

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

May 03, 2017 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - A. High error rates for course completion uploads.
 - B. Follow-Up (from March meeting):
 - a. Streaming live courses,
 - b. How to provide video content to the committee for review,
 - c. Updating of applications,
 - d. Update on a consistency tool.
 - C.
- IV. Proprietary School Applications
 - 1. 0211001200 - Aceable, Inc. Austin, TX
Contact Person: Kristine Deveza
 - 2. 0211001202 - All Star Training, Inc. Austin , TX
Contact Person: John Mason
 - 3. 0211001204 - 4ICE.COM, LLC, Houston, TX
Contact Person: Elizabeth Tigner (**all approved courses for INSTITUTE FOR CONTINUING EDUCATION INC. will be merge to 4ICE.COM. LLC**)
 - 4. 0211001203 - Roanoke Valley Association of Realtors, Roanoke, VA
Contact Person: Louann Pagans
 - 5. 0211001206 - International Council of Shopping Centers, Inc. New York, NY
Contact Person: Casey Adams
 - 6. 0211001205 - Real Estate License Shop, Virginia Beach, VA
Contact Person: Jagandeep Kaur
 - 7. 0211001207 - Aurora Title, LLC. Henrico, VA
Contact Person: Sallie St. Peter

V. Continuing Education Course Applications

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

1. 0214022084 Who Owns It? Title & Ownership of Real Estate in Virginia, 1 hour Legal Updates, Advanced Title and Settlements, LLC (**Lee Mergler**)
2. 0214022085 Describing Real Property, 1 hour Real Estate Related, Advanced Title and Settlements, LLC (**Lee Mergler**)
3. 0214022193 Business Management in a Real Estate Office (On-line), 3 hours Legal Updates, 2 hours Real Estate Related, and 3 hours Broker Management, **All Star Training, Inc. - John Mason (school pending approval 0211001202)**
4. 0214022194 Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, **All Star Training, Inc. - John Mason (school pending approval 0211001202)**
5. 0214022195 Prequalifying Your Buyer in Today's Market (On-line), 4 hours Real Estate Related, **All Star Training, Inc. - John Mason (school pending approval 0211001202)**
6. 0214022196 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, , **All Star Training, Inc. - John Mason (school pending approval 0211001202)**
7. 0214022222 Understanding 1031 Tax Free Exchanges V3.0 (On-line), 4 hours Real Estate Related, NVRE University (**Azmi A. Alkurd**)

B. Original Continuing Education Course Applications, Approved schools:

1. 0214022033 Going Green: Elements of an Eco-

- Friendly Home (On-line), 3 hours Real Estate Related, McKissock, LP (**tabled at the March meeting technical glitch, some pages could not be read**)
2. 0214022073 Realtors Rules / Pay Attention, 2 hours Real Estate Related, Time, LLC. (**tabled at the March meeting technical glitch, some pages could not be read**)
 3. 0214022092 R&W Agent Responsibilities "Who Do I Represent" 3 hours Real Estate Agency, Alpha College of Real Estate (**duplicate PLE #2**)
 4. 0214022094 The Secrets of Residential Investing (On-line), 4 hours Real Estate Related, McKissock, LLC
 5. 0214022105 Contract Writing-Watch Your Step, 1 hour Real Estate Contracts, Montague Miller Real Estate Academy
 6. 0214022111 The Land Sales Contract and Related Issues, 4 hours Real Estate Contracts, Montague Miller Real Estate Academy
 7. 0214022112 USDA Basics, 1 hour Real Estate Related, Jamie L. Bailey
 8. 0214022113 Open Doors to Home Ownership, 2 hours Real Estate Related, RAR (**duplicate CE # 9 and duplicate PLE # 3**)
 9. 0214022114 Open Doors to Home Ownership, 2 hours Broker Management, RAR (**duplicate CE # 8 and duplicate PLE # 3**)
 10. 0214022127 VA Real Estate Escrow Practices and Supervision, 3 hours Broker Management, Class Act Real Estate Education Center
 11. 0214022128 Understanding Real Estate Contract Terminology, 1 hour Real Estate Contracts, Class Act Real Estate Education Center
 12. 0214022129 Residential Contract Addendums, 2 hours Broker Management, Cindy Bishop Worldwide, LLC (**duplicate CE # 13 and duplicate PLE # 4**)
 13. 0214022130 Residential Contract Addendums, 2 hours Real Estate Contracts, Cindy Bishop Worldwide, LLC (**duplicate CE # 12 and duplicate PLE # 4**)
 14. 0214022133 Surveys: The Basics and Beyond, 1 hour Real Estate Related, New World Title & Escrow
 15. 0214022134 Buyer Short Sales, 2 hours Legal

- Updates, Cindy Bishop Worldwide, LLC
(duplicate PLE # 5)
16. 0214022136 Senior Real Estate Specialist-2 Day Core (SRES Designation), 8 hours Real Estate Related, RAR **(duplicate PLE # 6)**
17. 0214022138 Advertising, 2 hours Legal Updates, VAR **(duplicate PLE # 7)**
18. 0214022142 Home Inspection...New Day and New Laws, 1 hour Real Estate Related, Cindy Bishop Worldwide, LLC **(duplicate CE #19)**
19. 0214022143 Home Inspection...New Day and New Laws, 1 hour Broker Management, Cindy Bishop Worldwide, LLC **(duplicate CE # 18)**
20. 0214022144 Trusts & Estates, 2 hours Legal Updates, Cindy Bishop Worldwide, LLC **(duplicate CE # 28 and PLE #8)**
21. 0214022157 Negotiation in the 21st Century, 2 hours Real Estate Related, Coldwell Banker Residential Brokerage **(duplicate PLE # 9)**
22. 0214022159 Multiple Offers, 2 hours Broker Management, RAR **(duplicate CE #23 and duplicate PLE #10)**
23. 0214022160 Multiple Offers, 2 hours Real Estate Contracts, RAR **(duplicate CE #22 and duplicate PLE #10)**
24. 0214022162 Price It Right, 2 hours Real Estate Related, RAR **(duplicate PLE #11)**
25. 0214022164 Guide to Private Wells and Septic Systems, 2 hours Real Estate Related, RAR **(duplicate PLE #12)**
26. 0214022166 Agency Laws in Virginia, 1 hour Real Estate Agency, Class Act Real Estate Education Center
27. 0214022167 Serving the Culturally Diverse Market, 2 hours Real Estate Related, Coldwell Banker Residential Brokerage **(duplicate PLE # 13)**
28. 0214022168 Trusts & Estates, 2 hours Broker Management, Cindy Bishop Worldwide, LLC **(duplicate CE #20 and PLE #8)**
29. 0214022169 Introduction to Commercial Real Estate, 1 hour Real Estate Related, NVAR
30. 0214022170 Fair Housing Essentials, 1 hour Real Estate Related, NVAR

31. 0214022171 Tips for Navigating to a Smooth Settlement Around and Inside the Beltway, 1 hour Real Estate Related, NVAR
32. 0214022172 Fair Housing, 2 hours Fair Housing, FAAR **(duplicate PLE #16)**
33. 0214022173 NAR Code of Ethics & Standards of Practice, 4 hours Ethics and Standards of Conduct, Class Act Real Estate Education Center
34. 0214022174 A History of Federal Fair Housing Laws, 2 hours Fair Housing, Class Act Real Estate Education Center
35. 0214022175 Ethical and Moral Dilemmas in the Real Estate Workplace & Standards of Conduct, 3 hours Ethics and Standards of Conduct, Class Act Real Estate Education Center
36. 0214022176 Understanding FIRPTA, 1 hour Real Estate Related, New World Title & Escrow
37. 0214022177 Elder Law-Impact on Real Estate Transactions, 2 hours Real Estate Related, RAR **(duplicate PLE # 17)**
38. 0214022178 Real Estate Negotiation Expert, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 5 hours Real Estate Related, Central Virginia School of Real Estate **(duplicate PLE # 18)**
39. 0214022185 Understanding Construction to Permanent Loans, 1 hour Real Estate Related, NVAR
40. 0214022186 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Area 43 Market Center, LLC. t/a Keller Williams Realty
41. 0214022197 Tax Records: Using REALIST, 1 hour Real Estate Related, RAR
42. 0214022198 NVAR Contract Addenda, 2 hours Real Estate Contract, Capital Area Title, LLC
43. 0214022199 Basic Introduction to the Foreign Investment in Real Estate Property Tax Act of 1980 ("FIRPTA"), 1 hour Real Estate Related, Capital Area Title, LLC
44. 0214022200 Property Disclosures in Virginia Sale Transactions, 1 hour Real Estate Contracts, Capital Area Title, LLC

45. 0214022201 Buyer Agency: Protecting, Promoting, and Defending Your Buyer, 2 hours Real Estate Related, The Settlement Group, Inc.
46. 0214022202 Managing Risk Effectively, 3 hours Real Estate Related, Ann Palmateer Real Estate School
47. 0214022216 Managing the Home Inspection, 1 hour Real Estate Related, Preferred Systems, Inc.
48. 0214022217 Going Green, 1 hour Real Estate Related, Preferred Systems, Inc.
49. 0214022218 Lead Safety for Real Estate Agents, 1 hour Real Estate Related, Preferred Systems, Inc.
50. 0214022219 Mold What You Need to Know and How to Read Air Sampling Reports, 1 hour Real Estate Related, Preferred Systems, Inc.
51. 0214022220 Radon and the Real Estate Transaction, 1 hour Real Estate Related, Preferred Systems, Inc.
52. 0214022221 Brokerage Management in Virginia, 8 hours Broker Management, Class Act Real Estate Education Center, Inc.
53. 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. **(tabled at the March meeting, course did not have information on Hoarding and the Guidance Document)**
54. 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. **(tabled at the March meeting, course did not have the Guidance Document)**

C. Original Continuing Education Course Application, pending

school application:

1. 0214022187 Reinvention: Property Redevelopment and Repositioning, 1 hour Real Estate Related, International Council of Shopping Centers, Inc.
2. 0214022188 Retail as a Catalyst for Economic Development, 1 hour Real Estate Related, International Council of Shopping Centers, Inc.
3. 0214022189 Retail Triple Net Lease (NNN) Real Estate: Step By Step, 1 hour Real Estate Related, International Council of Shopping Centers, Inc.
4. 0214022190 Leasing Strategies for Difficult Spaces, 1 hour Real Estate Related, International Council of Shopping Centers, Inc.
5. 0214022191 Retail Real Estate Finance for Non-Financial Professionals, 1 hour Real Estate Related, International Council of Shopping Centers, Inc

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. 0214022086 Real Estate Investing, 2 hours Current Industry Issues and Trends, FAAR
2. 0214022093 R&W Agent Responsibilities "Who Do I Represent" 3 hours VA Agency Law, Alpha College of Real Estate **(duplicate CE # 3)**
3. 0214022115 Open Doors to Home Ownership, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 8 and 9),**
4. 0214022132 Residential Contract Addendums, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC

- (duplicate CE # 12 and 13)**
5. 0214022135 Buyer Short Sales, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC **(duplicate CE # 15)**
 6. 0214022137 Senior Real Estate Specialist-2 Day Core (SRES Designation), 2 hour Current Industry Issues and Trends, RAR **(duplicate CE # 16)**
 7. 0214022139 Advertising, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 17)**
 8. 0214022145 Trusts & Estates, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC **(duplicate CE #20 and 28)**
 9. 0214022158 Negotiation in the 21st Century, 2 hours Current Industry Issues and Trends, Coldwell Banker Residential Brokerage **(duplicate CE # 21)**
 10. 0214022161 Multiple Offers, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 22 and 23)**
 11. 0214022163 Price It Right, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE #24)**
 12. 0214022165 Guide to Private Wells and Septic Systems, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE #25)**
 13. 0214022179 Serving the Culturally Diverse Market, 2 hours Current Industry Issues and Trends, Coldwell Banker Residential Brokerage **(duplicate CE #27)**
 14. 0214022180 Risk Management, 3 hours Risk Management, Coldwell Banker Residential Brokerage
 15. 0214022181 Contracts-The Sale Process with Buyers, 6 hours Contract Writing, Coldwell Banker Residential Brokerage
 16. 0214022182 Fair Housing, 2 hours Fair Housing, FAAR **(duplicate CE #32)**
 17. 0214022183 Elder Law: Impact on Real Estate Transactions, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE #37)**
 18. 0214022184 Real Estate Negotiation Expert, 2

- hours Current Industry Issues and Trends, Central Virginia School of Real Estate (**duplicate CE #38**)
19. 0214022209 What's Hot and Not Hot, 2 hours Current Industry Issues and Trends, VAR

VII. Pre-License Education Instructors

1. 0230001436 - Jeffrey Brian Shumaker - **Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage and Law)**
2. 0230001441 - Ann Liddell Johnston - **waiver, (Principles, Appraisal, Finance, Brokerage and Law)**
3. 0230001442 - Kevin Patrick Randesi - **Education and Experience (Principles)**
4. 0230001443 - Leroy E. Houser Jr. - **Experience and Professional Designation (Principles)**
5. 0230001444 - Sheila Dann - **Experience and Professional Designation (Real Estate Brokerage)**
6. 0230001447 - Neal Allen Rosenbaum - **Experience and Professional Designation (Real Estate Brokerage)**
7. 0230001446 - Catherine G. Tignor - **waiver (Principles)**
8. 0230001412 - Kimberly L. Ocasio - **Experience and Professional Designation (Principles)**
9. 0230001449 - Malynda (Lyndie) Votaw - **Education and Teaching Credential (Principles)**
10. 0230001450 - Susan Lorine Elbertson - **waiver (Principles)**
11. 0230001424 - Kimberly Ann Neff - **Experience and Professional Designation - adding a Field of Expertise (Principles and Practices of Real Estate)**
12. 0230001454 - Suzanne Welch - **waiver (Principles)**
13. 0230001455 - Diane Virginia Quigley - **waiver (Real Estate Appraisal)**

VIII. Pre-License Education Courses

1. 0214022223 60 hours Salesperson Principles and

- Practices of Real Estate
(correspondence), Area 43 Market
Center, LLC
2. 0214022224 45 hours Broker Real Estate Finance
(correspondence), Real Estate License
Shop, LLC (**school pending approval**)
 3. 0214022225 45 hours Broker Real Estate Law
(correspondence), Real Estate License
Shop, LLC (**school pending approval**)
 4. 0214022226 45 hours Real Estate Brokerage
(correspondence), Real Estate License
Shop, LLC (**school pending approval**)
 5. 0214022227 60 hours Salesperson Principles and
Practices of Real Estate
(correspondence), Real Estate License
Shop, LLC (**school pending approval**)
 6. 0214022228 45 hours Broker Real Estate Appraisal
(correspondence), Real Estate License
Shop, LLC (**school pending approval**)
 7. 0214022229 60 hours Salesperson Principles and
Practices of Real Estate
(On-line), Area 43 Market
Center, LLC

IX. Additional Continuing/Post License Education Instructors

1. **Gregory L. Oxley and Joseph J. Russo, Jr**
0214021679 - Title Insurance: Claims Can and Do
Happen
0214021680 - Mechanic's Lien Law in Virginia
0214021681 - Foreclosure for Realtors; What Virginia
Real Estate Professionals Need To Know
0214021682 - Decedents Estates for Virginia Real
Estate Agents
0214021683 - Cyber Crimes, Title Agent and Realtor
Alert
0214021684 - Intricacies of Title Insurance
0214021685 - Judgments Liens and Bankruptcy
0214021710 - Authority to Execute: Who Can Sign On
Behalf Of Entities, Trusts and Under Powers Of
Attorney
0214021711 - Clearing Common Title Issues
First American Title Insurance Company
2. **David Testa**
0214021679 - Title Insurance: Claims Can and Do
Happen
0214021680 - Mechanic's Lien Law in Virginia

0214021681 - Foreclosure for Realtors; What Virginia Real Estate Professionals Need To Know
 0214021682 - Decedents Estates for Virginia Real Estate Agents
 0214021683 - Cyber Crimes, Title Agent and Realtor Alert
 0214021684 - Intricacies of Title Insurance
 0214021685 - Judgments Liens and Bankruptcy
 0214021710 - Authority to Execute: Who Can Sign On Behalf Of Entities, Trusts and Under Powers Of Attorney
 0214021711 - Clearing Common Title Issues
First American Title Insurance Company

3. **Joseph Kirchner**
 0214021907/0214021905/0214021906 - Realtor.Com Review of Housing Market Trends and Outlook for the Year Ahead, **Alpha College of Real Estate**
4. **Catharyn B. Oroszlan**
 0214021484/0214021483 - 2016 New Laws
 0214021715/0214021716 - Advertising for Property Managers 1 Hour
 0214021713/0214021790/0214021725 - Advertising for Property Managers 2 Hours
 0214020560 - Advertising: Promoting Your Business the Right Way
 0214020637/0214020638 - Agency for Property Managers/Leasing Agents
 0214021593/0214021594 - Agency: A Complicated Relationship 1 Hour
 0214021825/0214021826 - Agency: A Complicated Relationship 2 Hours
 0214020561/0214020595 - Broker Pitfalls and Resources
 0214021595/0214021596 - Broker Supervision Requirements and Best Practices
 0214020562/0214020563 - Commissions: Being Paid the Right Way
 0214020576/0214020577 - Common Legal Hotline Q and A 1 Hour
 0214020579/0214020578/0214020587 - Common Legal Hotline Q and A 2 Hours
 0214021562 - Critical Contract Issues 1 Hour
 0214021563/0214021567 - Critical Contract Issues 2 Hour
 0214020590/0214020596/0214021136 - Dilemmas Facing Real Estate Licensees
 0214020565/0214020591 - Disclosure Shall Set You Free
 0214020027/0214020589 - Earnest Money Deposits: Navigating Dangerous Waters
 0214021467 - Good Intentions But Risky Results 1 Hour

- 0214020566/0214020582 - Good Intentions But Risky Results 2 Hours
0214020568/0214020569/0214020584 - New Real Estate Board Regulations
0214021134/0214021135 - New Real Estate Board Regulations: Advertising
0214021597/0214021599 - Property Management Forms for Beginners
0214020593/0214020597/0214020585 - Real Estate Laws You Need to Know!
0214021938 - Scams: If It Sounds Too Good To Be True...
0214020571/0214020572 - Sneaky Regs - Little Known but Important Real Estate Board Regulations!
0214021601/0214021602 - VAR Property Management Forms Update, **VAR**
5. **Gary Duda**
0214020883/0214020890 - Pricing Strategies Mastering the CMA, **RAR**
6. **Robert Fleck**
0214018111 - Listing Agreements (On-line)
0214020316 - Listing Agreements (Correspondence)
McKissock, LP
7. **Valerie R. Triplett**
0214019136 - Real Estate Contracts
0214019151 - Agency
0214019363 - Ethics
0214019169 - Fair Housing
0214021753 - Title Insurance Basics-Claims
0214021754 - Divorce, Bankruptcy & Real Estate Settlements
0214021755 - Judgments & Liens In Virginia
0214021756 - Title Insurance-Virginia History & Owner's Coverage
0214021757 - 1031 Exchange: What Realtors Need To Know
0214021758 - Who Owns It? Title & Ownership To Real Estate In Virginia
214021988 - Title Insurance: Five Horror Stories
NEW WORLD TITLE & ESCROW LLC
8. **Zhanetta Lopez**
0214021922/0214021923 - Ethics and Standard Of Conduct (CE and PLE)
0214021896/0214021897 - Fair Housing (CE & PLE)
0214021967/0214021968 - Agency (CE & PLE)
0214018718 - Current Industry Issues and Trends
0214018702 - Keeping the Trust (Escrow Requirements)
0214018728 - Contract Writing
0214018749 - Risk Management

- 0214020558 - VA Real Estate Law - With Flood Content
LONG & FOSTER INSTITUTE OF REAL ESTATE
9. **Virginia Gates Distanislao**
0214021679 - Title Insurance: Claims Can and Do Happen
0214021680 - Mechanic's Lien Law in Virginia
0214021681 - Foreclosure for Realtors; What Virginia Real Estate Professionals Need To Know
0214021682 - Decedents Estates for Virginia Real Estate Agents
0214021683 - Cyber Crimes, Title Agent and Realtor Alert
0214021684 - Intricacies of Title Insurance
0214021685 - Judgments Liens and Bankruptcy
0214021710 - Authority to Execute; Who Can Sign On Behalf Of Entities, Trust and Under Powers Of Attorney
0214021711 - Clearing Common Title Issues
FIRST AMERICAN TITLE INSURANCE COMPANY
10. **Joseph Russo, Jr., Sarah Louppe Petcher, Nisha Thakker, and Brenda Heffernan**
0214021084 - Comparative Differences between the NVAR and GCAAR Contracts, **NVAR**
11. **Matthew Rathbun, Sarah Louppe Petcher, Nisha Thakker and Brenda Heffernan**
0214016148/0214016149 - Effective Team Management
NVAR
12. **Charles L. Huang**
0214021692/0214021670 - Escrow Requirements
0214021671/0214021672 - Ethics and Standards of Conduct
0214015847 - Getting a Foreclosed Property to Closing
0214020825 - Legal Updates And Emerging Trends
0214015756 - Real Estate Contracts
0214018042 - Short Sales Strategies
0214021689/0214021721va Brokerage Relationships
0214021673 - VA Law and VREB Regulations
Coldwell Banker Residential Brokerage
13. **David DiMattina**
0214021655/0214021657 - Fair Housing
0214021670/0214021692 - Escrow Requirements
0214021671/0214021612 - Ethics and Standards of Conduct
0214021673 - VA Law and VREB Regulations
0214021689/0214021721 - VA Brokerage Relationships
Coldwell Banker Residential Brokerage
14. **Thomas R. Halfpap**
0214018427/0214018461 - Financing Workshop

0214019812/0214019813 - Targeting & Serving First
Time Home Buyers

0214020509/0214020510 - The Power of VA Lending

Cindy Bishop Worldwide LLC

15. **Victoria Stoner**

0214020009 - Clearing Title Matters

0214020639/0214019632 - Eliminating Legal Speed Bumps

0214022036/0214022037 - Legal Short Sale Seller

0214020763/0214020769 - Mock Settlement

0214021859/0214021860/0214021861 - Residential
Contract Legal Basics

0214021459/0214021460/0214021589 - Risk Management
for VA Real Estate Agents

0214021866/0214021867/0214021865 - Risky Closing
Choices

0214019849/0214019876/0214019848 - Understanding
Escrow Requirements

Cindy Bishop Worldwide LLC

16. **James A. Vincent**

0214015756 - Real Estate Contracts

0214020825 - Legal Updates and Emerging Trends

0214021636 - Real Estate Agency

0214021655/0214021657 - Fair Housing

0214021670 - Escrow Requirements

0214021671/0214021672 - Ethics and Standards of
Conduct

0214021673 - VA Law and VREB Regulations

0214021689/0214021721 - VA Brokerage Relationships

0214021692 - Escrow Requirements

Coldwell Banker Residential Brokerage

X. Other Business

XI. Adjourn