settlement Group LC**
6. **Wing Tsang**
0214020031/0214020039 - 2015 Residential Sales Contract (Virginia), **MBH Settlement Group LC**
7. **Angela Eastman**

- 0214020031/0214020039 - 2015 Residential Sales Contract
(Virginia), **MBH Settlement Group LC**
8. **Susanne Dominick**
0214018399 - Veterans Affairs Financing
JAMS-01, INC
 9. **Sandra Stewart**
0214021671/0214021672 - Ethics and Standards of Conduct
0214021692/0214021670 - Escrow Requirements
0214021655/0214021657 - Fair Housing
0214020567 - Negotiating Workshop
0214021636 - Real Estate Agency
0214021491 - Risk Management
0214021673 - VA Law and VREB Regulations
0214015756 - Real Estate Contracts
NRT MID-ATLANTIC LLC
 10. **Lori O'Day**
0214021689/0214021721 - Virginia Brokerage
Relationships
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics & Standards Of Conduct
0214021655/0214021657 - Fair Housing
0214021673 - VA Law and VREB Regulations
NRT MID-ATLANTIC LLC
 11. **E. Sheldon Leggett**
0214020871 - Standard Owner's Policy V. 2013
Homeowner's Policy
0214014606 - Legal Descriptions and Surveys
0214019336 - What Is Title Insurance?
0214020224 - Know Before You Close: The New Loan
Estimate and Closing Disclosure Explained
Fidelity National Title Insurance Company
 12. **Todd Condron**
0214020871 - Standard Owner's Policy V. 2013
Homeowner's Policy
0214014606 - Legal Descriptions and Surveys
0214019336 - What Is Title Insurance?
0214020224 - Know Before You Close: The New Loan
Estimate and Closing Disclosure Explained
Fidelity National Title Insurance Company
 13. **Michele Freemyers**
0214020871 - Standard Owner's Policy V. 2013
Homeowner's Policy
0214014606 - Legal Descriptions and Surveys
0214019336 - What Is Title Insurance?
0214020224 - Know Before You Close: The New Loan
Estimate and Closing Disclosure Explained
Fidelity National Title Insurance Company
 14. **Marcus Simon**

- 0214020871 - Standard Owner's Policy V. 2013
Homeowner's Policy
0214014606 - Legal Descriptions and Surveys
0214019336 - What Is Title Insurance?
0214020224 - Know Before You Close: The New Loan
Estimate and Closing Disclosure Explained
Fidelity National Title Insurance Company
15. **Jonathan Lyons**
0214020871 - Standard Owner's Policy V. 2013
Homeowner's Policy
0214014606 - Legal Descriptions and Surveys
0214019336 - What Is Title Insurance?
0214020224 - Know Before You Close: The New Loan
Estimate and Closing Disclosure Explained
Fidelity National Title Insurance Company
16. **Jane Clawson**
0214020871 - Standard Owner's Policy V. 2013
Homeowner's Policy
0214014606 - Legal Descriptions and Surveys
0214019336 - What Is Title Insurance?
0214020224 - Know Before You Close: The New Loan
Estimate and Closing Disclosure Explained
Fidelity National Title Insurance Company
17. **Markita U. Woods and David G. Bridges, Jr**
0214018427/0214018461 - Financing Workshop
0214019812/0214019813 - Targeting & Serving First Time
Home Buyers
0214019622/0214019624 - 203K Renovation Loans
0214020509/0214020510 - The Power of VA Lending
0214020471/0214020472 - Listing Tools Masters Use
0214020994/0214021011 - Bridge & Construction Loans
0214020555/0214020556 - Understanding Credit
0214021436/0214021437 - Renovation Loan Sales Strategy
Cindy Bishop Worldwide LLC
18. **Aaron C. Simmons**
0214021436/0214021437 - Renovation Loan Sales Strategy
Cindy Bishop Worldwide LLC
19. **Martha Calabrese Eaheart**
0214021922/0214021923 - Ethics
0214021896/0214021897 - Fair Housing
Long & Foster Institute of Real Estate
20. **Gregg Lacy**
0214021922/0214021923 - Ethics
0214021896/0214021897 - Fair Housing
0214021967/0214021968 - Agency
0214020753 - VA Agency
0214020553 - Contracts
0214020782 - VA Legal Update with Flood Content
0214021580 - Offer to Purchase

0214018718 - Consumer Trends in Real Estate Purchases
(Current Industry Issues and Trends)
0214018702 - Keeping the Trust
0214018728 - Contract Writing
0214018749 - Risk Management
0214020558 - VA Real Estate Law (W Flood Content)

Long & Foster Institute of Real Estate

21. **Diana Khan**

0214020763/0214020769 - Mock Settlement, **Cindy Bishop
Worldwide, LLC**

22. **Michael Ott and Elliot R. Roberts**

0214019622/0214019624 - 203k Renovation Loan
0214020994/0214021011 - Bridge And Construction Loan's
0214018427/0214018461 - Financing Workshop
0214019812/0214019813 - Targeting & Serving First Time
Homebuyers
0214020509/0214020510 - The Power of VA Lending
0214020471/0214020472 - Listing Tools Masters Use
0214020555/0214020556 - Understanding Credit Repair
Cindy Bishop Worldwide, LLC

23. **Ali Newkirk**

0214019117/0214019129 - Fair Housing
0214021694 - Tax Matters Updated 2014
0214016931 - The Code of Ethics and Standards Of
Practice For Real Estate
0214016926 - How to Help Clients Avoid Foreclosure
0214020554 - 2015 Virginia Real Estate Law
0214020739 - Buyer Beware and Disclosure Law in Virginia
0214018771 - Short Sales, REOs Sales and Some Related
Tax Issues
0214016945 - Living Trusts In Real Estate
0214016816 - Title Insurance Basic: What Is It and How
It Works
0214016935 - The Closing Process
0214016929 - VA Residential Property Disclosure
0214021101 - Contract Review- A Tale of Two Contracts
0214020741 - Current Legal Issues & Ethical
Pitfalls/Short Sale
0214020740 - Deeds of Conveyance
0214020742 - Preparing For Success: Keeping Issues From
Becoming Problems
0214020738 - Handling Sales of Properties in Decedents's
Estates
0214021703 - Surveys and Easements-Mapping out an
Approach
0214021289 - FIRPTA Requirements in Real Estate
Transactions
0214021701 - Closings with a Twist (Non Standard
Transactions)

- 0214018991 - Property Owners & Condominium Owners Association: How They Work and What You Need To Know
 0214018775 - Special Contracts and Seller Financing
 0214019116/0214019128 - Current Industry Issues & Trends
 0214020755 - Real Estate Law & Board Regulations (PLE)
 0214019852 - The 2015 Residential Sales Contract (CE)
 0214020123 - Know Before You Owe: The New Industry Forms
 0214020749 - Know Before You Owe: The New Industry Forms (PLE)
 0214019118/0214019130 - VA Agency Law
 0214021105 - Ethics and Standards of Conduct (PLE)
 0214021290 - The Agent Did What? A Focus on Contract Language within the NVAR Regional Sales Contract
The RGS Title Real Estate Academy
24. **Christina Burton**
 0214019679/0214019669 - Real Estate Disclosure law in VA
MBH Settlement Group, LC
25. **Kathy Tate**
 0214018663 - Clearing Title to a Commission Check
MBH Settlement Group, LC
26. **Kathy Tate**
 0214019089/0214019097 - A Mock Settlement
 0214021197 - Congratulations You Got A Listing!
MBH Settlement Group, LC
27. **Wing Tsang**
 0214021197 - Congratulations You Got A Listing!
MBH Settlement Group, LC
28. **Ashley Rios**
 0214021197 - Congratulations You Got A Listing!
MBH Settlement Group, LC
29. **Bill Battaile**
 0214021197 - Congratulations You Got A Listing!
MBH Settlement Group, LC
30. **Gregg Lacy**
 0214021581 - Leadership and Team Work Skills
 0214021727 - Broker Supervision from A - Z
Long & Foster Institute of Real Estate
31. **Brenda Morton**
 0214020029/0214018990 - Real Estate Law, Legal Updates and Emerging Trends, **DAAR**
32. **Joseph Russo, Jr.**
 0214020029/0214018990 - Real Estate Law, Legal Updates and Emerging Trends
 0214020015/0214018947 - Fair Housing
 0214020014/0214018946 - RE Contracts / Contract Writing
 0214020013/0214018464 - Agency
 0214020608/0214019162 - Risk Management
 0214020618/0214018989 - Escrow Management
DAAR

33. **John L. White, Jr.**

0214021794 - MORTGAGE FOR REAL ESTATE TAXATION

0214021795 - CASH FLOW PLANNING FOR REAL ESTATE
INVESTORS

0214021796 - MORTGAGE MATH CAMP

CMPS INSTITUTE LLC

X. Other Business

XI. Adjourn