



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Ralph S. Northam
Governor

Brian Ball
Secretary of
Commerce and Trade

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, May 29, 2019, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Lynn Grimsley
Candice Bower
Libby Gatewood
Steve Hoover, Board Chair

Department Staff Members present: Mary Broz-Vaughan, Acting Director
Jeffrey Williams, Board Administrator
Jim Chapman, Board Administrator
Ana Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist
Beverly Bennett, Licensing Specialist

Ms. Grimsley called the meeting to order at 2:02 p.m.

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

Public Comment

An education provider asked how the exam questions were selected and stated he felt the failure rate was too high. Committee members and Board staff discussed the process for validating questions, and Board staff shared that the failure rate for the real estate exam is lower than or on par with other regulatory exams. Board staff will provide the Committee more information on the exam process and statistics at the next Committee meeting.

Most complaints against education providers are routed back to the education providers.

The Board received a complaint that an education provider's directions on how to take a course were confusing and had a lot of mistakes. The complainant was directed to contact the education provider regarding her concerns since the Board did not have authority over the education provider related to her concerns. The Board will only direct a complainant to the Department's Regulatory Programs and Compliance section if the allegation is fraud or some other problem related to the validity of data submitted to the Board.

Board staff will update the Committee's agenda.

The Committee's next meeting agenda will include a new section for courses submitted to meet PLE and CE requirements, which will eliminate redundancies. The Committee suggested a few other changes for Board staff to implement on the next agenda.

A reminder to education providers: Course names can only be 40 characters.

The Department's computer system (EAGLES) course name field will only accept 40 characters. Board staff will shorten any course name longer than 40 characters.

CE courses on building codes and other technical subjects need to be very general.

Many education providers submit courses for approval for "real estate related" credit that often go into too much technical detail. A recent submittal for a "building code" course contained no more than screen shots of blue prints. The Committee did not approve the course because it was not general enough. Several members stated that a course on building codes should provide an overview of building codes and what resources are available for further inquiry. The goal of approved CE and PLE course should not be to make licensees experts in other disciplines, such as building codes, mold, or financing.

The Committee will no longer review timed course outlines of courses approved prior to January 1, 2019, in order to determine if the course meets the new requirements.

The Committee allowed providers to submit their timed course outline of courses approved prior to January 1, 2019, so that the Committee could determine if the course met the new CE and PLE requirements. If the course did meet the new requirements, licensees who took them could receive credit for meeting the new requirements. Since education providers have been given ample time to submit their outlines, Board staff requested that this practice be discontinued. The Committee agreed.

Updated applications will be ready soon.

Updated applications (e.g., combined CE/PLE course application, resume worksheet) are nearing completion. Board staff will notify the education providers once the new applications are placed on the Board's website and inform them as to when the old applications will no longer be accepted.

Future communication with the Education Providers.

Since all the education providers are required to have an email address on record, the Board has previously used email to send reminders and notifications of future changes. Board staff will resume this practice. The Committee and Board staff discussed reminders for future email communications.

Course titles do not always accurately reflect the topic for which the course is approved.

The Committee recently approved a course with a title that included "business planning" and "marketing." The Committee has often rejected such courses because they are not listed as approved topics in the Board's regulations and do not protect the health, safety, and welfare of the public. The recent course was approved because the course did contain content other

than business planning and marketing. The course was for 16 hours, but was only approved for the 8 hours of content that fit within the topics approved for CE. Education providers should be aware that the Committee will only approve a course for the hours that fit within acceptable topics, regardless of the course name.

The following applications were approved without stipulation unless noted otherwise:

IV. Proprietary School Applications

1. 0211001264 Cardinal Title Academy, Chantilly, VA; Contact Person: Don Samson
2. 0211001266 Community Housing Partners Corporation, Christiansburg, VA
Contact Person: Leslie Harris
3. 0211001265 WebCE Inc, Dallas, TX; Contact Person: Lesli Leakey
4. 0211001267 United Real Estate Schools, Reston, VA; Contact Person: Walter
(Dave) Spence

V. Continuing Education Course Applications

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

1. 0214024223 Judgments Liens and Bankruptcy, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)
2. 0214024224 Title Insurance: Claims Can & Do Happen, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)
3. 0214024225 Decedents Estates For VA Real Estate Agents, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)
4. 0214024226 Clearing Common Title Issues, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)
5. 0214024227 Intricacies of Title Insurance, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)
6. 0214024228 Cyber Crimes, Title Agent and Realtor Alert, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)
7. 0214024229 Authority to Execute, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell and Sonia Downard**)
8. 0214024230 Mechanics Lien Law for VA Real Estate Agents, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)

9. 0214024231 Foreclosures for Realtors, 1 hour Real Estate Related, Metropolitan Title, LLC (**Charles Fincher, James E. Mitchell, and Sonia Downard**)
10. 0214024380 Good Intentions but Risky Results, 2 hours Legal Updates, Harrisonburg Rockingham AOR (**Laura M Farley, Erin Barton, Catharyn B Oroszlan, Jonathan R Haley, James W Hopper**) (duplicate prev. app. PLE #1)

B. Original Continuing Education Course Applications, Approved schools:

1. 0214024242 Working with Rentals, 2 hours Real Estate Related, PenFed
2. 0214024243 Common Contract Addenda, 3 hours Real Estate Contracts, PenFed
3. 0214024247 Virginia Fair Housing, 2 Hours Fair Housing, Reed Training Center
4. 0214025252 Contract Drafting & Negotiation Workshop, 3 hours Contracts, RAR
5. 0214025253 Marketing & Servicing a Listing, 3 hours Real Estate Related, PenFed
6. 0214025254 Listing & Buyer Broker Contracts, 2 hours Real Estate Related, PenFed
7. 0214024255 Contract to Settlement, 3 hours Real Estate Related, PenFed
8. 0214024257 Contract Boot Camp Writing, Drafting and Negotiating, 6 hours Real Estate Contracts, RAR (**duplicate PLE # 3**)
9. 0214024260 Deeds in Virginia, 2 hours Real Estate Related, Vesta Settlements, LLC
10. 0214024266 The Auction Process, 1 hour Real Estate Related, Title Resources Guaranty Company
11. 0214024267 Housing Legislation, 2 1/2 hours Real Estate Related, Reed Training Center
12. 0214024268 Virginia Broker Management and Supervision (Online), ~~6 hours Broker Management~~ and 2 hours Broker Supervision, Hondros College of Business (**is it Broker Management and Supervision?**)
13. 0214024269 Virginia Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Reed Training Center
14. 0214024270 Win-Win Negotiation Techniques-RS 121, 8 hours Real Estate Related, Residential Real Estate Council
15. 0214024274 Modern Risk Considerations, 2 hours Real Estate Related, RAR
16. 0214024275 ABC's of Advertising Regulations, 1 hour Legal Updates, RAR

17. 0214024276 Basic Contract Writing, 3 hours Real Estate Contracts, RAR
18. 0214024277 Practicing Ethics in Negotiations, 1 hour Real Estate Related, RAR
19. 0214024278 Data Fraud & Consumer Protection, 1 hour Real Estate Related, RAR
20. 0214024279 Finance Fundamentals, 2 hours Real Estate Related, RAR **(duplicate PLE # 4)**
21. 0214024290 New Home Construction, 2 hours Real Estate Related, DAAR **(duplicate PLE # 5)**
22. 0214024292 Real Estate Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Highland Ace, LLC
23. 0214024293 Broker Workshop: What a Broker Needs to Know to Keep Current, 2 hours Broker Management, RAR
24. 0214024298 Credit Essentials, 1 hour Real Estate Related, Alpha College of Real Estate **(same course with the same content requesting different credit hours)**
25. 0214024299 Credit Essentials, 2 hours Real Estate Related, Alpha College of Real Estate
NOT APPROVED. NOT ENOUGH CONTENT.
26. 0214024300 ALTA's Best Practices v 2.5, 1 hour Real Estate Related, ORNTIC
NOT APPROVED. NOT REAL ESTATE SPECIFIC.
27. 0214024304 Safety Matters: Safe Business=Smart Business, 2 hours Real Estate Related, RAR **(PLE #6)**
28. 0214024306 Uniform Real Property Transfer on Death Act, 1 hour Real Estate Related, Title Resources Guaranty Company
29. 0214024307 Wire Fraud Update-New Tactics of the Fraudsters, 1 hour Real Estate Related, Title Resources Guaranty Company
30. 0214024322 2 Day Accredited Buyers Representative (ABR), 1 hours Real Estate Agency, 1 hours Real Estate Contracts and 8 hours Real Estate Related, Alpha College of Real Estate
31. 0214024323 Short Sales and Foreclosures: What Real Estate Professionals Need To Know, 8 hours Real Estate Related Subjects, Alpha College of Real Estate
32. 0214024326 Radon Environmental Issues For Real Estate Professionals, 2 hours Real Estate Related, National Property Inspections Inc
33. 0214024327 Technology Tools, Trends, and Risk Management, 3 hours Broker Management, The CE Shop Inc
34. 0214024328 Preparing a Market Analysis - Best Practices, 3 hours Broker Management, The CE Shop, Inc.
35. 0214024329 Central Virginia Regional MLS Purchase Agreement, 2 hours Real Estate Related, Title Resources Guaranty Company

36. 0214024330 Encumbrances, Judgments & Liens, 2 hours Real Estate Related, Provident School of Real Estate
37. 0214024331 Foreclosures in Virginia, 1 hour Real Estate Related, Old Republic National Title Company
38. 0214024332 Understanding the Termite Report, 1 hour Real Estate Related, FAAR Academy
NOT APPROVED. NOT REAL ESTATE SPECIFIC.
39. 0214024333 Real Estate Law – Includes Flood Insurance, 2 hours Legal Updates, Provident School of Real Estate
40. 0214024334 1031 Exchange Basics, 1 hour Real Estate Related, Old Republic National Title Insurance Company
41. 0214024337 Business Planning & Marketing for the Residential Specialist, 8 hours Real Estate Related, Residential Real Estate Council **(Does this course protect the health, welfare & safety of the public?)**
42. 0214024338 Buying & Selling Income Properties, 8 hours Real Estate Related, Residential Real Estate Council
43. 0214024339 Understanding Home Insurance, 1 hour Real Estate Related, Alpha College of Real Estate
44. 0214024340 Understanding Flood Insurance, 1 hour Legal Updates, Alpha College of Real Estate
45. 0214024341 Wire Fraud, 2 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
46. 0214024342 From Contract to Closing, 2 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
47. 0214024343 Helping Millennials overcome the barriers to Homeownership, 3 hours Real Estate Related, LFIRE
48. 0214024345 Appraisals: Policies, Practices, and More, 2 hours Real Estate Related, LFIRE
49. 0214024346 Ethics, 3 hours Ethics, The Long and Foster Institute of Real Estate **(duplicate PLE #12)**
50. 0214024347 Virginia Escrow Requirements, 3 hours Real Estate Related, Williamsburg Real Estate School **(duplicate PLE #8)**
51. 0214024350 Mastering the Regional Sales Contract – 2019, 2 hours Contracts, Double Eagle Title Academy
52. 0214024356 2019 New Laws, 1 hour Legal Updates, VR **(duplicate CE #53)**
53. 0214024357 2019 New Laws, 1 hour Broker Management, VR **(duplicate CE #52)**
54. 0214024359 Property Management Forms Update 2019, 1 hour Contracts, VR
55. 0214024360 2019 Legislative Update and Regulatory Review, 1 hour Legal Updates, VR
56. 0214024351 e-Pro Certification Program, 8 hours Real Estate Related, RAR **(duplicate CE #57 & PLE #16)**

- 57. 0214024358 e-Pro Certification Program, 6 hours Broker Management, RAR (**duplicate CE #56 & PLE #16**)
- 58. 0214024362 Contracts for the Win: Negotiation and Contract Tools for Success, 2 hours Contracts, VR (**duplicate PLE #13**)
- 59. 0214024363 The REALTOR Code Of Ethics, 3 hours Ethics, SVAR (**duplicate PLE #7**)
- 60. 0214024364 Pathway to Professionalism, 1 hour Real Estate Related, LFIRE
- 61. 0214024368 Wire Fraud Protection, 2 hours Real Estate Related, Cindy Bishop (**duplicate PLE #15**)
- 62. 0214024369 Homeowner and Flood Insurance, 2 hours Real Estate Related, Williamsburg RE School (**duplicate PLE #14**)
- 63. 0214024370 The Recipe: Crafting Restaurant Deals, 1 hour Real Estate Related, ICSC
- 64. 0214024378 Visible Brand Marketing of a Home, 2 hours Real Estate Related, RAR (**duplicate PLE #23**)
- 65. 0214024384 Virginia Agency Law, 3 hours Broker Management, Williamsburg RE School (**duplicate CE #66 & PLE #24**)
- 66. 0214024385 Virginia Agency Law, 1 hour Agency & 2 hours Real Estate Related, Williamsburg RE School (**duplicate CE #65 & PLE #24**)
- 67. 0214024386 VRLTA Update & Property Management Q&A, 2 hour Legal Updates, VR
- 68. 0214024387 Ethics III, 3 hours Ethics, ICE (**duplicate PLE # 25**)
- 69. 0214024390 Duties of a Supervising Broker, 2 hours Broker Supervision, OCL Real Estate, LLC dba Oncourse Learning Real Estate

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

VI. Post License Education Course Applications

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

- 1. 0214024381 Good Intentions but Risky Results, 2 hours Current Industry Issues and Trends, Harrisonburg Rockingham AOR (**Laura M Farley, Erin Barton, Catharyn B Oroszlan, Jonathan R Haley, James W Hopper**) (**duplicate prev. app. CE #10**)

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

1. 0214024244 Ethics, 3 hours Ethics & Standards of Conduct, PedFed
2. 0214024256 Contract Writing, 6 hours Contract Writing, PenFed
3. 0214024258 Contract Boot Camp Writing, Drafting and Negotiating, 6 hours Contract Writing, RAR **(duplicate CE # 8)**
4. 0214024280 Finance Fundamentals, 2 hours Real Estate-Related Finance, RAR **(duplicate CE # 20)**
5. 0214024291 New Home Construction, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 21)**
6. 0214024305 Safety Matters: Safe Business=Smart Business, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 27)**
7. 0214024344 The REALTOR Code of Ethics, 3 hours Ethics, SVAR **(duplicate CE #59)**
8. 0214024348 Virginia Escrow Requirements, 3 hours Escrow, Williamsburg RE School **(duplicate CE # 50)**
9. 0214024349 Virginia Post-License: Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, Dearborn
10. 0214024352 VRLTA Update & Property Management Q&A, 2 hours Current Industry Issues and Trends, VR
11. 0214024355 Virginia Post-Licensing: Current Industry Issues and Trends V3.0, 2 hours Current Industry Issues and Trends, Kaplan **(course pending approval PLE #9)**
12. 0214024361 Ethics, 3 hours Ethics, LFIRE **(duplicate CE #49)**
13. 0214024365 Contracts for the Win: Negotiation and Contract Tools for Success, 2 hours Current Industry Issues and Trends, VR **(duplicate CE #58)**
14. 0214024366 Homeowner and Flood Insurance, 2 hours Current Industry Issues and Trends, Williamsburg RE School **(duplicate CE #62)**
15. 0214024367 Wire Fraud Protection, 2 hours Current Industry Issues and Trends, Cindy Bishop **(duplicate CE #61)**
16. 0214024371 e-PRO ® Certification Course, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE #56 & CE #57)**
17. 0214024372 Virginia Post-Licensing: Escrow Requirements V3.0, 3 hours Escrow, Dearborn
18. 0214024373 Virginia Post-Licensing: Risk Management V3.0, 3 hours Risk Management, Dearborn
19. 0214024374 Virginia Post-Licensing: Risk Management V3.0, 3 hours Risk Management, Kaplan **(course pending approval PLE #18)**
20. 0214024375 Virginia Post-Licensing: Escrow Requirements V3.0, 3 hours Escrow, Kaplan **(course pending approval PLE #17)**
21. 0214024376 Virginia Post-Licensing: Fair Housing V3.0, 2 hours

- 22. 0214024377 Fair Housing, Dearborn
Virginia Post-Licensing: Fair Housing V3.0, 2 hours
Fair Housing, Kaplan (**course pending approval
PLE #21**)
- 23. 0214024379 Visible Brand Marketing, 2 hours Current Industry
Issues and Trends, RAR (**duplicate CE #64**)
- 24. 0214024388 Virginia Agency Law, 3 hours Agency Law,
Williamsburg RE School (**duplicate CE #65 & CE
#66**)
- 25. 0214024389 Ethics III, 3 hours Ethics and Standards of Conduct,
ICE (**duplicate CE # 68**)

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

VII. Pre-License Education Instructors

- 1. 0230001466 – Donna Kidwell Patton – Experience and Professional Designation (Appraisal and Finance)
- 2. 0230001610 – Victor Manuel Ramos – Education and Experience (Principles)
- 3. 0230001612 – Kevin D Onizuk – Waiver (~~Principles and Finance~~)
- 4. 0230001613 – Mayura G Gupte - Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law)
- 5. 0230001614 – Sharon Goodin – Experience and Professional Designation (Principles) **previous DA on file with REB**
- 6. 0230001591 – David Stanley Piatek – Waiver (Principles) **Previously denied, requesting reconsideration for fewer courses. NOT APPROVED.**

VIII. Pre-License Education Courses

- 1. 0214024294 15-hours Salesperson Principles and Practices of Real Estate (Classroom), Alpha College of Real Estate
- 2. 0214024391 15-hours Salesperson Principles and Practices of Real Estate (Correspondence), Alpha College of Real Estate
- 3. 0214024392 45-hours Broker Real Estate Brokerage (On-line), The CE Shop
- 4. 0214024393 60-hours Salesperson Principles and Practices of Real Estate (Classroom), NVAR
- 5. 0214024394 60-hours Salesperson Principles and Practices of Real Estate (Classroom), United Real Estate Schools, LLC (**school is pending 0211001267**)

IX. Additional Continuing/Post License Education Instructors

- 1. **Jay Lynham**

0214023305 – Top Ten Red Flags: Conditions to Look for While Showing a House, **NPI**

2. **Megan Saman**

0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy

0214022041 - Descriptions and Surveys

0214019336 - What Is Title Insurance?

0214020224 - The New Loan Estimate and Closing Disclosure Explained,
FNT

3. **Jennifer Saman**

0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy

0214022041 - Descriptions and Surveys

0214019336 - What Is Title Insurance?

0214020224 - The New Loan Estimate and Closing Disclosure Explained
FNT

4. **Robert Pope**

0214023876 - ABC's of Deeds

0214021692 & 0214021670 - Escrow Requirements

0214021673 - VA Law and VREB Regulations

0214022532 - Don't Let Your Transactions Fall Down the Drain

0214020567 - Negotiation Workshop

0214022157 & 0214022158 - Negotiation in the 21st Century

0214022181 - Contracts - The Sales Process with Buyers

0214022508 - Real Estate Contracts

0214021491 & 0214022353 - Risk Management

0214024208 - Legal Updates & Emerging Trends

0214021655/0214021657 - Fair Housing

0214021671/0214021672 - Ethics and Standards of Conduct

0214021689/0214021721 - Virginia Brokerage Relationships

Coldwell Banker Residential Brokerage

5. **Amy Trumbull**

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

Virginia Association of REALTORS®

6. **Donna Austin**

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations

0214024114 - GRI 507 Ethics & Professional Responsibility

0214024092 & 0214024093 - GRI 504 Working with Buyers

0214024094 & 0214024095 - GRI 501: Agency in Virginia

Douglas Wolfe

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations

0214024114 - GRI 507 Ethics & Professional Responsibility

0214024092 & 0214024093 - GRI 504 Working with Buyers

0214024094 & 0214024095 - GRI 501: Agency in Virginia

Jeff Wu

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations

0214024114 - GRI 507 Ethics & Professional Responsibility

0214024092 & 0214024093 - GRI 504 Working with Buyers
0214024094 & 0214024095 - GRI 501: Agency in Virginia

Larry Anderson

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations
0214024114 - GRI 507 Ethics & Professional Responsibility
0214024092 & 0214024093 - GRI 504 Working with Buyers
0214024094 & 0214024095 - GRI 501: Agency in Virginia

Nancy Pav

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations
0214024114 - GRI 507 Ethics & Professional Responsibility
0214024092 & 0214024093 - GRI 504 Working with Buyers
0214024094 & 0214024095 - GRI 501: Agency in Virginia

C. Reginald Copeland

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations
0214024114 - GRI 507 Ethics & Professional Responsibility
0214024092 & 0214024093 - GRI 504 Working with Buyers
0214024094 & 0214024095 - GRI 501: Agency in Virginia

Tim Vohar

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations
0214024114 - GRI 507 Ethics & Professional Responsibility
0214024092 & 0214024093 - GRI 504 Working with Buyers
0214024094 & 0214024095 - GRI 501: Agency in Virginia

Win Singleton

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations
0214024114 - GRI 507 Ethics & Professional Responsibility
0214024092 & 0214024093 - GRI 504 Working with Buyers
0214024094 & 0214024095 - GRI 501: Agency in Virginia

Amy Trumbull

0214024117 & 0214024118 - GRI 508 Virginia Law & Regulations
0214024114 - GRI 507 Ethics & Professional Responsibility
0214024092 & 0214024093 - GRI 504 Working with Buyers
0214024094 & 0214024095 - GRI 501: Agency in Virginia

Blue Ridge Real Estate School

7. **Curtis Midkiff**

0214023929 & 0214023930 - Not So Lucky #7 Environmental Risks

0214020172 & 0214020173 - Nuts & Bolts

0214020174 & 0214020175 - Risk Management-Home Inspection Red Flag, **WAAR**

8. **Keith Smith**

0214020883 & 0214020890 - Pricing Strategies: Mastering the CMA

Justin Cochran

0214020883 & 0214020890 - Pricing Strategies: Mastering the CMA
RAR

9. **Susan "Jill" Malloy**

0214022639 - 1 hr. Virginia Agency Law

0214022641 - 1 hr. Virginia Contract Law

0214022640 - 1 Hr. Virginia Legal Update

0214022648 - 2 hr. Virginia Fair Housing

0214023142 - Accredited Buyer's Representative Designation Course
0214023388 - Advocating for Short Sale Clients
0214023483 - Breaking Barriers: Fair Housing (Elective Only)
0214019660 - Code of Ethics: Good For Your Clients and Your Business
0214023391 - Diversity: Your Kaleidoscope of Clients
0214019536 - Enhance Your Brand and Protect Your Clients with Data Privacy and Security
0214022643 - Foundations of Real Estate Finance
0214022644 - From Contract to Keys: The Mortgage Process
0214022864 - Generation Buy
0214019855 - Going Green: The Environmental Movement in Real Estate
0214022232 - Green Day 1: Resource-Efficient Homes: Retrofits, Remodels, Renovations, and New-Home Construction
0214022233 - Green Day 2: Representing Buyers and Sellers of Resource-Efficient Homes
0214020046 - Home Sweet (Second) Home: Vacation, Investment, Luxury Properties
0214023398 - Keeping it Honest: Understanding Real Estate & Mortgage Fraud
0214022502 - Land Installment Contracts
0214018843 - Managing Risk In Your Real Estate Business - Broker Management Only
0214019886 - Military Relocation Professional Certificate Course
0214020183 - New-Home Construction and Buyer Representation: Professionals, Product, Process
0214022514 - Preparing A Market Analysis - Best Practices
0214021122 - Pricing Strategies: Mastering the CMA
0214022507 - Real Estate Auctions
0214022988 - Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself
0214022636 - Real Estate Marketing Reboot: Innovate > Relate > Differentiate
0214023482 - REALTOR Code of Ethics Training
0214020165 - Residential Property Management Essentials
0214020145 - Seller Representative Specialist (SRS) Designation Course
0214022647 - Seniors Real Estate Specialist (SRES) Designation Course
0214020100 - Short Sales and Foreclosures: What Real Estate Professionals Need to Know
0214023394 - Sign Here: Contract Law on E-Signatures
0214023397 - Supervision Requirements and Board Regulations in Virginia
0214022987 - Technology Tools, Trends and Risk Management
0214022231 - The Code of Ethics In Action: Real-Life Applications
0214023395 - The Fundamentals of Commercial Real Estate
0214023396 - Title and Escrow: Two Families, One Transaction
0214018869 - Virginia Post-Licensing: Agency Law
0214018864 - Virginia Post-Licensing: Contract Writing
0214019264 - Virginia Post-Licensing: Escrow Requirements
0214018867 - Virginia Post-Licensing: Ethics and Standards of Conduct

0214018866 - Virginia Post-Licensing: Fair Housing, ADA, and Civil Rights
0214018868 - Virginia Post-Licensing: Risk Management
0214022355 - Working With Real Estate Investors: Understanding Investor Strategies **The CE Shop Inc**

10. **Tatiana Ivleva-Lopez**

0214023667 – Explaining Credit To Your Clients
0214022733/0214022734 - Mortgage Financing **The Long and Foster Institute of Real Estate**

11. **JoAnn Farmer**

0214022934/0214022935 - Financing Workshop 2
0214024145/0214024144 - How Credit Works
0214020471/0214020472 - Listing Tools Masters Use
0214020509/0214020510 - The Power of VA Lending
0214023381/0214023382 - Assisting First Time Buyers **Cindy Bishop Worldwide LLC**

12. **Daniel Davy**

0214019657 & 0214019664 - Risk Management - Home Inspection Red Flags
0214019645 & 0214019646 - Nuts And Bolts
0214023134 & 0214023135 - Not So Lucky #7 Environmental Risks

Todd Summers

0214019657 & 0214019664 - Risk Management - Home Inspection Red Flags
0214019645 & 0214019646 - Nuts And Bolts
0214023134 & 0214023135 - Not So Lucky #7 Environmental Risks

Adam Davis

0214019657 & 0214019664 - Risk Management - Home Inspection Red Flags
0214019645 & 0214019646 - Nuts And Bolts
0214023134 & 0214023135 - Not So Lucky #7 Environmental Risks

Devon Donovan

0214019657 & 0214019664 - Risk Management - Home Inspection Red Flags
0214019645 & 0214019646 - Nuts And Bolts
0214023134 & 0214023135 - Not So Lucky #7 Environmental Risks

RAR

There was no new business. The meeting adjourned at 4:26 p.m.