

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

November 13, 2019

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - 1. Follow up on PSI discussion from the 9/11/2019 Education Committee meeting
 - 2. Board staff would like to remove question 11 from the Continuing Education/Post License Course Approval Application. The question causes extra work for Board staff when an education provider lists instructors for whom information has not been provided.
 - 3. Instructor Resume Worksheet – Under III.3 and 4, the Worksheet asks for required documentation to support certifications/designations and professional training. These items can greatly increase the paper collected by Board staff. Can we eliminate these requests? Also, can Board staff restrict III.2 and 4 to five years as in III.1?
 - 4. Pre-License Education Instructor Certification Application – Can Board staff revise the application to eliminate questions 9, 10, and 11, since the information is already reported on the Instructor Resume Worksheet?
 - 5. Does the Board want the NAR Code of Ethics document in every ethics course?
 - 6. Revised Continuing Education/Post License Course Approval Application to account for course renewals
 - 7. Margaret “Peggy” Hawpe Coffey Continuing Education Waiver Request
- IV. Proprietary School Applications
 - 1. 0211001274 System Effects, LLC dba. Training Cove, Scottsdale AZ
Contact Person: Steven J. Jordan
 - 2. 0211001273 Enlighten Home Inspections, LLC dba. Enlighten Home Inspection, Annandale, VA
Contact Person: Isaac Kieffer
 - 3. 0211001277 reConnect Real Estate Schools, LLC dba. reconnect Schools, Roanoke, VA
Contact Person: Maryglenn Blanks
 - 4. 0211001279 L.T. Caplan Attorney at Law, PC, Virginia Beach, VA
Contact Person: L.T. Caplan
- V. Continuing Education Course Applications

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

1. 0214024682 Everyday Ethics in Real Estate V2.0 (On-line), 4 hours Ethics and Standards of Conduct, NVRE (**Azmi Alkurd**)
2. 0214024736 The Truth About Mold V3.1 (On-line), 4 hours Real Estate Related, NVRE (**Azmi Alkurd**)
3. 0214024740 Real Estate and Taxes What Every Agent Should Know v7.0 (On-line), 4 hours Real Estate Related, NVRE (**Azmi Alkurd**)
4. 0214024793 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, Academy of Real Estate (**Charles Matthews**)- pending course # 11 (0214024707)
5. 0214024794 Real Estate & Taxes (On-line), 4 hours Real Estate Related, Academy of Real Estate (**Charles Matthews**)
6. 0214024826 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Academy of Real Estate (**Charles Matthews**)- pending course # 9. 0214024705
7. 0214024918 1031 Exchange Basics, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
8. 0214024919 Authorizations and Signatures, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
9. 0214024920 Cybersecurity in Real Estate Transactions, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
10. 0214024921 Divorce and Bankruptcy, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
11. 0214024922 Foreclosures in Virginia, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
12. 0214024923 Judgments and Liens, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
13. 0214024924 Other People's Property, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
14. 0214024926 Residential Title Insurance Coverage, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
15. 0214024927 Title Insurance Basics-Common Problems, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)

16. 0214024928 Who Owns It Title & Ownership, 1 hour Real Estate Related, New World Title & Escrow, LLC (**Nicholas Drakoulis Vlissides, Helen Schubert Krause, and Valerie Ross Triplett**)
17. 0214024931 Virginia 8-hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, The Frederick Academy of Real Estate (**Colin F. McGowan**)

B. Original Continuing Education Course Applications, Approved schools:

1. 0214024689 Know Your Forms, 2 hours Real Estate Contracts, RAR (**duplicate PLE # 1**)
2. 0214024691 Pricing Strategies, 6 hours Real Estate Related, RAR (**duplicate PLE # 2**)
3. 0214024693 Know Your Forms, 2 hours Broker Management, RAR (**duplicate CE # 1 and PLE # 1**)
4. 0214024695 How the New Tax Law Affects the Real Estate Professionals, 3 hours Real Estate Related, Academy of Real Estate (**does this course protect the public health, safety, and welfare?**)
5. 0214024696 CVR MLS Purchase Agreement Update, 2 hours Broker Management, RAR (**duplicate CE # 6 and PLE # 3**)
6. 0214024697 CVR MLS Purchase Agreement Update, 2 hours Real Estate Contracts, RAR (**duplicate CE # 5 and PLE # 3**)
7. 0214024703 Dealing with Commercials, 2 hours Real Estate Related, Law Offices of Stephen H Lee, PC
8. 0214024704 The Truth About Mold V3.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
9. 0214024705 Buyer Representation in Real Estate V5.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
10. 0214024706 Property Management and Managing Risk V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
11. 0214024707 Virginia 8-Hour Mandatory Topics CE V3.1 (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, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
12. 0214024708 Red Flags: Property Inspection Guide V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
13. 0214024709 The Tiny House: Is it a Phase or Craze? OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com (**Course Subject-Matter Expert?**)
14. 0214024713 NAR Code of Ethics, 3 hours Ethics and Standards of Conduct, William E Wood & Associates Real Estate Academy (**duplicate PLE # 8**)

15. 0214024715 Understanding Credit and Improving Credit Scores: What You Need to Know V3.0 (On-line), 3 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
16. 0214024725 Create a Playbook for Success, 2 hours Broker Management, Virginia Realtors **(does this course protect the public health, safety, and welfare?) – duplicate PLE # 6**
17. 0214024727 Social Media for Realtors, 2 hours Real Estate Related, SWBC Mortgage Corporation **(duplicate PLE # 7) (does this course protect the public health, safety, and welfare?)**
18. 0214024741 Introduction to Real Estate Investments OnDemand Course V2.0 (On-line), 8 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
19. 0214024742 Virginia 8-Hour Mandatory Topics CE V4.0 (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
20. 0214024746 New Home Construction, 8 hours Real Estate Related, RAR **(duplicate PLE #7)**
21. 0214024749 Unlock Purchasing Power-In Reverse, 2 hours Real Estate Related, Finance of America Reverse, LLC
22. 0214024750 Fair Housing Law and the ADA, 3 hours Fair Housing, William E Wood & Associates Real Estate Academy
23. 0214024755 Code of Ethics, 3 hours Ethics & Standards of Conduct, Piedmont School of Real Estate **(duplicate PLE # 11)**
24. 0214024761 Code of Ethics, 3 hours Ethics and Standards of Conduct, Montague Miller Academy **(duplicate PLE # 12)**
25. 0214024763 Recent VA Real Estate law Update, 1 hour Real Estate Related, Fidelity National Title Group
26. 0214024764 Recent Trends in Real Estate Fraud, 1 hour Real Estate Related, Fidelity National Title Group
27. 0214024765 What is Title Insurance, 1 hour Real Estate Related, Fidelity National Title Group
28. 0214024766 Foreclosures Liens Bankruptcy, 1 hour Real Estate Related, Fidelity National Title Group
29. 0214024767 Preventing Wire Fraud in the Title Insurance Industry, 1 hour Real Estate Related, Fidelity National Title Group
30. 0214024768 Real Estate Contracts and Contract Law, 4 hours Real Estate Contracts, William E. Wood & Associates Real Estate Academy
31. 0214024770 Virginia Brokerage Relationships, 1 hour Real Estate Agency and 2 hours Real Estate Related, CBRC **(duplicate PLE # 14)**
32. 0214024772 Fair Housing, 2 hours Fair Housing, CBRB **(duplicate PLE # 15)**
33. 0214024774 Risk Management, 4 hours Broker Management, CBRB
34. 0214024775 Corporate and Partnership Authority, 1 hour Real Estate Related, Fidelity National Title Group **(page 49 is this old material?)**

- 35.0214024776 Decedent Estate and Transfer on Death Deeds, 1 hour Real Estate Related, Fidelity National Title Group **(is this old material?)**
- 36.0214024777 Standard Owners vs 2013 Homeowners, 1 hour Real Estate Related, Fidelity National Title Group **(is this old material?)**
- 37.0214024778 Big Results for Title Agency Managers, 1 hour Real Estate Related, Fidelity National Title Group **(does this course protect the public health, safety, and welfare?)**
- 38.0214024779 FHA 203K Renovation Loans, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC **(duplicate PLE # 16)**
- 39.0214024782 Back to Basic Contracts-Part VI, 1 hour Real Estate Contracts, DAAR
- 40.0214024788 Real Estate Agency, 1 hour Real Estate Agency, CBRB
- 41.0214024789 Escrow Requirements, 3 hours Broker Management, CBRB **(duplicate PLE # 18)**
- 42.0214024791 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, CBRB **(duplicate PLE # 19)**
- 43.0214024802 Residential Contract Parts 2 & 3, 1 hour Real Estate Related, ORNTIC
- 44.0214024803 Residential Contract Part 1, 1 hour Real Estate Related, ORNTIC
- 45.0214024804 Why Have a Survey? 1 hour Real Estate Related, ORNTIC
- 46.0214024805 Deeds in Virginia, 1 hour Real Estate Related, Champion University
- 47.0214024806 Escalation Addendum, 1 hour Real Estate Related, Champion University
- 48.0214024807 VA Uniform POA Act, 1 hour Real Estate Related, Champion University
- 49.0214024808 Don't Get Caught Under Water Legal Updates w/ Flood Content, 1 hour Legal Updates, Champion University
- 50.0214024814 Prequalifying Your Buyer in Today's Market (On-line), 4 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate **(does final exam constitute course material?)**
- 51.0214024815 Essentials of Fair Housing, 2 hours Fair Housing, Double Eagle Title Academy
- 52.0214024816 Twenty Cost-Effective Home Improvements Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com **(course materials are video links)**
- 53.0214024817 Millennials: Challenging the Traditional Real Estate Model OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com **(course materials are video links)**
- 54.0214024818 The Trump Tax Cut and Jobs Act and its Effect on Real Estate OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com **(Course Subject-Matter Expert? and course materials are video links)**

- 55.0214024819 Real Estate Contracts, 1 hour Real Estate Contracts, New World Title & Escrow
- 56.0214024820 Basic Real Estate Finance (On-line), 2 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate **(does final exam constitute course material?)**
- 57.0214024821 Business Management in a Real Estate Office (On-line), 8 hours Broker Management, OCL Real Estate, LLC dba Oncourse Learning Real Estate **(does final exam constitute course material?)**
- 58.0214024822 Real Estate Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, , OCL Real Estate, LLC dba Oncourse Learning Real Estate **(does final exam constitute course material?)**
- 59.0214024823 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate **(does final exam constitute course material?)**
- 60.0214024824 Real Estate Pricing Property to sell (On-line), 8 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate **(does final exam constitute course material?)**
- 61.0214024825 Tax Free Exchanges (On-line), 4 hours Real Estate Related, OCL Real Estate, LLC dba Oncourse Learning Real Estate **(does final exam constitute course material?)**
- 62.0214024828 Transaction Red Flags, 2 hours Real Estate Related, CBRB
- 63.0214024829 Virginia Fair Housing (On-line), 4 hours Fair Housing, 360training.com, Inc. **(Course Subject-Matter Expert?)**
- 64.0214024830 Virginia Broker Management (Correspondence), 8 hours Broker Management, 360training.com, Inc.
- 65.0214024831 Real Estate Ethics and NAR Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, 360training.com, Inc. **(Course Subject-Matter Expert?)**
- 66.0214024832 Deconstruct CVRMLS Purchase Agreement, 3 hours Real Estate Contracts, RAR
- 67.0214024833 Conquering Contract Contingencies, 3 hours Real Estate Contracts, RAR **(duplicate PLE # 20)**
- 68.0214024835 Peak Performance Pricing, 3 hours Real Estate Related, RAR **(duplicate PLE 21)**
- 69.0214024837 Nuts and Bolts, 2 hours Real Estate Related, RAR **(duplicate PLE 22)**
- 70.0214024839 Risk Management Home Inspection Red Flags, 2 hours Real Estate Related, RAR **(duplicate PLE 23)**
- 71.0214024841 Transaction Red Flags, 2 hours Real Estate Related, Alltech Title dba ATG Title
- 72.0214024843 Essentials of Real Estate Finance Course, 8 hours Real Estate Related, DAAR
- 73.0214024844 Real Estate Escrow Management Course, 3 hours Real Estate Related, **DAAR (duplicate PLE # 25)**

- 74.0214024846 Risk Management, 3 hours Real Estate Related, DAAR
(duplicate PLE # 26)
- 75.0214024848 Legal Updates with Flood, 1 hour Legal Updates, Alltech
Title dba ATG Title
- 76.0214024850 Ethics and Standards of Conduct, 3 hours Ethics and
Standards of Conduct, Alltech Title dba ATG Title **(duplicate PLE # 28)**
- 77.0214024852 Real Estate Agency, 1 hour Real Estate Agency, Alltech Title
dba ATG Title
- 78.0214024856 Transaction Red Flags, 2 hours Real Estate Related,
Piedmont School of Real Estate **(duplicate PLE # 31)**
- 79.0214024858 Legal Updates with Flood Content, 3 hours Legal Updates,
William E. Wood & Associates Real Estate Academy
- 80.0214024859 Disclosure Is Not A Secret (On-line), 4 hours Real Estate
Related, WebCE, Inc.
- 81.0214024860 Good Guys/Bad Guys - Who's Who in Mortgage Fraud (On-
line), 4 hours Real Estate Related, WebCE, Inc.
- 82.0214024862 Avoiding Deceptive Practices (On-line), 4 hours Real Estate
Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.cm
- 83.0214024863 Liar, Cheaters, Thieves (On-line), 4 hours Real Estate
Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.cm
- 84.0214024864 Transactions with a Twist, 2 hours Real Estate Contracts,
DAAR **(duplicate PLE # 32)**
- 85.0214024866 Construct an Airtight Contract, 3 hours Real Estate
Contracts, RAR **(duplicate PLE # 33)**
- 86.0214024868 Transactions in Action Workshop, 6 hours Real Estate
Contracts, RAR **(duplicate PLE # 34)**
- 87.0214024870 Real Estate Investing: Beyond the Basics (Correspondence),
4 hours Real Estate Related, McKissock, LLC
- 88.0214024871 It's Over When It's Over, 1 hour Real Estate Contracts and 3
hours Real Estate Related, VAR **(duplicate PLE # 35)**
- 89.0214024873 Real Estate Legal Issues (On-line), 4 hours Real Estate
Related, Institute for Continuing Education
- 90.0214024874 Ethics (On-line), 3 hours Ethics and Standards of Conduct,
Institute for Continuing Education
- 91.0214024875 Contract Law (On-line), 1 hour Real Estate Contracts and 2
hours Real Estate Related, Institute for Continuing Education
- 92.0214024876 Green Matters and the Environment (On-line), 4 hours Real
Estate Related, Institute for Continuing Education
- 93.0214024877 Commercial Leasing (On-line), 4 hours Real Estate Related,
Institute for Continuing Education
- 94.0214024878 Air Conditioning In an Older Home, 1 hour Real Estate
Related, Pillar to Post
- 95.0214024879 Carbon Monoxide, 1 hour Real Estate Related, Pillar to Post
- 96.0214024880 Electrical Service Size, 1 hour Real Estate Related, Pillar to
Post
- 97.0214024881 Flat Roof Systems, 1 hour Real Estate Related, Pillar to Post

98. 0214024882 Going Green, 1 hour Real Estate Related, Pillar to Post
99. 0214024883 Identifying Furnace Deficiencies, 1 hour Real Estate Related, Pillar to Post
100. 0214024884 Identifying Structural Deficiencies, 1 hour Real Estate Related, Pillar to Post
101. 0214024885 Plumbing Systems, 1 hour Real Estate Related, Pillar to Post
102. 0214024886 Preparing for the Unexpected, 1 hour Real Estate Related, Pillar to Post
103. 0214024887 Spotlight on Decks, 1 hour Real Estate Related, Pillar to Post
104. 0214024888 Termites: Where are They, 1 hour Real Estate Related, Pillar to Post
105. 0214024889 The Fireplace, 1 hour Real Estate Related, Pillar to Post
106. 0214024890 Understanding Newer Homes, 1 hour Real Estate Related, Pillar to Post
107. 0214024891 Wet Basements, 1 hour Real Estate Related, Pillar to Post
108. 0214024893 Americans with Disabilities Act ADA (On-line), 3 hours Real Estate Related, McKissock, LLC
109. 0214024894 Agency Law (On-line), 4 hours Real Estate Related, McKissock, LLC
110. 0214024895 Buyer Beware: Foreclosed & Neglected Properties, 4 hours Real Estate Related, NVAR
111. 0214024896 Advanced Residential Finance, 4 hours Real Estate Related, NVAR
112. 0214024899 Real Estate Agency & Ethics & Standards of Conduct, 3 hours Ethics and Standards of Conduct and 1 hour Real Estate Agency, NVAR
113. 0214024900 An In-Depth Look At VA Contracts, 4 hours Real Estate Related, NVAR
114. 0214024901 8 Hr. Mandated CE Course, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, NVAR **(1 fair housing case 2008?)**
115. 0214024902 8 HR CE Course – Day 2, 8 hours Real Estate Related, NVAR
116. 0214024903 Residential Leasing (On-line), 3 hours Real Estate Related, Institute for Continuing Education
117. 0214024904 Fair Housing (On-line), 2 hours Fair housing, and 1 hour Real Estate Related, Institute for Continuing Education
118. 0214024905 Home Purchase 411, 2 hours Real Estate Related, Vesta Settlements **(enough content for 2 hours of credit?) – duplicate PLE # 36**
119. 0214024907 Risk Awareness (On-line), 4 hours Real Estate Related, WebCE
120. 0214024908 The Wonderful World of Mortgage Lending, 2 hours Real Estate Related, CVSRE **(duplicate PLE # 38)**

121. 0214024910 Ethics in Real Estate, 3 hours Ethics, The Frederick Academy of Real Estate
122. 0214024911 Millennials Are Changing Real Estate are you Ready, 4 hours Real Estate Related, McKissock, LLC
123. 0214024913 Offer to Purchase, 1 hour Real Estate Contracts, and 2 hours Real Estate Related, Long and Foster Institute of Real Estate
124. 0214024914 Ethics and Standards of Conduct, 3 hours Ethics, Double Eagle Title Academy
125. 0214024915 How to Survive a Home Inspection, 1 hour Real Estate Contracts and 1 hour Real Estate Related, Action Real Estate, LLC
126. 0214024916 Fair Housing, 2 hours Fair Housing, DAAR **(duplicate PLE # 39)**
127. 0214024925 Real Estate Agency, 1 hour Real Estate Agency, New World Title & Escrow, LLC
128. 0214024936 Leadership and Teamwork Skills, 4 hours Real Estate Related, Long and Foster Institute of Real Estate

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

1. 0214024809 Clarifying the Code of Ethics (On-line), 3 hours of Ethics and Standards of Conduct, System Effect dba: Training Cove **(school pending approval 0211001274)**
2. 0214024810 Real Estate Investing (On-line), 3 hours Real Estate Related, System Effect dba: Training Cove **(school pending approval 0211001274)**
3. 0214024811 Virginia Updates and Flood Areas (On-line), 1 hour Legal Updates, System Effect dba: Training Cove **(school pending approval 0211001274)**
4. 0214024812 Fair Housing for Real Estate Professionals (On-line), 3 hours Fair Housing, System Effect dba: Training Cove **(school pending approval 0211001274) – are fair housing cases adequate?**
5. 0214024813 Contracts, Short Sales and Foreclosures (On-line), 3 hours Real Estate Contracts, System Effect dba: Training Cove **(school pending approval 0211001274)**
6. 0214024861 Why Does It Matter Who I Represent (On-line), 3 hours Real Estate Agency, System Effect dba: Training Cove **(school pending approval 0211001274)**
7. 0214024912 Inspection Tips for Real Estate Professionals, 1 hour Real Estate Related, Enlighten Home Inspection, LLC **(school pending approval 0211001273)**

VI. Post License Education Course Applications

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

1. 0214024680 Virginia Post Licensing: Agency Law (Online), 3 hours VA Agency Law, Academy of Real Estate (**Charles Matthews**)
2. 0214024681 Virginia Post Licensing: Ethics and Standards of Conduct (Online), 3 hours Ethics and Standards of Conduct, Academy of Real Estate (**Charles Matthews**)
3. 0214024683 Virginia Post Licensing: Agency Law V3.0 (Online), 3 hours VA Agency Law, NVRE (**Azmi Alkurd**)
4. 0214024684 Virginia Post Licensing: Current Industry Issues and Trends V3.0 (Online), 2 hours Current Industry Issues and Trends, NVRE (**Azmi Alkurd**)
5. 0214024685 Virginia Post Licensing Escrow Requirements V3.0 (Online), 3 hours Escrow Requirements, NVRE (**Azmi Alkurd**)
6. 0214024686 Virginia Post Licensing Ethics and Standards of Conduct V3.0 (Online), 3 hours Ethics and Standards of Conduct, NVRE (**Azmi Alkurd**)
7. 0214024687 Virginia Post Licensing Fair Housing V3.0 (Online), 2 hours Fair Housing, NVRE (**Azmi Alkurd**)
8. 0214024688 Virginia Post Licensing Risk Management V3.0 (Online), 3 hours Risk Management, NVRE (**Azmi Alkurd**)
9. 0214024795 VA Post Licensing: Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues and Trends, Academy of Real Estate (**Charles Matthews**)
10. 0214024796 VA Post Licensing: Risk Management (On-line), 3 hours Risk Management, Academy of Real Estate (**Charles Matthews**)
11. 0214024797 VA Post Licensing: Ethics and Standards of Conduct (On-line), 3 hours Ethics, Academy of Real Estate (**Charles Matthews**)
12. 0214024798 VA Post Licensing: Agency Law(On-line) , 3 hours VA Agency Law, Academy of Real Estate (**Charles Matthews**)
13. 0214024799 VA Post Licensing: Escrow Requirements (On-line) , 3 hours Escrow Requirements, Academy of Real Estate (**Charles Matthews**)
14. 0214024800 VA Post Licensing: Fair Housing (On-line) , 2 hours VA Fair Housing, Academy of Real Estate (**Charles Matthews**)
15. 0214024801 VA Post Licensing: Real Estate Law & Board Regulations (On-line) , 6 hours Real Estate Law & Board Regulations, Academy of Real Estate (**Charles Matthews**) – pending course # 17. **0214024781**
16. 0214024827 VA Post Licensing: Contract Writing (On-line), 6 hours Contract Writing, Academy of Real Estate (**Charles Matthews**) - pending course #5. **0214024716**

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

1. 0214024690 Know Your Forms, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 1**)

2. 0214024692 Pricing Strategies, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 2**)
3. 0214024698 CVR MLS Purchase Agreement Update, 2 hours Current Industry Issues & Trends, RAR (**duplicate CE # 5 & 6**)
4. 0214024714 Virginia Post-Licensing: Contract Writing V4.0 (On-line), 6 hours Contract Writing, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
5. 0214024716 Virginia Post-Licensing: Contract Writing V3.0 (On-line), 6 hours Contract Writing, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
6. 0214024726 Create a Playbook for Success, 2 hours Current Industry Issues and Trends, Virginia Realtors (**does this course protect the public health, safety, and welfare?**) – **duplicate CE # 16**
7. 0214024728 Social Media for Realtors, 2 hours Current Industry Issues and Trends, SWBC Mortgage Corporation (**duplicate CE # 17**) (**does this course protect the public health, safety, and welfare?**)
8. 0214024735 NAR Code of Ethics, 3 hours Ethics and Standards of Conduct, William E Wood & Associates Real Estate Academy (**duplicate CE #14**)
9. 0214024747 New Home Construction, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 20**)
10. 0214024748 Fair Housing, ADA, and Civil Rights, 2 hours Fair Housing, William E. Wood & Associates Real Estate Academy
11. 0214024758 Code of Ethics, 3 hours Ethics and Standards of Conduct, Piedmont School of Real Estate (**duplicate CE # 23**)
12. 0214024762 Code of Ethics, 3 hours Ethics and Standards of Conduct, Montague Miller (**duplicate CE # 24**)
13. 0214024769 Virginia Law & VREB Regulations, 6 hours Real Estate Law & Board Regulations, CBRB
14. 0214024771 Virginia Brokerage Relationships, 3 hours VA Agency Law, CBRB (**duplicate CE # 31**)
15. 0214024773 Fair Housing, 2 hours Fair Housing, CBRB (**duplicate CE # 32**)
16. 0214024780 FHA 203K Renovation Loans, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide
17. 0214024781 VA Post Licensing: Real Estate Law and Board Regulations V3.0 (On-line), 6 hours Real Estate Law and Board Regulations, Dearborn Financial Publishing, Inc. d.b.a. REcampus.cm
18. 0214024790 Escrow Requirements, 2 hours Escrow Requirements, CBRB (**duplicate CE # 41**)
19. 0214024792 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, CBRB (**duplicate CE # 42**)
20. 0214024834 Conquering Contract Contingencies, 2 hours Current Industry Issues and Trends, CBRB (**duplicate CE # 67**)
21. 0214024836 Peak Performance Pricing, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 68**)

- 22.0214024838 Nuts and Bolts, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 69**)
- 23.0214024840 Risk Management Home Inspection Red Flags, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 70**)
- 24.0214024842 How To Do A 1031 Like-Kind Exchange, 2 hours Current Industry Issues and Trends, Realty Exchange Corporation
- 25.0214024845 Real Estate Escrow Management Course, 3 hours Escrow Management, DAAR (**duplicate CE # 73**)
- 26.0214024847 Risk Management, 3 hours Risk Management, DAAR (**duplicate CE # 74**)
- 27.0214024849 Contract Writing, 6 hours Contract Writing, Alltech title dba ATG Title
- 28.0214024851 Ethics and Standards of Practice, 3 hours Ethics and Standards of Conduct, Alltech title dba ATG Title (**duplicate CE # 76**)
- 29.0214024853 Contract Preparation (On-line), 6 hours Contract Writing, ASREE
- 30.0214024854 Real Estate Laws and Board Regulations (On-line), 6 hours Real Estate laws and Board Regulations, ASREE
- 31.0214024857 Transaction Red Flags, 2 hours Current Industry Issues & Trends, Piedmont School of Real Estate (**duplicate CE # 78**)
- 32.0214024865 Transactions with a Twist, 2 hours Current Industry Issues and Trends, DAAR (**duplicate CE # 84**)
- 33.0214024867 Construct an Airtight Contract, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 85**)
- 34.0214024869 Transactions in Action Workshop, 6 hours Contract Writing, RAR (**duplicate CE # 86**)
- 35.0214024872 It's Over When It's Over, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 88**)
- 36.0214024906 Home Purchase 411, 2 hours Current Industry Issues and Trends, Vesta Settlements (**duplicate CE # 118**)
- 37.0214024909 The Wonderful World of Mortgage Lending, 2 hours Real Estate-Related Finance, CVSRE (**duplicate CE # 120**)
- 38.0214024917 Fair Housing, 2 hours Fair Housing, DAAR (**duplicate CE # 136**)

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

1. _
2. _

VII. Pre-License Education Instructors

1. 0230001622 John Patrick Morgan – Experience & Professional Designation (Principles, Law, Brokerage, Finance, Appraisal)
2. 0230001626 Helen Kathleen Wedge – Waiver (Principles)

3. 0230001629 Mary Kathryn Perkinson – waiver (Finance) – **transcript arrived after the deadline, see handout.**
4. 0230001630 Jonathan K. Chapin – waiver (Principles)

VIII. Pre-License Education Courses

1. 0214024699 45- hours Broker – Property Management (Classroom), Kirks Institute
2. 0214024700 45- hours Broker – Real Estate Brokerage (Classroom), Kirks Institute
3. 0214024701 45- hours Broker – Real Estate Finance (Classroom), Kirks Institute
4. 0214024702 45- hours Broker – Real Estate Appraisals (Classroom), Kirks Institute
5. 0214024756 60-hours Sales – Principles and Practices of Real Estate (Classroom), Elite School of Real Estate
6. 0214024757 60-hours Sales – Principles and Practices of Real Estate (Correspondence), Elite School of Real Estate
7. 0214024929 60-hours Sales – Principles and Practices of Real Estate (On-line), OCL Real Estate, LLC dba OnCourse Learning Real Estate
8. 0214024930 45-hours Broker – Real Estate Finance (On-line), OCL Real Estate, LLC dba OnCourse Learning Real Estate
9. 0214024932 45-hours Broker – Real Estate Appraisal (On-line), OCL Real Estate, LLC dba OnCourse Learning Real Estate
10. 0214024933 60-hours Sales – Principles and Practices of Real Estate (Correspondence), reConnect Schools (**school pending 0211001277**)
11. 0214024934 60-hours Sales – Principles and Practices of Real Estate (Correspondence), Tri Corner Real Estate Institute
12. 0214024935 60-hours Sales – Principles and Practices of Real Estate (Classroom), Weichert Real Estate School

IX. Additional Continuing/Post License Education Instructors

1. **Rachael Hite**
0214024476 – Listing Essentials
0214024477 – Advertising Essentials
Gralynn Inc.
2. **Larry Anderson**
0214024508 – Pricing Strategies: mastering the CMA
Realtor Association of Prince William
3. **Michael C. Ridway**
0214022836 - Legal Updates & Emerging Trends with Flood Insurance 2018
0214022833 - Ethics & Standards of Practice Better Practices For VA Real Estate Licensees
0214022834 - Virginia Fair Housing, Americans with Disabilities Act and the Civil Rights Act Of 1866

- 0214022835 - Better Contracts Practice: A Review of Proper Contract Formation for Best Real Estate Sales Professional Practices
0214022820 - VREB Required 1 Hour Agency
Community Title Network, LLC
4. **Kevin Bayly**
0214022836 - Legal Updates & Emerging Trends with Flood Insurance 2018
0214022833 - Ethics & Standards of Practice Better Practices For VA Real Estate Licensees
0214022834 - Virginia Fair Housing, Americans with Disabilities Act and the Civil Rights Act Of 1866
0214022835 - Better Contracts Practice: A Review of Proper Contract Formation for Best Real Estate Sales Professional Practices
Community Title Network, LLC
5. **Robert Pearsall**
0214022515 – Builders Contracts
Melissa Jenkins
0214022515 – Builders Contracts
Champion Title & Settlement, Inc.
6. **Robert Pearsall**
0214022064 – A Crash Course in Title Insurance
Melissa Jenkins
0214022064 – A Crash Course in Title Insurance
Champion Title & Settlement, Inc.
7. **Robert Pearsall**
0214020112 – 2015 Fair housing Seminar
Melissa Jenkins
0214020112 – 2015 Fair housing Seminar
Champion Title & Settlement, Inc.
9. **Robert Pearsall**
0214022516 – Getting to Settlement-Top 20 FAQ and Answers
Melissa Jenkins
0214022516 – Getting to Settlement-Top 20 FAQ and Answers
Champion Title & Settlement, Inc.
9. **Robert Pearsall**
0214022460 – How Can I Get Sued In Real Estate? - A Primer For Real Estate
Melissa Jenkins
0214022460 – How Can I Get Sued In Real Estate? - A Primer For Real Estate
Champion Title & Settlement, Inc.
10. **Robert Pearsall**
0214022817 - What To Expect At Settlement: A Mock Settlement
Melissa Jenkins
0214022817 - What To Expect At Settlement: A Mock Settlement
Champion Title & Settlement, Inc.
11. **John Maghamez**

0214021846 - Title Insurance - A Primer
0214022709 - Disclosure Law in VA
0214022707 - VA Residential Agency Law
0214022706 - VA Residential Agency Law

Vesta Settlements, LLC

12. **David Rosow**

0214023574 - VA Agency Law
0214017957 - Contract Preparation
0214023689 - Current Industry Issues & Trends
0214023575 - Escrow Requirements
0214023688 - Ethics Training For Today's Real Estate
Agent
0214023576 - Fair Housing
0214023690 - Real Estate Finance
0214021072 - Real Estate Laws And Board Regulations
0214023577 - Risk Management

ASREE

X. New Business

XI. Adjourn