

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

September 11, 2019

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - 1. *None at this point in time.*
 - 2.
- IV. Proprietary School Applications
 - 1. 0211001270 - Fred Malek Real Estate, Oakton, VA
Contact Person: Fred Malek
 - 2. 0211001271 - Professionals Educators, LLC
Contact Person: Kiara Tate
 - 3. 0211001272 - Finance of America Reverse, LLC
Contact Person: Lorraine Geraci
- V. Continuing Education Course Applications
 - A. Previously-approved Continuing Education Course Applications, Approved Schools (**Review for Instructor Only – Attachment 2**):
 - 1. 214024544 Real Estate Finance Today v9.0 (Online), 4 hours Real Estate Related, NVRE (**Azmi A. Alkurd**)
 - B. Original Continuing Education Course Applications, Approved schools:
 - 1. 0214024501 Liars, Cheaters and Thieves: Averting Client Catastrophe OnDemand Course V1.0 (On-line), 3 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
 - 2. 0214024508 Pricing Strategies: Mastering the CMA, 6 hours Real Estate Related, Prince William Association of Realtors
 - 3. 0214024509 Seller Representative Specialist (SRS), 3 hours Ethics and Standards of Conduct, and 4 hours Real Estate Related, PWAR
 - 4. 0214024516 Working with Community Associations, 3 hours Real Estate Related, Blue Ridge Real Estate School (**duplicate PLE # 2**)

5. 0214024518 Mortgage Essentials, 1 hour Real Estate Related, Gralynn Inc.
6. 0214024525 Corporate Relocation, 6 hours Real Estate Related, FAAR **(does this course protect the public health, safety, and welfare – 6 hours?)**
7. 0214024530 Ethics at Work (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop
8. 0214024536 Transactions in Instant-Contract Agency Compliance, 2 hours Real Estate Related, RAR – **duplicate PLE # 8 (this was discuss in the July 10th meeting to be brought to the Board on September 11th meeting)**
9. 0214024539 Fair Housing, 2 hours Fair Housing, PenFed Realty **(duplicate PLE # 10)**
10. 0214024540 Ethics, 3 hours Ethics and Standards of Conduct, PenFed Realty
11. 0214024541 Road Rules, 1 hour Legal Updates, and 2 hours Real Estate Related, RAR
12. 0214024542 Hot Topics in Real Estate (On-line), 3 hours Real Estate Related, The CE Shop
13. 0214024545 Risk Management, 3 hours Legal Updates, Cindy Bishop **(duplicate PLE # 11)**
14. 0214024547 Code of Ethics: Good for Your Clients and Your Business (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop
15. 0214024548 Going Green: The Environmental Movement in Real Estate (On-line), 4 hours Real Estate Related, The CE Shop
16. 0214024551 Manage Promise Not People, 1 hour Broker Management, Virginia Realtors
17. 0214024552 Top Ten Red Flags: Conditions to Look for While Showing a House, 1 hour Real Estate Related, NPI, Inc.
18. 0214024558 Clear and Present Dangers-Two of the Biggest Risks Issues, 1 hour Broker Management, Virginia Realtors
19. 0214024559 Agency: A Complicated Relationship, 1 hour Real Estate Agency, Virginia Realtors
20. 0214024560 Residential Housing: Tenant's Assertion, 2 hours Legal Updates, Virginia Realtors **(duplicate PLE # 18)**
21. 0214024562 5 Things About Real Estate Investors, 2 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 19)**
22. 0214024564 Quid Pro Quo Hostile Envir. Harassment, 2 hours Fair Housing, Virginia Realtors **(duplicate PLE # 20)**
23. 0214024568 There's a Form for that, 2 hours Real Estate Related, SVAR **(duplicate PLE # 21)**
24. 0214024570 Escrow Requirements in Virginia, 3 hours Real Estate Related, Montague Miller Academy **(duplicate PLE # 22)**

- 25.0214024572 Virginia Agency Law in Real Estate, 3 hours Real Estate Agency , William E Wood & Associates Real Estate Academy
- 26.0214024573 Radon Environmental Issues, 1 hour Real Estate Related, NPI
- 27.0214024574 Discovering Commercial Real Estate (On-line), 3 hours Real Estate Related, The CE Shop
- 28.0214024575 Military Relocation Professional Certificate (On-line), 6 hours Real Estate Related, The CE Shop
- 29.0214024576 Pricing Strategies-Mastering the CMA (On-line). 6 hours Real Estate Related, The CE Shop
- 30.0214024580 Property Management Question & Answer 2019, 3 hours Real Estate Related, FutureLaw Real Estate School, LLC
(duplicate PLE # 24)
- 31.0214024583 Risk Management, 3 hours Real Estate Related, Montague Miller Academy **(duplicate PLE # 26)**
- 32.0214024594 To Disclose or Not to Disclose, 1 hour Real Estate Contracts, SVAR
- 33.0214024595 VA Loans, 1 hour Real Estate Related, Academy of Real Estate
- 34.0214024596 New Construction, 3 hours Real Estate Related, Montague Miller Academy
- 35.0214024597 Senior Real Estate Specialist (SRES), 8 hours Real Estate Related, Alpha College of Real Estate
- 36.0214024598 Real Estate Lessons from Movies (and TV), 3 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 36) – is this real estate related, some videos unable to open. Stigmatized property discussing HIV?**
- 37.0214024600 Broker Management (On-line), 2 hours Broker Supervision, Potomac Real Estate School, LLC
- 38.0214024602 Advertising for Brokers, 2 hours Legal Updates, Virginia Realtors **(duplicate CE # 39 & PLE # 37)**
- 39.0214024603 Advertising for Brokers, 2 hours Broker Management, Virginia Realtors **(duplicate CE # 38 & PLE # 37)**
- 40.0214024605 RI 501: Agency in Virginia, 3 hours Real Estate Agency, and 3 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 38)**
- 41.0214024607 RI 502: Sales Contracts, 6 hours Real Estate Contracts, Virginia Realtors **(duplicate PLE # 39)**
- 42.0214024613 Ensuring Compliance with RESPA, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC **(duplicate PLE # 44)**
- 43.0214024615 RI 506 Risk Management, 6 hours Legal Updates, Virginia Realtors **(duplicate PLE # 45 & 46)**

- 44.0214024618 RI 507: Ethics and Professional Responsibility, 2 hours Fair Housing, and 4 hours Ethics and Standards of Conduct, Virginia Realtors **(duplicate PLE # 47 & 48)**
- 45.0214024621 RI 508: Real Estate Law and Virginia Regulations, 8 hours Legal Updates, Virginia Realtors **(duplicate PLE # 49)**
- 46.0214024623 RI 509: Mastering Negotiations (On-line), 4 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 50)**
- 47.0214024625 RI 510: Beneath the Surface: Understanding the Anatomy of a House (On-line), 6 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 51)**
- 48.0214024627 Property Management Q&A, 3 hours Legal Updates, Virginia Realtors **(duplicate CE # 49 & PLE # 52)**
- 49.0214024628 Property Management Q&A, 3 hours Broker Management, Virginia Realtors **(duplicate CE # 48 & PLE # 52)**
- 50.0214024630 Credit Essentials, 2 hour Real Estate Related, WAAR **(duplicate PLE # 53)**
- 51.0214024632 Risk Reduction for Managing Brokers, 2 hours Broker Management, Long and Foster Institute of Real Estate
- 52.0214024644 Handling the Short Sale, 2 hours Real Estate Related, Cindy Bishop Worldwide **(duplicate PLE # 63)**
- 53.0214024646 Escrow Requirements, 3 hours Real Estate Related, Cindy Bishop Worldwide **(duplicate PLE # 64)**
- 54.0214024649 Fundamentals of Real Estate Appraisal, 8 hours Real Estate Related, DAAR
- 55.0214024650 Real Estate Brokerage, 8 hours Real Estate Related, DAAR
- 56.0214024652 Real Estate Law, 8 hours Real Estate Related, DAAR
- 57.0214024653 Negotiating Strategies, 1 hour Broker Management, Virginia Realtors
- 58.0214024654 Fix It Up – Residential Maintenance, 4 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 65)**
- 59.0214024658 Financing Options Today, 1 hour Real Estate Related, Academy of Real Estate
- 60.0214024659 Ethics and Standards of Conduct (Classroom/Virtual), 3 hours Ethics and Standards of Conduct, Tri Corner Real Estate Institute, LLC **(duplicate CE # 61 & PLE # 29, 56)**
- 61.0214024660 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Tri Corner Real Estate Institute, LLC **(duplicate CE # 60 & PLE # 29, 56)**
- 62.0214024661 Fair Housing (Classroom/Virtual), 2 hours Fair Housing, Tri Corner Real Estate Institute **(duplicate CE # 63 and PLE # 27, 57)**
- 63.0214024662 Fair Housing (On-line), 2 hours Fair Housing, Tri Corner Real Estate Institute **(duplicate CE # 62 and PLE # 27, 57)**

- 64.0214024663 VA Agency Law (Classroom/Virtual), 1 hour Real Estate Agency, Tri Corner Real Estate Institute (**duplicate CE # 65 and PLE # 31, 61**)
- 65.0214024664 VA Agency Law (On-line), 1 hour Real Estate Agency, Tri Corner Real Estate Institute (**duplicate CE # 64 and PLE # 31, 61**)
- 66.0214024665 Contract Writing (Classroom/Virtual), 1 hour Real Estate Contracts, Tri Corner Real Estate Institute (**duplicate CE # 67 and PLE # 32, 57**)
- 67.0214024666 Contract Writing (On-line), 1 hour Real Estate Contracts, Tri Corner Real Estate Institute (**duplicate CE # 66 and PLE # 32, 57**)
- 68.0214024667 HCoB_Virginia Broker Management and Agent Supervision (On-line), 6 hours Broker Management and 2 hours Broker Supervision, Hondros College of Business
- 69.0214024668 Appraisal Essentials, 1 hour Real Estate Related, Gralynn Inc.
- 70.0214024671 Rental Rundown, 3 hours Real Estate Contracts, Ann Palmateer Real Estate School, LLC (**duplicate PLE #68**)
- 71.0214024674 Understanding the Financing Addendum, 2 hours Real Estate Contracts, Institute Of Continuing Education, LC (**duplicate PLE # 70**)
- 72.0214024676 Recent Virginia Real Estate Law Update, 1 hour Legal Updates, Fidelity National Title Group
- 73.0214024679 Origination From Start To Finish, 2 hours Real Estate Related, CALM JA LLC.

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

None

VI. Post License Education Course Applications

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

None

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

- 1. 0214024513 Road Rules, 2 hours Current Industry Issues and Trends, RAR (**does this course protect the public health, safety, and welfare?**)

2. 0214024517 Working with Community Associations, 2 hours Current Industry Issues and Trends, Blue Ridge Real Estate School **(duplicate CE # 4)**
3. 0214024520 1031 Exchanges-By the Rules, 2 hours Real Estate Related-Finance, Title Resources
4. 0214024521 Fraud Prevention, 2 hours Current Industry Issues and Trends, Title Resources
5. 0214024522 FIRPTA-Closing The Foreign Seller, 2 hours Current Industry Issues and Trends, Title Resources
6. 0214024523 REIN Contract, 2 hours Current Industry Issues and Trends, Title Resources
7. 0214024531 Real Estate-Related Finance (On-line), 2 hours Real Estate-Related Finance, OCL Real Estate, LLC dba Oncourse Learning Real Estate
8. 0214024537 Transactions in Instanet-Contract Agency Compliance, 2 hours Current Industry Issues and Trends, RAR - **duplicate CE # 8 (this was discuss in the July 10th meeting to be brought to the Board on September 11th meeting)**
9. 0214024538 Real Estate Law & Board Regulations, 6 hours Real Estate Law and Board Regulations, OCL Real Estate, LLC.dba Oncourse Learning Real Estate
10. 0214024543 Fair Housing, 2 hours Fair Housing, PenFed Realty **(duplicate CE # 9)**
11. 0214024546 Risk Management, 3 hours Risk Management, Cindy Bishop **(duplicate CE # 13)**
12. 0214024549 VA Mechanic's Liens & Construction Loans, 2 hours Current Industry Issues and Trends, Title Resources **(are Instructors qualified?)**
13. 0214024550 Virginia Decedents Estates, 2 hours Current Industry Issues & Trends, Title Resources
14. 0214024553 Virginia Post Licensing-Agency Law (On-line), 3 hours VA Agency Law, The CE Shop
15. 0214024554 Virginia Post Licensing-Contract Writing (On-line), 6 hours Contract Writing, The CE Shop
16. 0214024556 Virginia Post Licensing-Escrow Requirements (On-line), 3 hours Escrow Requirements, The CE Shop
17. 0214024557 Virginia Post Licensing-Fair Housing, ADA, & Civil Rights (On-line), 2 hours Fair Housing, The CE Shop
18. 0214024561 Residential Housing: Tenant's Assertion, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE #20)**
19. 0214024563 5 Things About Real Estate Investors, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 21)**

- 20.0214024565 Quid Pro Quo Hostile Envir. Harassment, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 22)**
- 21.0214024569 There's a From for that, 2 hours Current Industry Issues and Trends, SVAR **(duplicate CE # 23)**
- 22.0214024571 Escrow Requirements in Virginia, 3 hours Escrow Requirements, Montague Miller Academy **(duplicate CE # 24)**
- 23.0214024577 VA PLE – Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop
- 24.0214024581 Property Management Question & Answer 2019, 2 hours Current Industry Issues and Trends, FutureLaw Real Estate School, LLC **(duplicate CE # 30)**
- 25.0214024582 Virginia Post Licensing – Risk Management (On-line), 3 hours Risk Management, The CE Shop
- 26.0214024584 Risk Management, 3 hours Risk Management, Montague Miller Academy **(duplicate CE # 31)**
- 27.0214024585 Fair Housing, 2 hours Fair Housing (Classroom/Virtual), Tri Corner Real Estate Institute, LLC **(duplicate PLE 57)**
- 28.0214024586 Real Estate Law and Board Regulations(Classroom/Virtual) , 6 hours Real Estate Law and Board Regulations, Tri Corner Real Estate Institute, LLC **(duplicate PLE 59)**
- 29.0214024587 Ethics and Standards of Conduct (Classroom/Virtual), 3 hours Ethics and Standards of Conduct, Tri Corner Real Estate Institute, LLC **(duplicate PLE 56)**
- 30.0214024588 Industry Trends and Social Media (Classroom/Virtual), 2 hours Current Industry Issues and Trends, Tri Corner Real Estate Institute, LLC **(duplicate PLE #58)**
- 31.0214024589 VA Agency Law (Classroom/Virtual) , 3 hours VA Agency Law, Tri Corner Real Estate Institute, LLC **(duplicate # PLE 61)**
- 32.0214024590 Contract Writing , (Classroom/Virtual), 6 hours Contract Writing, Tri Corner Real Estate Institute, LLC **(duplicate PLE # 54)**
- 33.0214024591 Risk Management in Real Estate (Classroom/Virtual), 3 hours Risk Management, Tri Corner Real Estate Institute, LLC **(duplicate #60)**
- 34.0214024592 Escrow Requirements (Classroom/Virtual), 3 hours Escrow Requirements, Tri Corner Real Estate Institute, LLC **(duplicate PLE 55)**
- 35.0214024593 Real Estate- Related Finance (Classroom/Virtual), 2 hours Real Estate-Related Finance, Tri Corner Real Estate Institute, LLC **(duplicate PLE #62)**
- 36.0214024599 Real Estate Lessons from Movies (and TV), 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE**

36) – is this real estate related, some videos unable to open. Stigmatized property discussing HIV?

- 37.0214024604 Advertising for Brokers, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 38 & 39)**
- 38.0214024606 RI 501: Agency in Virginia, 3 hours VA Agency Law, Virginia Realtors **(duplicate CE # 40)**
- 39.0214024608 RI 502: Sales Contracts, 6 hours Contract Writing, Virginia Realtors, **(duplicate CE # 41)**
- 40.0214024609 RI 503: Business Planning, 2 hours Current Industry Issues and Trends, Virginia Realtors
- 41.0214024610 RI 505: Working with Sellers, 2 hours Current Industry Issues and Trends, Virginia Realtors
- 42.0214024611 Signing Authority, 2 hours Current Industry Issues and Trends, Title Resources
- 43.0214024612 Introduction to Title Insurance, 2 hours Current Industry Issues and Trends, Title Resources
- 44.0214024614 Ensuring Compliance with RESPA, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 42)**
- 45.0214024616 RI 506: Risk Management-Escrow Requirements, 3 hours Escrow Requirements, Virginia Realtors **(duplicate CE # 43 and PLE # 46)**
- 46.0214024617 RI 506: Risk Management-Risk Management – 3 hours Risk Management, Virginia Realtors **(duplicate CE # 43 and PLE # 45)**
- 47.0214024619 RI 507: Ethics and Professional Responsibility, 3 hours Ethics and Standards of Conduct, Virginia Realtors **(duplicate CE #44 and PLE # 48)**
- 48.0214024620 RI 507: Ethics and Professional Responsibility, 2 hours Fair Housing, Virginia Realtors **(duplicate CE #44 and PLE # 47)**
- 49.0214024622 RI 508: Real Estate Law and Virginia Regulations, 6 hours Real Estate Law and Board Regulations, Virginia Realtors **(duplicate CE # 45)**
- 50.0214024624 RI 509: Mastering Negotiations (On-line), 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 46)**
- 51.0214024626 RI 510: Beneath the Surface: Understanding the Anatomy of a House (On-line), 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 47)**
- 52.0214024629 Property Management Q&A, 2 hours Current Industry Issues & Trends, Virginia Realtors **(duplicate CE # 48 & 49)**
- 53.0214024631 Credit Essentials, 2 hours Current Industry Issues and Trends, WAAR **(duplicate CE # 50)**
- 54.0214024635 Contract Writing (On-line), 6 hours Contract Writing, Tri Corner Real Estate Institute, LLC **(duplicate PLE # 32)**

- 55.0214024636 Escrow Requirements (On-line), 3 hours Escrow Requirements, Tri Corner Real Estate Institute, LLC **(duplicate PLE 34)**
- 56.0214024637 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Tri Corner Real Estate Institute, LLC **(duplicate PLE 29)**
- 57.0214024638 Fair Housing (On-line), 2 hours Fair Housing, Tri Corner Real Estate Institute, LLC **(duplicate PLE 27)**
- 58.0214024639 Industry Trends and Social Media (On-line), 2 hours Current Industry Issues and Trends, Tri Corner Real Estate Institute, LLC **(duplicate PLE #30)**
- 59.0214024640 Real Estate Law and Board Regulations (Online), 6 hours Real Estate Law and Board Regulations, Tri Corner Real Estate Institute, LLC **(duplicate PLE #28)**
- 60.0214024641 Risk Management in Real Estate (On-line), 3 hours Risk Management, Tri Corner Real Estate Institute, LLC **(duplicate PLE # 33)**
- 61.0214024642 VA Agency Law (On-line), 3 hours VA Agency Law, Tri Corner Real Estate Institute, LLC **(duplicate # 31)**
- 62.0214024643 Real Estate-Related Finance (On-line), 2 hours Real Estate-Related Finance, Tri Corner Real Estate Institute, LLC **(duplicate PLE #35)**
- 63.0214024645 Handling the Short Sale, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 52)**
- 64.0214024647 Escrow Requirements, 3 hours Escrow Requirements, Cindy Bishop Worldwide **(duplicate CE # 53)**
- 65.0214024655 Fix It Up – Residential Maintenance, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 58)**
- 66.0214024656 Federal Closing Issues, 2 hours Real Estate-Related Finance, Title Resources
- 67.0214024657 Central VA Region MLS Purchase Agreement, 2 hours Current Industry Issues and Trends, Title Resources
- 68.0214024672 Rental Rundown, 2 hours Current Industry Issues and Trends, Ann Palmateer Real Estate School, LLC **(duplicate CE # 70)**
- 69.0214024673 Escrow Requirements (On-line), 3 hours Escrow Requirements, OCL Real Estate, LLC dba Oncourse Learning Real Estate
- 70.0214024675 Understanding the Financing Addendum, 2 hours Current Industry Issues and Trends, Institute Of Continuing Education, LC **(duplicate CE # 71)**

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

None

VII. Pre-License Education Instructors

1. 0230001618 - Sherri Lynne Thaxton – experience and professional designation (principles)
2. 0230001621 – Steven Michael Anderson – waiver and professional designation (principles)

VIII. Pre-License Education Courses

1. 0214024527 45-hours Broker Real Estate Law (Correspondence), reFocus Real Estate School, LLC
2. 0214024528 45-hours Broker Real Estate Law (Classroom), reFocus Real Estate School, LLC
3. 0214024529 45-hours Broker Real Estate Law (Virtual Classroom), reFocus Real Estate School, LLC
4. 0214024566 60-hours Principles and Practices of Real Estate (On-line), Aceable Inc. dba AceableAgent
5. 0214024601 60-hours Principles and Practices of Real Estate (On-line), Alpha College of Real Estate
6. 0214024633 60-hours Principles and Practices of Real Estate (On-line), Tri Corner Real Estate Institute, LLC.
7. 0214024634 60-hours Principles and Practices of Real Estate (Virtual Classroom), Tri Corner Real Estate Institute, LLC.
8. 0214024648 45-hours Broker Fundamental of Real Estate Appraisal (Classroom), DAAR
9. 0214024651 45-hours Broker Real Estate Law (Classroom), DAAR

IX. Additional Continuing/Post License Education Instructors

1. **Jimmy Sgambelluri**
0214023904 & 0214023905 - Loans and Financing 101, **WAAR**
2. **Kevin Hagan**
0214024346 & 0214024361 – Ethics
Kevin McGrath
0214024346 & 0214024361 – Ethics
Athena Petersen
0214024346 & 0214024361 – Ethics
Rich Raab
0214024346 & 0214024361 – Ethics
Jill Malloy
0214024346 & 0214024361 – Ethics
Donna Greer
0214024346 & 0214024361 – Ethics

- Donna Patton**
0214024346 & 0214024361 – Ethics
Long and Foster Institute of Real Estate
3. **Paul Diccico**
0214023386 – Contracts
0214023328 – Agency
0214024364 – Pathway to Professionalism
0214024163 – Broker Supervision
0214024346 & 0214024361 – Ethics
0214021967 & 0214021968 – Agency
0214022442 & 0214022443 – Contracts
Long and Foster Institute of Real Estate
4. **Kevin Hagan**
0214024345 - Appraisals Policies, Practices & more
Martha Eaheart
0214024345 - Appraisals Policies, Practices & more
Long and Foster Institute of Real Estate
5. **Gina Sultan Edwards**
0214024131 - Real Estate CE Day 1 - Afternoon Session
Carl Heimlich
0214024131 - Real Estate CE Day 1 - Afternoon Session
Larry Giannasi
0214024131 - Real Estate CE Day 1 - Afternoon Session
Action Real Estate LLC
6. **Kevin Bayly**
0214023477 – Contracts
Michael Ridgway
0214023477 – Contracts
Academy of Real Estate
7. **Michael Crook**
0214023126 – Renovation Loans
Academy of Real Estate
8. **Bobbie Holman**
0214022442 & 0214022443 – Contracts
Long & Foster Institute of Real Estate
9. **Gwen Walton**
0214021896 & 0214021897 - Fair Housing
0214024346 & 0214024361 – Ethics
0214023782& 0214023783 - VA Real Estate Law - 6hrs (with flood content)
0214021967 & 0214021968 - Agency 3hrs
0214022442 & 0214022443 - Contracts - 6hrs
0214022546 & 0214022586 - Risk management
0214022519 & 0214022520 - VA Escrow Requirements
0214022583 & 0214022584 - Social media & Internet Advertising
0214023328 - Agency 1hr
0214023386 - Contracts 1hr

021403417 -Legal Updates (w Flood content)

Long & Foster Institute of Real Estate

10. David Ducatman

0214023724 - 203(K) Education for Renovation
0214020031 & 0214020039 - 2015 Residential Sales Contract (VA) Addenda
0214023465 & 0214023465 – 2018, A Year Review
0214019089 & 0214019097 – A Mock Settlement
0214023725 & 0214023726 – Advanced Title Insurance Issues
0214023743 & 0214023744 - Agency Demystified
0214022898/0214022902 - Bankruptcy and Foreclosure
0214023727 – Clearing Title to a Commission Check
0214020035/0214020042 - Compulsory 2015 Contract Crash course
0214019851 – Congratulations You Got A Listing!
0214023728 & 0214023729 - Contracts with Escalators
0214023739 & 0214023740 - Death, Divorce and Bankruptcy
0214020278 – Earnest Money Deposits
0214022897/0214022901 - Effective Real Estate Contracts
0214023730 & 0214023731 – Escrow Requirements
0214022894/0214022900 - Ethics for Real Estate Agents
0214019466/0214019488 - Fair Housing
0214023732 & 0214023733 - Foreclosures, REOS and Short Sales-A Primer
0214021195 & 0214021209 – General Escrow
0214019829 & 0214019838 - HOA Restrictive Covenants & the VA Property Owners Association Act (2015 Contract)
0214023741 & 0214023742 - Legal Updates and Emerging Trends with Flood Content
0214018965 & 0214018901 - Let's Inspect This A Little More Closely
0214023734 & 0214023735 – Lien On Me
0214023114 – Living the Dream: Simple Steps to Avoiding Problems Settlement
0214022896 – Practical Guide to FIRPTA and Foreign Sellers
0214023745 - Property Condition Disclosures in Sale Transactions
0214019679 & 0214019669 - Real Estate Disclosure Law in VA
0214020120 & 0214020137 - Real Estate Fraud
0214021199 & 0214021208 - Real Estate Law
0214024005 & 0214024006 – Real Estate Related Financing
0214024007 & 0214024003 - Risk Management
0214020116 & 0214020136 - The 2015 Loan Estimate and Closing
0214019815 & 0214019836 - The New 2015 Residential Sales Contract
0214023738 & 0214023737 - The Power of Exchange: 1031s
0214020040 – Title Insurance and Surveys
0214020622 - To Survey or Not To Survey
0214023746 - Transactional Red Flags-Authority to Sell
0214023841 - 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 or
Unimproved Land
0214022051 & 0214022052 - Understanding Title Insurance and Surveys
0214024001 & 0214024002 – VA Real Estate Law and Board Regulations
0214024008 & 0214024004 - Why Didn't My Short Sale Close

MBH Settlement Group, L.C.

11. **Jill Malloy**

0214022347- Home Safety for your Sellers
0214021581 - Leadership and Team Work Skills

Long and Foster Institute of Real Estate

12. **Samuel Hanks**

0214024129 & 0214024130 - VHDA: Real Estate Professional Training
Virginia Realtors

13. **Charles D. Martin**

0214024151 – Real Estate CE Day 2 – Morning Session
Action Real Estate LLC

X. New Business

XI. Adjourn