



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, July 11, 2018, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Lee Odems, Committee Chair
Steve Hoover
Sandi Ferebee
Lynn Grimsley

Department Staff Members present: Jay DeBoer, Director
Jeffrey Williams, Board Administrator, Real Estate Board
James Chapman, Board and Regulatory Administrator (Real Estate Section)
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Mr. Odems called the meeting to order at 2:03 p.m.

A motion was made to approve the agenda. The Committee approved it unanimously.

Public Comment

A representative from Stage Homes shared with the committee that the Committee recently denied a course application that had been approved previously approved for continuing education ("CE") credit. The representative claimed that the course protects the public and should be approved. After much discussion, the Committee held that the course should be approved for post-license education ("PLE"), but affirmed its previous decision of denying the course for CE credit.

A provider asked for help defining the ways in which course material is presented (e.g., classroom, online, correspondence). Board staff stated that a future version of the course application will include such definitions.

Guidance documents must be included in course material.

At its last meeting, the Committee did not approve a course on residential renting because the course material did not include information on the Virginia Residential Landlord and

Tenant Act. The Committee clarified that any course on residential renting must include applicable legal documents. The Committee further stated that any course that references a guidance document must include that guidance document in its course material.

The NAR Code of Ethics & Standards of Practice does not need to be included in course material.

The Committee clarified that any ethics course that references the National Association of Realtors ethics material must include a disclaimer that the reference is for teaching purposes only, but a full copy of the document is not necessary.

The Committee approved a new submission deadline beginning next year.

The Committee Chair shared that Board staff received over 100 applications on the last day of the application submission period and that this volume impairs the ability of Board staff to provide the agenda to the Committee in a timely manner. He recommended that providers submit courses before the deadline and advised that courses might not make it to the next Committee meeting even if they are submitted by the deadline. The providers shared that this would be difficult for them. After much discussion, the Committee moved the submission deadline to approximately five weeks before the Committee meeting. The five-week deadline will begin next year. Staff agreed that the extended would help to produce the agenda for the Committee in a more timely manner.

The Committee agreed with the Advisory Council recommendations regarding PLE.

The Committee reviewed the Advisory Council minutes and agreed with the Advisory Council's recommendation to add "real estate-related finance" as a ninth topic to PLE. The Advisory Council suggested that the topic be two hours and that the real estate laws and regulation topic should be reduced from eight hours to six hours.

The Committee approved new directions regarding changes to PLE (Post-Licensing Education) and CE (Continuing Education).

The Committee reduced the current eight-hour course for "broker management" by two hours, and those two hours will be assigned to a new "broker overview" topic that provides "an overview of the broker supervision requirements under [the Code of Virginia] ... and the Board regulations." Currently approved PLE and CE courses without the new requirements may still be offered after that date. However, licensees who take courses without the new requirements will need to take an additional two-hour course that fulfills the new requirements.

Board staff will make new applications available soon. Board staff will also mail a letter to all the current education providers notifying them of the changes that go into effect on January 1, 2019, and the steps they can take to have any currently approved courses re-evaluated. Board staff will also mail a letter to all the firms and branches outlining the changes to PLE and CE.

The Committee did not recommend changes to the Committee Agenda Cover Letter.

Board staff asked if the “Cover Letter” to the Committee Agenda is helpful and requested feedback. The Committee stated that the information was helpful and did not have any recommendations.

Board staff will draft new instructional language regarding resumes.

A Committee member asked if there was a way to get the resumes for instructors more consistent since some instructors provide very little information showing how they might qualify as a subject-matter expert while others provide a lot of experience that is not clearly related to subject for which they seek approval. This topic will be added to the next Committee meeting’s discussion topics, and Board staff will provide some draft language for the Committee to review.

Application Review.

The following applications were approved without stipulation unless noted otherwise.

Bullet numbering corresponds to the meeting’s agenda.

IV. Proprietary School Applications

1. 0211001235 - NoVA Star Appraisals, Inc. Fredericksburg, VA
Contact Person: Ann Marie Smith
2. 0211001236 - Clyde Harrell & Associates, Inc. Chesapeake, VA
Contact Person: Clyde A. Harrell
3. 0211001233 - Envirolabs Incorporated. Gaithersburg, MD.
Contact Person: Paul Merolla
4. 0211001237 - Centerview Title Group, LLC. Chantilly, VA
Contact Person: Danielle LaFace
5. 0211001238 - Executive Training Centers, LLC. Metairie, LA
Contact Person: Roy Ponthier
6. 0211001239 - Integrity Real Estate School, LLC. Arlington, VA
Contact Person: Life A. Schneider

V. Continuing Education Course Applications

- A. Previously-approved Continuing Education Course Applications, Approved Schools (Review for Instructor Only - Attachment 2):
 1. No applications submitted
- B. Original Continuing Education Course Applications, Approved schools:
 1. 0214023081 Dealing with Parties Not Acting On Their Own Behalf, 1 hour Real Estate

- Related, Provident School of Real Estate
2. 0214023083 These Walls Can Talk: Home Inspections and the Buyer Client, 3 hours Real Estate Related, Virginia Realtors (duplicate PLE #2)
 3. 0214023086 Real Estate Agency, 1 hour Real Estate Agency, Highland Ace, LLC
 4. 0214023090 Risk Management with the Use of Home Warranty, 2 hours Real Estate Related, The Southside Virginia Association of Realtors (duplicate PLE #3) review pages
 5. 0214023092 CRS 136 Tax Strategies For The Real Estate Professionals: Leverage Your Tax Knowledge For Your Business, Clients and Investments, 8 hours Real Estate Related, Council of Residential Specialist
 6. 0214023093 Accurate Pricing in a Zestimate World, 2 hours Real Estate Related, RAR (duplicate PLE #4)
 7. 0214023095 Virginia Residential Agency, (Correspondence), 1 hour Real Estate Agency, Alpha College of Real Estate
 8. 0214023096 Virginia Residential Agency, 3 hours Real Estate Agency, Alpha College of Real Estate (duplicate PLE #5)
 9. 0214023101 Ethics (Correspondence), 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate (duplicate PLE #6)
 10. 0214023112 6 HR Real Estate Contract, 6 hour Real Estate Contract, Alpha College of Real Estate (duplicate PLE #7)
 11. 0214023114 Living the Dream-Simple Steps to Avoiding Problem Settlements, 1 hour Real Estate Related, MBH Settlement Group, L.C.
 12. 0214023115 Contract & Agency Conundrums, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, RAR (duplicate PLE #8)
 13. 0214023117 ABR Designation Course, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Elite School of Real Estate (see above discussion)

14. 0214023119 3 HR Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate (duplicate PLE #9)
15. 0214023121 Neighbor Law, 2 hours Real Estate Related, Provident School of Real Estate
16. 0214023126 Renovation Loans, 3 hours Real Estate Related, Academy of Real Estate
17. 0214023127 Escrow, 2 hours Real Estate Related, Provident School of Real Estate
18. 0214023133 CRS 130 How Technology Can Ruin Your Real Estate Business, 8 hours Real Estate Related, Council of Residential Specialist
19. 0214023134 Not so Lucky #7 Environmental Risks, 2 hours Real Estate Related, RAR (duplicate PLE #10)
20. 0214023137 Estate Planning-Issues for Realtors, 2 hours Real Estate Related, Provident School of Real Estate
21. 0214023142 Accredited Buyer Representative Designation, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, and 8 hours Real Estate Related, The CE Shop, Inc.
22. 0214023152 Real Estate Agency, 3 hours Real Estate Agency, Cindy Bishop Worldwide, LLC (duplicate PLE #13)
23. 0214023154 Real Estate Contracts, 1 hour Real Estate Contracts, Piedmont School of Real Estate
24. 0214023155 Real Estate Agency, 1 hour Real Estate Agency, Piedmont School of Real Estate
25. 0214023156 Loan Underwriting Demystified, 2 hours Real Estate Related, RAR (duplicate PLE #14)
26. 0214023158 Radon on Your Radar, 2 hours Real Estate Related, RAR (duplicate PLE #15)
27. 0214023160 VR v. REIN Contract Comparison, 2 hours Real Estate Contracts, WAAR (duplicate CE #28 and PLE #16)
28. 0214023161 VR v. REIN Contract Comparison, 2 hours Broker Management, WAAR (duplicate CE #27 and PLE #16)
29. 0214023172 Cases in Agent Supervision and Management Complete Series

- (Correspondence), 8 hours Broker Management, Moseley Real Estate Schools, Inc. (duplicate CE #30)
30. 0214023173 Cases in Agent Supervision and Management Complete Series (On-line), 8 hours Broker Management, Moseley Real Estate Schools, Inc. (duplicate CE #29)
31. 0214023174 Real Estate Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Moseley Real Estate Schools, Inc. (duplicate CE #32)
32. 0214023175 Real Estate Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Moseley Real Estate Schools, Inc. (duplicate CE #31)
33. 0214023176 Real Estate Trends (Correspondence), 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. (duplicate CE #34)
34. 0214023177 Real Estate Trends (On-line), 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. (duplicate CE #33)
35. 0214023178 Virginia Broker Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related and 8 hours Broker Management, Moseley Real Estate Schools, Inc. (duplicate CE # 36)
36. 0214023179 Virginia Broker Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related and 8 hours Broker Management, Moseley Real Estate Schools, Inc. (duplicate CE #35)

37. 0214023180 Virginia Salesperson Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. (duplicate CE #38)
38. 0214023181 Virginia Salesperson Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools, Inc. (duplicate CE #37)
39. 0214023182 Will Real Estate Sales Be Transformed by Blockchain & Cybersecurity, 2 hours ~~Real Estate Related~~ **Broker Management**, The Settlement Group Inc
40. 0214023183 Cybersecurity & Real Estate Professionals: You'd Better Be Doing It! ~~2~~ 1 hours ~~Real Estate Related~~ **Broker Management**, The Settlement Group Inc
41. 0214023184 What to Expect at the Home Inspection - A Look at the new Licensing Requirements, 2 hours Real Estate Related, Hurlbert Home Inspection LLC
42. 0214023185 Fair Housing, 2 hours Fair Housing, Highland Ace, LLC
43. 0214023186 Escrow Requirements, 3 hours Real Estate Related, Alpha College of Real Estate (duplicate PLE #25)
44. 0214023188 Real Estate Law and Board Regulations, 8 hours Real Estate Related, Alpha College of Real Estate (duplicate PLE #26)
45. 0214023190 Environmental Due Diligence And Real Estate Transactions, 1 hour Real Estate Related, Central Virginia School of Real Estate
46. 0214023192 Structural Assessment of a Home, 1 hour Real Estate Related, Central Virginia School of Real Estate
NOT APPROVED. Outside the scope of a real estate agent.

47. 0214023193 How To Determine Rebuild vs Remodel, 1 hour Real Estate Related, Central Virginia School of Real Estate
48. 0214023194 What is a Feasibility Study & How Is It Done? 1 hour Real Estate Related, Central Virginia School of Real Estate
49. 0214023195 Building Codes & Design, 1 hour Real Estate Related, Central Virginia School of Real Estate
50. 0214023196 The Architectural Process-When do you bring in an Architect? 1 hour Real Estate Related, Central Virginia School of Real Estate
51. 0214023197 The Basics of Flood Insurance, 1 hour Legal Updates, Hondros College of Business
52. 0214023216 Broker Updates, Trends and Resources, 1 hour Broker Management, VAR
53. 0214023217 Effective Realty Leadership, 2 hours Broker Management, VAR
54. 0214023218 What's Working and What's Not in Real Estate Today, 2 hours Broker Management, VAR
55. 0214023219 Certified Negotiation Expert, 1 hour Real Estate Agency, and 8 hours Real Estate Related, PWAR
56. 0214023220 Cases in Advertising and Communication (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
57. 0214023221 Cases in Agency Initiation, Supervision, and Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
58. 0214023222 Cases in Agent Misconduct (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
59. 0214023223 Cases in Escrow Account Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
60. 0214023224 Cases in Improper Dealing and Financial Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
61. 0214023225 Cases in Improper Disclosure and Disclosure Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.

- 62. 0214023226 Cases in Improper Listing, Leasing, and Commissions (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
- 63. 0214023227 Cases in Personal Misconduct and Proper Supervision (On-line), 1 hour Broker Management, Moseley Real Estate Schools, Inc.
- 64. 0214023228 Do Not Call Rules and Regulations (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools, Inc.
- 65. 0214023229 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Moseley Real Estate Schools, Inc.
- 66. 0214023230 Fair Housing (On-line), 2 hours Fair Housing, Moseley Real Estate Schools
- 67. 0214023231 Finance (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 68. 0214023232 Home Sales and the Economy (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools
- 69. 0214023233 Land Use Issues (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 70. 0214023234 Legislative Updates (On-line), 1 hour Legal Updates, Moseley Real Estate Schools
- 71. 0214023235 Limited Service Agency (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools
- 72. 0214023236 Offers to Purchase (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 73. 0214023237 Property Law (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 74. 0214023238 Property Valuation and The Listing Process (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 75. 0214023239 Real Estate Agency (On-line), 1 hour Real Estate Agency, Moseley Real Estate Schools
- 76. 0214023240 Real Estate Contracts (On-line), 1 hour Real Estate Contracts, Moseley Real Estate Schools
- 77. 0214023241 Real Estate Law (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools

- 78. 0214023242 Smart Growth in Virginia (On-line), 1 hour Real Estate Related, Moseley Real Estate Schools
- 79. 0214023243 Deeds and Ownership Interest, 2 hours Real Estate Related, Virginia Legal Education, LLC

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

- 1. 0214023244 How to Challenge an Appraisal, 3 hours Real Estate Related, Clyde Harrell & Associates, Inc. (pending school 0211001236)
- 2. 0214023246 Calculating Square Footage, 2 hours Real Estate Related, Clyde Harrell & Associates, Inc. (pending school 0211001236)
- 3. 0214023247 Overview of the Appraisal Process, 3 hours Real Estate Related, Clyde Harrell & Associates, Inc. (pending school 0211001236)
- 4. 0214023248 Radon for Real Estate Agents (On-line), 1 hour Real Estate Contracts and 7 2 hours Real Estate Related, Envirolabs Inc. (pending school 0211001233)

VI. Post License Education Course Applications

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

- 1. No applications submitted.

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

- 1. 0214023082 How to have a Smooth Settlement, 2 hours Current Industry Issues and Trends, Highland Ace, LLC
- 2. 0214023084 These Walls Can Talk: Home Inspections and the Buyer Client, 2 hours Current Industry Issues and Trends, Virginia Realtors (duplicate CE #2)

3. 0214023091 Risk Management with the Use of Home Warrant, 3 hours Risk Management, The Southside Virginia Association of Realtors (duplicate CE #4) review pages.
4. 0214023094 Accurate Pricing in a Zestimate World, 2 hours Current Industry Issues and Trends, RAR (duplicate CE #6)
5. 0214023097 Virginia Residential Agency, 3 hours Virginia Agency Law, Alpha College of Real Estate (duplicate CE #8)
6. 0214023102 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate (duplicate CE #9)
7. 0214023113 Real Estate Contracts, 6 hours Contract Writing, Alpha College of Real Estate (duplicate CE #10)
8. 0214023116 Contract & Agency Conundrums, 2 hours Current Industry Issues and Trends (duplicate CE #12)
9. 0214023120 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate (duplicate CE #14)
10. 0214023135 Not so Lucky #7 Environmental Risks, 2 hours Current Industry Issues and Trends, RAR (duplicate CE #19)
11. 0214023136 Realtor's Guide to Risk Management, 3 hours Risk Management, RAR
12. 0214023138 Elements of Writing Effective Contracts, 6 hours Contract Writing, Montague Miller Real Estate Academy
13. 0214023153 Real Estate Agency, 3 hours VA Agency Law, Cindy Bishop Worldwide, LLC (duplicate CE #22)
14. 0214023157 Loan Underwriting Demystified, 2 hours Current Industry Issues and Trends, RAR (duplicate CE #25)
15. 0214023159 Radon on Your Radar, 2 hours Current Industry Issues and Trends, RAR (duplicate CE #26)
16. 0214023162 VR v. REIN Contract Comparison, 2 hours Current Industry Issues and Trends, WAAR (duplicate CE #27 & #28)
17. 0214023164 Contract Writing (Correspondence), 6 hours Contract Writing, Moseley Real Estate Schools, Inc.

18. 0214023165 Escrow Requirements (Correspondence), 3 hours Escrow Requirements, Moseley Real Estate Schools, Inc.
19. 0214023166 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards Of Conduct, Moseley Real Estate Schools, Inc.
20. 0214023167 Fair Housing (Correspondence), 2 hours Fair Housing, Moseley Real Estate Schools, Inc.
21. 0214023168 Real Estate Law & Regulations (Correspondence), 8 hours Real Estate Law and Board Regulations, Moseley Real Estate Schools, Inc.
22. 0214023169 Real Estate Technology (Correspondence), 2 hours Current Industry Issues and Trends, Moseley Real Estate Schools, Inc.
23. 0214023170 Risk Management (Correspondence), 3 hours Risk Management, Moseley Real Estate Schools, Inc.
24. 0214023171 Virginia Agency Law (Correspondence), 3 hours Virginia Agency Law, Moseley Real Estate Schools, Inc.
25. 0214023187 Escrow Requirements, 3 hours Escrow Requirements, Alpha College of Real Estate (duplicate CE #43)
26. 0214023189 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations, Alpha College of Real Estate (duplicate CE #44)
27. 0214023191 Realtor-Lender Relations, 2 hours Current Industry Issues and Trends, DAAR

C. Original Post Licensing Education Course Application, pending School application:

1. No applications submitted

VII. Pre-License Education Instructors

1. 0230001541 - Alton Meade Butler - waiver (Principles) **NOT APPROVED. Did not have enough experience.**
2. 0230001563 - Lingiam Odems Jr. - Experience and Professional Designation (Principles, Law, Finance, Brokerage, and Appraisal)

3. 0230001565 - Roy L. Ponthier - DREI, Teaching Credentials and Waiver (Principles)
4. 0230001567 - Lisa Simmons Moore - waiver (Principles)
NOT APPROVED. Did not have enough experience.
5. 0230001568 - Life Schneider - Professional Designation & VA State Bar (Principles, Appraisal, and Finance)
6. 0230001558 - Angela Epting - Education and Experience (Principles, Finance, Brokerage and Law)
7. 0230001556 - Lori Jean Feldhaus - Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)
8. 0230001569 - Guy Daniel Allen - Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)
9. 0230001555 - Kenneth Raymond Thurman - waiver (Principles)
NOT APPROVED. Did not have enough experience.
10. 0230001554 - Augusto Arostegui - education and experience (Principles, Appraisal, Finance, Brokerage, and Law)
11. 0230001564 - Bennie Lynn Miller - Education and Experience (Principles, Appraisal, Finance, Brokerage, and Law)
12. 0230001552 - Nicole Marie Wickcliffe - waiver (Principles and Finance)
13. 0230001566 - Phyllis Ann Delello - waiver (Principles)
NOT APPROVED. Did not have enough experience.

VIII. Pre-License Education Courses

1. 0214023151 60 hours Salesperson Principles and Practices of Real Estate (On-line), Moseley Real Estate Schools, Inc.
2. 0214023198 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Moseley Real Estate Schools, Inc.
3. 0214023199 60 hours Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Real Estate Schools, Inc.
4. 0214023200 45 hours Real Estate Brokerage (Correspondence), Moseley Real Estate Schools, Inc.
5. 0214023201 45 hours Real Estate Brokerage (On-line), Moseley Real Estate Schools, Inc.
6. 0214023202 45 hours Real Estate Finance (Correspondence), Moseley Real Estate Schools, Inc.
7. 0214023203 45 hours Real Estate Finance (On-line), Moseley Real Estate Schools, Inc.

8. 0214023204 45 hours Real Estate Law
(Correspondence), Moseley Real Estate
Schools, Inc.
9. 0214023205 45 hours Real Estate Law
(On-line),
Moseley Real Estate Schools, Inc.
10. 0214023206 45 hours Real Estate Property Law
(Correspondence), Moseley Real Estate
Schools, Inc.
11. 0214023207 45 hours Real Estate Property Law
(On-line), Moseley Real Estate
Schools, Inc.
12. 0214023208 15 hours Salesperson Principles and
Practices of Real Estate (On-line), Moseley
Real Estate Schools, Inc.
13. 0214023209 60 hours Salesperson Principles and
Practices of Real Estate (On-line),
Executive Training Centers, LLC (School
and Instructor pending approval)
14. 0214023245 60 hours Salesperson Principles and
Practices of Real Estate (On-line),
Dearborn Financial Publishing, Inc. dba
Recampus.com

IX. Additional Continuing/Post License Education Instructors

1. Austin Dunn
0214022529/0214022530 - Property Management Forms Update
2017, Virginia REALTORS®
2. Jonathan Haley
0214022529/0214022530 - Property Management Forms Update
2017, Virginia REALTORS®
3. Jenna Wolff
0214018647 - 203(K) Education for Renovation
0214020031/0214020039 - 2015 Residential Sales Contract
(VA) Addenda
0214019089/0214019097 - A Mock Settlement
0214020797/0214020826 - Advanced Title Insurance Issues
0214017988- Agency Demystified
0214022898/0214022902 - Bankruptcy and Foreclosure
0214018663 - Clearing Title to A Commission Check
0214020035/0214020042 - Compulsory 2015 Contract Crash
Course
0214019851 - Congratulations You Got The Listing!
0214020803/0214020824 - Contracts with Escalators
0214020798/0214020827 - Death, Divorce and Bankruptcy
0214020278 - Earnest Money Deposits
0214022897/0214022901 - Effective Real Estate Contracts

0214018768/0214018727 - Escrow Requirements
 0214022894/0214022900 - Ethics for Real Estate Agents
 0214020801 - Excellence in Profession
 0214019466/0214019488 - Fair Housing
 0214018684/0214018665 - 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
 0214018965/0214018901 - Let's Inspect This A Little More
 Closely
 0214018606/0214019094 - Lien on Me
 0214020822 - Living the Dream-Simple Steps to Avoiding
 Problem Settlements
 0214022896 - Practical Guide to FIRPTA and Foreign Sellers
 0214018651 - Property Condition Disclosures in Sale
 Transactions
 0214019679/0214019669 - Real Estate Disclosure Law in VA
 0214020120/0214020137 - Real Estate Fraud
 0214021199/0214021208 - Real Estate Law
 0214018512/0214020034 - Risk Management
 0214018766 - Ten Helpful Legal Cases
 0214020116/0214020136 - The 2015 Loan Estimate and Closing
 0214019815/0214019836 - The New 2015 Residential Sales
 Contract
 0214018620/0214018640 - The Power of Exchange: 1031s
 0214020040 - Title Insurance and Surveys
 0214020622 - To Survey or Not To Survey
 0214018653 - Transactional Red Flags-Authority to Sell
 0214020805 - Transactional Involving FHA and VA Financing
 0214020648/0214020649 - TRID-ICULOUS (TILA-RESPA
 INTEGRATED DISCLOSURE
 0214022912/0214022904 - Unconventional Transactions
 0214022053 - Understanding Agent Duties and Disclosure
 0214022049/0214022050 - Understanding Environmental Issues
 Which Impact Real Estate
 0214022047/0214022048 - Understanding the Loan Assumptions
 0214022899/0214022903 - Understanding the Conventional,
 FHA and VA Financing Addenda
 0214022895 - Understanding the Private Well and/or Septic
 Contingency Addendum
 0214020627/0214020629 - Understanding the Residential
 Sales Contract
 0214022045/0214022046 - Understanding the Sales Contract
 for Unimproved Land
 0214022051/0214022052 - Understanding Title Insurance and
 Surveys

- 0214021199/0214021208 - VA Real Estate Law and Board Regulations
0214017614 - Why Didn't My Short Sale Close
MBH Settlement Group, L.C.
4. Tracy S. Legare
0214022934/0214022935 - Financing Workshop 2
0214019812/0214019813 - Targeting & Servicing First Time Home Buyers
0214019622/0214019624 - 203k Renovation Loans
0214020509/0214020510 - The Power of VA Lending
0214020471/0214020556 - Listing Tools Masters Use
0214021436/0214021437 - Renovation Loan Sales Strategy
Kelly A. Katalinas
0214022934/0214022935 - Financing Workshop 2
0214019812/0214019813 - Targeting & Servicing First Time Home Buyers
0214019622/0214019624 - 203k Renovation Loans
0214020509/0214020510 - The Power of VA Lending
0214020471/0214020556 - Listing Tools Masters Use
0214021436/0214021437 - Renovation Loan Sales Strategy
Cindy Bishop Worldwide LLC
5. David Snipes
0214019806/0214019809 - Peak Performance Pricing
JUSTIN COCHRAN
0214019806/0214019809 - Peak Performance Pricing
RAR
6. Donna Austin
0214022422 - Code of Ethics and Professionalism
Elizabeth Gatewood
0214022422 - Code of Ethics and Professionalism
Donna Procise
0214022422 - Code of Ethics and Professionalism
David Snipes
0214022422 - Code of Ethics and Professionalism
RAR
7. David Snipes
0214020435/0214020433/0214020434 - Foundations of Law (PLE), Part 1 (CE) and Part 2 (CE)
RAR
8. T.C. Theresa Cooksley
0214018679/0214019592 - Ethics and Standards of Conduct
0214022930/0214022929 - Fair Housing
0214022129/0214022132/0214022130 - Residential Contract Addendums
0214021934/0214021935/0214021933 - Residential Contract Essentials
Cindy Bishop Worldwide LLC
9. Ernie Castro
0214022435/0214022434 - Reverse Mortgages

- Lisa C. Carper
0214022435/0214022434 - Reverse Mortgages
Cindy Bishop Worldwide, LLC
10. Tracey S. Legare
0214020556/0214020555 - Understanding Credit Repair
Kelly A. Katalinas
0214020556/0214020555 - Understanding Credit Repair
Cindy Bishop Worldwide, LLC
11. Beth Dalton
0214022442/0214022443 - Contracts
0214022583/0214022584 - Social media & Internet
Advertising
0214022581/0214022582 - Introduction to Commercial RE
0214022519/0214022520 - VA Escrow Requirements
0214022546/0214022586 - Risk management
0214022527/0214022528 - VA Real Estate Law (with flood
content)
Long and Foster Institute of Real Estate
12. Jill Malloy
0214021727 - Broker Supervision from A - Z
0214021922/0214021923 - Ethics
0214021896/0214021897 - Fair Housing
0214020553 - Contracts
0214020782 -VA Legal Updates (with flood content)
0214020753 - Agency
Long and Foster Institute of Real Estate
13. Jason Andrzejewski
0214022733/0214022734 - Mortgage Financing
Long and Foster Institute of Real Estate
14. Kermit Johnson
0214022347 - Home Safety for your Sellers
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214021896/0214021897 - Fair Housing
0214022442/0214022443 - Contracts
0214022583/0214022584 - Social media & Internet
Advertising
0214022581/0214022582 - Introduction to Commercial RE
0214022519/0214022520 - VA Escrow Requirements
0214022546/0214022586 - Risk management
0214022527/0214022528 - VA Real Estate Law (with flood)
0214022733/0214022734 - Mortgage Financing
Long and Foster Institute of Real Estate
15. Julie Frank
0214021727 - Broker Supervision from A - Z
0214020753 - Agency
0214020553 - Contracts
0214020782 -VA Legal Updates (with flood content)
Long and Foster Institute of Real Estate

16. Kevin Hagan
0214022583/0214022584 - Social media & Internet Advertising
0214022442/0214022443 - Contracts
0214022519/0214022520 - VA Escrow Requirements
0214022546/0214022586 - Risk management
0214022527/0214022528 - VA Real Estate Law (with flood)
Long and Foster Institute of Real Estate
17. Candy Dennis
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
0214022581/0214022582 - Introduction to Commercial RE
0214022546/0214022586 - Risk management
0214022583/0214022584 - Social media & Internet Advertising
0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
- Jason Goodin
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
0214022581/0214022582 - Introduction to Commercial RE
0214022546/0214022586 - Risk management
0214022583/0214022584 - Social media & Internet Advertising
0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
- Jo Cross
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
0214022581/0214022582 - Introduction to Commercial RE
0214022546/0214022586 - Risk management
0214022583/0214022584 - Social media & Internet Advertising
0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
- Kelly Corbit
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
0214022581/0214022582 - Introduction to Commercial RE
0214022546/0214022586 - Risk management

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0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
Liz Kilby
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
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0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
Nancy King
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
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0214022546/0214022586 - Risk management
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0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
Scott Anton
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
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0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
Long and Foster Institute of Real Estate
18. Tina Holt
0214021967/0214021968 - Agency
0214021922/0214021923 - Ethics
0214022442/0214022443 - Contracts
0214021896/0214021897 - Fair Housing
~~0214022581/0214022582 - Introduction to Commercial RE~~
NOT APPROVED. Did not have enough experience in this subject.
0214022546/0214022586 - Risk management
0214022583/0214022584 - Social media & Internet Advertising

- 0214022519/0214022520 - VA Escrow Requirements
0214022527/0214022528 - VA Real Estate Law (with flood)
Long and Foster Institute of Real Estate
19. Sara A. Stephens
0214018771 - Short Sales, REOs Sales and Some Related Tax Issues
0214022747 - Living Trusts in Real Estate
0214022746 - Title Insurance Basics: What is it and How it Works
0214022744 - The Closing Process
0214020740 - Deeds of Conveyance
0214021703 - Surveys and Easements-Mapping out An Approach
0214021701 - Closings with a Twist (Non Standard Transactions)
0214021290 - The Agent Did What? A Focus on Contract Language within the NVAR Regional Sales Contract
0214022056 - Negotiation 101: The Psychology of the Deal
The RGS Title Real Estate Academy
20. Freddy Zamorano
0214022934/0214022935 - Financing Workshop 2
~~0214019812/0214019813 - Targeting & Servicing First Time Home Buyers~~ **NOT APPROVED. Did not have enough experience in this subject.**
0214020509/0214020510 - The Power of VA Lending
~~0214020471/0214020556 - Listing Tools Masters Use~~ **NOT APPROVED. Did not have enough experience in this subject.**
0214020555/0214020556 - Understanding Credit Repair
Cindy Bishop Worldwide, LLC
21. Barbara Rhodes
0214018919 - Real Estate Contracts
0214018920 - Real Estate Agency
0214018921 - Ethics & Standards of Conduct
0214018922 - Fair Housing
0214018943 - Ethics & Standards of Conduct
0214019293 - Credit History, Analysis & Loan Programs
0214019320 - Credit History, Analysis & Loan Programs
0214019369 - Fair Housing
0214020610 - Negotiation the Sales Gap
0214020611 - Negotiation the Sales Gap
0214020745 - VA Homes Loans
0214021709 - Legal Updates with Flood
0214021728 - Transaction Red Flags
0214022587 - Title Insurance
Alltech Title Group Inc
22. Mary Kachnowski
0214022329/0214022330 - Fair Housing Open Doors
Central VA School of Real Estate
23. Sara A. Stephens

- 0214021679 - Title Insurance: Claims Can and Do Happen
- 0214021680 - Mechanics' Lien Law in Virginia
- ~~0214021681 - Foreclosure for Realtors; What VA Real Estate Prof Need To Know~~ **NOT APPROVED. Did not have enough experience in this subject.**
- ~~0214021682 - Decedents Real Estates for Virginia Real Estate Agents~~ **NOT APPROVED. Did not have enough experience in this subject.**
- 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
- 0214022918 - Surveys
- First American Title Insurance Company
- 24. Joseph A. Vita
 - 0214021821/0214021822 - 2017 Ethics Seminar
 - 0214019234/0214019236 - The Code of Ethics: Our Promise of Professionalism
 - Virginia Realtors
- 25. Bev Perina,
 - 0214022069/0214022070 - Tenancy Fred Thompson
 - 0214022069/0214022070 - Tenancy Dave Holt
 - 0214022069/0214022070 - Tenancy
 - Kelly Tollifson
 - 0214022069/0214022070 - Tenancy
 - Robert Locke
 - 0214022069/0214022070 - Tenancy
 - Michael Mccreary
 - 0214022069/0214022070 - Tenancy
 - Alpha College of Real Estate, Inc
- 26. David Pryal
 - 0214022664/0214022665 - The Regional Contract Academy of Real Estate. LLC
- 27. Fred Smith
 - 0214022054 - WAAR Legal Updates WAAR

New Business

A provider asked why a current licensee cannot get CE credit and pre-license credit for the same course. The provider stated that the Board has allowed this in the past. After much discussion, the Committee instructed Board staff to review previous Board minutes and Committee minutes for documentation regarding this practice. The Committee Chair asked that this issue be a topic of discussion at the next Committee meeting.

The meeting adjourned at 4:37 p.m.