

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

January 22, 2020 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - 1. Broker ask we review his application again as he was denied at the November 13, 2019 Board meeting. He has been a licensed Broker for over 40 years. He was denied to teach 3 pre-licensing courses.
- IV. Proprietary School Applications
 - 1. 0211001281 America's Preferred Home Warranty, Inc. Jackson MI
Contact Person: Phillip West
 - 2. 0211001280 Northeast Tennessee Association of Realtors, Gray TN
Contact Person: Edithann Wadewitz
 - 3. 0211001282 Weaver Advantage Team, Inc. Virginia Beach, VA
Contact Person: Kris Weaver
 - 4. 0211001275 Real University Inc. Greenwood, IN
Contact Person: Raymond Modglin
 - 5. 0211001283 Earth Agents School of Real Estate, Chesapeake, VA
Contact Person: Claudine Ellis
 - 6. 0211001284 Han & Associates, LLC, Fairfax, VA
Contact Person: Sang Jun Han
 - 7. 0211001286 Titan Title, LLC. Fairfax, VA 22031
Contact Person: Sara Rodriguez
- V. Continuing Education Course Applications
 - A. Previously-approved Continuing Education Course Applications, Approved Schools (**Review for Instructor Only – Attachment 2**):
 - 1. 0214024978 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, NVRE (**Azmi Alkurd**)
 - 2. 0214025062 The Truth about Mold V3.1 (On-line), 4 hours Real Estate Related, NVRE (**Azmi Alkurd**)

3. 0214025071 VA Mandatory Brokerage Management (On-line), 6 hours Broker Management and 2 hours Broker Supervision, The Frederick Academy of Real Estate **(Colin Frederick McGowan)**
4. 0214025143 Buyer Representation Real Estate V5.1 (On-line), 4 hours Real Estate Related, The Frederick Academy of Real Estate **(Colin Frederick McGowan)**
5. 0214025144 Virginia 8-hour Mandatory Topics V4.0, (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Agency , and 1 hour Contracts, The Frederick Academy of Real Estate **(Colin Frederick McGowan)**

B. Original Continuing Education Course Applications, Approved schools:

1. 0214024944 Uncovering the Facts About Mortgage Financing (On-line), 3 hours Real Estate Related, McKissock, LLC
2. 0214024945 Brokerage Management (On-line), 6 hours Broker Management, and 2 hours Broker Supervision, McKissock, LLC **(what criteria does board want to see for supervision credit, this course appears to be missing reference e, g, and 4 in code 54.1-2110-1. Do you want in course?)**
3. 0214024946 Virginia Legal Updates, Emerging Trends and Ethics (Correspondence), 3 hours Ethics and 1 hour Legal Updates, McKissock,
4. 0214024947 Real Estate Trust Accounts (On-line), 2 hours Real Estate Related, McKissock, LLC
5. 0214024948 Real Estate Safety: Protect Yourself and Your Clients (Correspondence), 3 hours Real Estate Related, McKissock, LLC
6. 0214024949 Real Estate Safety: Protect Yourself and Your Clients (Online), 3 hours Real Estate Related, McKissock, LLC
7. 0214024950 Essentials Elements of Disclosure and Disclaimers (On-line), 4 hours Real Estate Related, McKissock, LLC
8. 0214024951 Finding Your Focus: Niche Marketing for Real Estate (On-line), 3 hours Real Estate Related, McKissock, LLC **(does this course protect the public health, safety, and welfare?)**
9. 0214024952 Lead Alert: A Guide for Property Managers (On-line), 3 hours Real Estate Related, McKissock, LLC
10. 0214024953 From Contract to Closing: A Breakdown of the RE Market (On-line), 2 hours Real Estate Related, McKissock, LLC
11. 0214024954 Home Inspection Essentials, 1 hour Real Estate Related, Gralynn, Inc.
12. 0214024957 Ethics in Real Estate (Correspondence), 3 hours Ethics and Standards of Conduct, Moseley Flint Schools of Real Estate Inc.
13. 0214024958 VA Mandatory Agency, Legal Updates, and Contracts (On-line), 1 hour Legal Updates, 1 hour Real Agency, and 1 hour Real Estate Contracts, Institute for Continuing Education

- 14.0214024964 Anatomy of a House-Secrets Revealed, 3 hours Real Estate Related, GCAAR
- 15.0214024965 Understanding Short Sales (Correspondence), 4 hours Real Estate Related, Moseley Flint Schools of Real Estate Inc.
- 16.0214024966 Introduction to Short Sales, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate Inc.
- 17.0214024967 Basics of Real Estate Finance & Mortgage, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate Inc.
- 18.0214024981 Duties of Disclosure, 1 hour Real Estate Related, FAAR
- 19.0214024996 Understanding Older Homes, 2 hours Real Estate Related, NPI
- 20.0214024997 Home Inspection 101, 2 hours Real Estate Related, NPI
- 21.0214024998 Easements: A Basic Course, 1 hour Real Estate Related, FNTIC
- 22.0214025003 Duties of Disclosure, 1 hour Real Estate Related, FAAR
- 23.0214025018 How to Avoid Being party to a Wire Fraud Scheme to Protect Yourself and Your Customers, 1 hour Real Estate Related, Community Title Network, LLC; The Settlement Group
- 24.0214025019 Legal Updates an Emerging Trends, 2 hours Legal Updates, Shenandoah Valley Training Center
- 25.0214025020 Fair Housing, 2 hours Fair Housing, Shenandoah Valley Training Center
- 26.0214025021 Code of Ethics, 3 hours Ethics and Standards of Conduct, Shenandoah Valley Training Center
- 27.0214025022 Environmental Issues, 2 hours Real Estate Related, Shenandoah Valley Training Center
- 28.0214025023 Know the Code: Your Guide to the Code of Ethics (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC
- 29.0214025024 Duties of Licensees, 1 hour Real Estate Agency, Moseley-Dickinson Academy of Real Estate
- 30.0214025025 Evaluating Rental Property, 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
- 31.0214025030 The Virginia Housing Market and Economy, 1 hour Real Estate Related, Virginia Realtors
- 32.0214025031 Residential Leasing for Brokers 2020, 1 hours Broker Management, Moseley-Dickinson Academy of Real Estate
- 33.0214025032 Review of VREB Regulations 2019, 3 hours Broker Management, Moseley-Dickinson Academy of Real Estate
- 34.0214025033 Real Estate Negotiation Expert, 8 hours Real Estate Related, FAAR Academy (**duplicate PLE # 6**)
- 35.0214025035 Discovering Commercial Real Estate, 3 hours Real Estate Related, FAAR Academy
- 36.0214025036 Agency Issues for Property Managers, 1 hour Real Estate Agency, and 2 hours Real Estate Related, Virginia Realtors (**duplicate PLE #7**)

- 37.0214025038 Property Managers and the Law, 1 hour Legal Updates, and 7 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 8)**
- 38.0214025040 Agency Who's Client Is It Anyway, 1 hour Real Estate Agency, Virginia Realtors
- 39.0214025041 VRLTA & Real Estate Related Subjects, 4 hours Real Estate Contracts and 12 hours Real Estate Related, Banks Real Estate LLC. **(are we ok with 12 hours related).**
- 40.0214025042 Accredited Buyer's Representative, 8 hours Real Estate Related, FAAR **(duplicate PLE # 9)**
- 41.0214025044 Construction to Perm Financing, 2 hours Real Estate Related, FAAR **(duplicate PLE # 10)**
- 42.0214025046 Unconventional Financing Strategies, 2 hours Real Estate Related, FAAR **(duplicate PLE 11)**
- 43.0214025049 203K and Renovation Financing, 3 hours Real Estate Related, CJ Banker Training **(duplicate PLE # 12)**
- 44.0214025053 Contracts Back to Basics, 1 hour Real Estate Contracts, Virginia Realtors
- 45.0214025054 Social Media Advertising, 1 hour Legal Updates, Virginia Realtors **(duplicate CE # 46)**
- 46.0214025055 Social Media Advertising, 1 hour Broker Management, Virginia Realtors **(duplicate CE #45)**
- 47.0214025056 VA Financing, 1 hour Real Estate Related, CJ Banker Training
- 48.0214025057 Solving the Down payment Dilemma Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.cm
- 49.0214025058 2020 Traumatic Transactions, 2 hours Real Estate Related, FAAR **(duplicate PLE # 13)**
- 50.0214025060 Land Use 101, 2 hours Real Estate Related, DAAR **(duplicate PLE # 14)**
- 51.0214025064 Agency, 1 hour Real Estate Agency, Double Eagle Title Academy
- 52.0214025065 Contingencies/Clauses Addendum, 1 hour Real Estate Contracts, Double Eagle Title Academy
- 53.0214025066 Legal Updates, 1 hour Legal Updates, Double Eagle Title Academy
- 54.0214025067 VA Escrow Requirements, 3 hours Broker Management, WAAR
- 55.0214025068 Agency for Brokers, 1 hour Real Estate Agency, Virginia Realtors
- 56.0214025069 Agency for Brokers, 1 hour Broker Management, Virginia Realtors
- 57.0214025070 Good Intentions But Risky Results, 1 hour Legal Updates, Virginia Realtors
- 58.0214025076 2020 Professional Standards Seminar, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Related, Virginia Realtors

- 59.0214025077 Effective Communication Skills, 2 hours Broker Management, Long and Foster Institute of Real Estate
- 60.0214025078 Building an Ethical Office Culture, 2 hours Broker Management, Long and Foster Institute of Real Estate
- 61.0214025079 Eliminating Legal Speed Bumps, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC **(duplicate PLE #15)**
- 62.0214025081 Real Estate Financing, 3 hours Real Estate Related, PenFed Realty
- 63.0214025083 Distressed Properties: Short Sales, Foreclosures and Bank Owned Properties, 2 hours Real Estate Related, The Institute of Continuing Education **(duplicate PLE # 17)**
- 64.0214025086 Home Inspections, 2 hours Real Estate Related, The Institute of Continuing Education **(duplicate PLE 18)**
- 65.0214025088 Title Insurance Claims Can and Do Happen, 1 hour Real Estate Related, FATICO
- 66.0214025089 Mechanics Lien Law In Virginia, 1 hour Real Estate Related, FATICO
- 67.0214025090 Authority to Execute Who Can Sign of Entities, Trust and Under Powers of Attorney, 1 hour Real Estate Related, FATICO
- 68.0214025091 Decedents Estates for Virginia Real Estate, 1 hour Real Estate Related, FATICO
- 69.0214025092 Cyber Security Don't Be a Statistic, 1 hour Real Estate Related, FATICO
- 70.0214025093 Using Living Trusts To Hold Real Estate, 1 hour Real Estate Related, FATICO
- 71.0214025096 Fair Housing V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 72.0214025097 Keeping Fair Housing Fair, 2 hours Fair Housing, and 2 hours Real Estate Related, Virginia Realtors
- 73.0214025098 Virginia Real Estate Mandated Law Update, 2 hours Fair Housing, 3 hours Ethics, 1 hour Agency, 1 hours Contracts, 1 hour Legal Updates, HPDS
- 74.0214025099 Introduction to Short Sales, 2 hours Real Estate Related, Capital Area Title, LLC dba Universal Title
- 75.0214025100 Decedent's Estates, 1 hour Real Estate Contracts, Capital Area Title, LLC dba Universal Title
- 76.0214025101 Drafting Home Inspection Contingencies Release From, 1 hour Real Estate Related, Capital Area Title, LLC dba Universal Title
- 77.0214025102 The Earnest Money Deposit & The Wet Settlement Act, 2 hours Real Estate Related, Capital Area Title, LLC dba Universal Title
- 78.0214025103 Why Title Insurance, 1 hour Real Estate Related, Capital Area Title, LLC dba Universal Title
- 79.0214025104 Coinciding Settlement, 1 hour Real Estate Related, Capital Area Title, LLC dba Universal Title

- 80.0214025105 Understanding Deeds and Tenancy-Effectively Transferring Title, 1 hour Real Estate Related, Capital Area Title, LLC dba Universal Title
- 81.0214025106 Risk Management for Real Estate, 3 hours Broker Management, WAAR **(duplicate CE 82 and PLE 19)**
- 82.0214025107 Risk Management for Real Estate, 3 hours Real Estate Related, WAAR **(duplicate PLE #19)**
- 83.0214025109 Understanding FIRPTA, 2 hours Real Estate Related, CBRB
- 84.0214025110 Professional Enforcement of the Code, 3 hours Ethics and Standards of Conduct, RAR **(duplicate PLE # 20)**
- 85.0214025112 Agency, 2 hours Real Estate Agency, Shenandoah Valley Training Center
- 86.0214025113 Contracts, 2 hours Real Estate Contracts, Shenandoah Valley Training Center
- 87.0214025114 Real Estate Board Regulations, 2 hours Real Estate Related, Shenandoah Valley Training Center
- 88.0214025115 Deeds, 1 hour Real Estate Related, Shenandoah Valley Training Center
- 89.0214025116 Real Estate Disclosure Law in Virginia, 2 hours Real Estate Related, MBH Settlement Group, LC **(duplicate PLE # 21) – school is requesting 6 hours PLE and 2 hours CE, CE attendees leave after 2 hours?**
- 90.0214025120 A Mock Settlement, 2 hours Real Estate Related, , MBH Settlement Group, LC **(duplicate PLE # 22)**
- 91.0214025122 Let's Inspect This a Little Closely, 2 hours Real Estate Contracts, MBH Settlement Group, LC **(duplicate PLE # 23)**
- 92.0214025124 Fair Housing, 2 hours Fair Housing, MBH Settlement Group, LC **(duplicate PLE # 24)**
- 93.0214025126 Virginia Fair Housing Law Review, 2 hours Fair Housing, FutureLaw II, LLC **(duplicate PLE # 25)**
- 94.0214025128 Virginia Fair Housing Law Review, 3 hours Fair Housing, FutureLaw II, LLC **(duplicate PLE # 26)**
- 95.0214025133 Purchase Contracts Ins and Outs, 3 hours Real Estate Contracts, Virginia Realtors **(duplicate PLE # 30)**
- 96.0214025135 DPOR Update, 1 hour Broker Management, Virginia Realtors **(is course materials adequate?)**
- 97.0214025136 RI 504: Working with Buyers, 6 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 31)**
- 98.0214025138 Let's Get Ethical, 3 hours Ethics and Standards of Conduct, Virginia Realtors **(duplicate PLE # 32)**
- 99.0214025140 Critical Contract Issues, 2 hours Real Estate Contracts, Virginia Realtors **(duplicate PLE # 33)**
- 100.0214025142 Mastering the Lease, 1 hours Real Estate Contracts and 3 hours Real Estate Related, Virginia Realtors
- 101.0214025146 VA Salesperson License Renewal (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real

- Estate Agency, 1 hour Real Estate Contracts and 8 hours Real Estate Related, reConnect Real Estate Schools LLC
102. Document Review for Supervising Brokers, 1 hour Broker Management, Long and Foster Institute of Real Estate
 103. Title Issues and Resolutions P1, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
 104. 0214025152 Safe and Secure Real Estate Transactions, 2 hours Real Estate Related, William E Wood & Associates Real Estate Academy **(duplicate PLE # 35)**
 105. 0214025155 Fair Housing, 2 hours Fair Housing, The RGS Real Estate Academy **(duplicate PLE # 37)**
 106. 0214025157 Current Industry Issues and Trends, 2 hours Real Estate Related, The RGS Real Estate Academy **(duplicate PLE # 38)**
 107. 0214025159 VA Agency Law for Real Estate Licensees, 3 hours Real Estate Agency, The RGS Real Estate Academy **(duplicate PLE # 39)**
 108. 0214025162 Owners Association Acts HOA Condos, 1 hour Real Estate Related, The RGS Real Estate Academy
 109. 0214025163 NVAR Contract: Primer for Listings Agents, 1 hour Real Estate Contracts, The RGS Real Estate Academy
 110. 0214025164 Surveys and Easement, 1 hour Real Estate Related, The RGS Real Estate Academy
 111. 0214025165 Tax Matters in Sale of Real Estate, 1 hour Real Estate Related, The RGS Real Estate Academy
 112. 0214025166 FIRPTA Requirements, 1 hour Real Estate Related, The RGS Real Estate Academy
 113. 0214025167 A Tale of Two Contracts, 1 hour Real Estate Contracts, The RGS Real Estate Academy
 114. 0214025168 Closing with a Twist, 2 hours Real Estate Related, The RGS Real Estate Academy
 115. 0214025169 NVAR's Residential Sales Contract –Part 1, 1 hour Real Estate Contracts, Capital Area Title LLC
 116. 0214025170 NVAR's Residential Sales Contract – Part 2, 1 hour Real Estate Contracts, Capital Area Title LLC
 117. 0214025171 Methods of Residential Finance, 9 hours Real Estate Related, OCL Real Estate, LLC dba OnCourse Learning Real Estate

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

1. 0214025118 VA Residential Sales Contract Essentials, 2 hours Real Estate Contracts, Titan Title School

VI. Post License Education Course Applications

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

1. 0214024955 Contract Writing (On-line), 6 hours Contract Writing, NVRE
2. 0214024956 Real Estate Law and Board Regulations (On-line), 6 hours Real Estate Law and Board Regulations, NVRE

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

1. 0214024940 Escrow Requirements, 3 hours Escrow Requirements, HPDS
2. 0214024941 Contract Writing, 6 hours Contract Writing, HPDS
3. 0214024942 Fair Housing, 2 hours Fair Housing, HPDS
4. 0214024943 Risk Management, 3 hours Risk Management, HPDS
5. 0214024985 Contract Writing, 6 hours Contract Writing, Old Dominion Real Estate Institute
6. 0214025034 Real Estate Negotiation Expert, 2 hours Current Industry Issues and Trends, FAAR Academy (**duplicate CE #34**)
7. 0214025037 Agency Issues for Property Managers, 3 hours VA Agency Law, Virginia Realtors (**duplicate CE # 36**)
8. 0214025039 Property Managers and the Law, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE #37**)
9. 0214025043 Accredited Buyer's Representative, 2 hours Current Industry Issues and Trends, FAAR (**duplicate CE # 40**)
10. 0214025045 Construction to Perm Financing, 2 hours Current Industry Issues and Trends, FAAR (**duplicate CE # 41**)
11. 0214025047 Unconventional Financing Strategies, 2 hours Current Industry Issues and Trends, FAAR (**duplicate CE # 42**)
12. 0214025050 203K and Renovation Financing, 2 hours Real Estate-Related Finance, CJ Banker Training (**duplicate CE # 43**)
13. 0214025059 2020 Traumatic Transactions, 2 hours Current Industry Issues and Trends, FAAR (**duplicate CE # 49**)
14. 0214025061 Land Use 101, 2 hours Current Industry Issues and Trends, DAAR (**duplicate CE # 50**)
15. 0214025080 Eliminating Legal Speed Bumps, 2 hours Current Industry Issues and Trends, (**duplicate CE # 61**)
16. 0214025082 Making Sense of Fair Housing, 2 hours Fair Housing, VAMA
17. 0214025084 Distressed Properties: Short Sales, Foreclosures and Bank Owned Properties, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education (**duplicate CE # 63**)
18. 0214025087 Home Inspection, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education (**duplicate CE # 64**)
19. 0214025108 Risk Management for Real Estate, 3 hours Risk Management, WAAR (**duplicate CE #82**)

20. 0214025111 Professional Enforcement of the Code, 3 hours Ethics and Standards of Conduct, RAR (**duplicate CE # 84**)
21. 0214025117 Real Estate Disclosure Law in VA, 6 hours Real Estate Law and Board Regulations, MBH Settlement Group, L.C. (**duplicate CE # 89**) – **school is requesting 6 hours PLE and 2 hours CE, CE attendees leave after 2 hours?**
22. 0214025121 A Mock Settlement, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC (**duplicate CE # 90**)
23. 0214025123 Let's Inspect This a Little Closely, 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC (**duplicate CE # 91**)
24. 0214025125 Fair Housing, 2 hours Fair Housing, MBH Settlement Group, LC (**duplicate CE # 92**)
25. 0214025127 Virginia Fair Housing Law Review, 2 hours Fair Housing, FutureLaw II, LLC (**duplicate CE # 93**) –
26. 0214025129 Virginia Fair Housing Law Review, 2 hours Fair Housing, FutureLaw II, LLC (**duplicate CE # 94**)
27. 0214025130 Real Estate Laws and Regulations, 6 hours Real Estate Law and Board Regulations, MAI Institute
28. 0214025131 Real Estate Related Finance-Residential Finance, 2 hours Real Estate-Related Finance, MAI Institute
29. 0214025132 Risk Management, 3 hours Risk Management, MAI Institute
30. 0214025134 Purchase Contracts Ins and Outs, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 95**)
31. 0214025137 Working with Buyers, 2 hours Real Estate-Related Finance, Virginia Realtors (**duplicate CE # 97**)
32. 0214025139 Let's Get Ethical, 3 hours Ethics and Standards of Conduct, Virginia Realtors (**duplicate CE # 98**)
33. 0214025141 Critical Contract Issues, 2 hours Current Industry Issues and Trends, (**duplicate CE # 99**)
34. 0214025148 Social Media, 2 hours Current Industry Issues and Trends MAI Institute
35. 0214025153 Safe and Secure Real Estate Transactions, 2 hours Current Industry Issues and Trends, William E Wood & Associates Real Estate Academy (**duplicate CE # 104**)
36. 0214025154 What's in the REIN Offer to Purchase Agreement, 6 hours Contract Writing, Ann Palmateer Real Estate School
37. 0214025156 Fair Housing, 2 hours Fair Housing, The RGS Real Estate Academy (**duplicate CE # 105**)
38. 0214025157 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, The RGS Real Estate Academy (**duplicate CE # 106**)
39. 0214025160 VA Agency Law for Real Estate Licensees, 3 hours VA Agency Law, The RGS Real Estate Academy (**duplicate CE # 107**)
40. 0214025161 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, The RGS Real Estate Academy

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

VII. Pre-License Education Instructors

1. 0230001632 David Harvey Rosow - waiver
2. 0230001634 Katherine Grace Hunter – waiver
3. 0230001635 Helen Kathleen Wedge - waiver

VIII. Pre-License Education Courses

1. 0214024937 45 hours Broker Real Estate Law (Classroom), HPDS
2. 0214024938 45 hours Broker Real Estate Finance (Classroom), HPDS
3. 0214024939 45 hours Broker Real Estate Appraisal (Classroom), HPDS
4. 0214024960 60 hours Salesperson Principles and Practices of Real Estate (On-line), Hondros College of Business
5. 0214024974 60 hours Salesperson Principles and Practices of Real Estate (Classroom), NVRE University
6. 0214024975 60 hours Salesperson Principles and Practices of Real Estate (On-line), Moseley Flint Schools of Real Estate Inc.
7. 0214024976 15 hours Salesperson Principles and Practices of Real Estate (Classroom), Moseley Flint Schools of Real Estate Inc.
8. 0214024977 15 hours Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Flint Schools of Real Estate Inc.
9. 0214024979 60 hours Salesperson Principles and Practices of Real Estate (On-line), American School of Real Estate Express
10. 0214024980 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Shenandoah Valley Training Center
11. 0214024982 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Professionals Educators, LLC
12. 0214024986 45 hours Broker Real Estate Brokerage (Correspondence), Elite School of Real Estate
13. 0214024987 45 hours Broker Real Estate Brokerage (Classroom), Elite School of Real Estate
14. 0214024988 45 hours Broker Real Estate Finance (Correspondence), Elite School of Real Estate
15. 0214024989 45 hours Broker Real Estate Appraisal (Correspondence), Elite School of Real Estate
16. 0214024990 45 hours Broker Property Management (Correspondence), Elite School of Real Estate
17. 0214024991 45 hours Broker Property Management (Classroom), Elite School of Real Estate
18. 0214024992 45 hours Broker Real Estate Law (Correspondence), Elite School of Real Estate
19. 0214024993 45 hours Broker Real Estate Law (Classroom), Elite School of Real Estate

- 20.0214024994 45 hours Broker Real Estate Appraisal (Classroom), Elite School of Real Estate
- 21.0214024995 45 hours Broker Real Estate Finance (Classroom), Elite School of Real Estate
- 22.0214025017 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Top Producer Academy, LLC
- 23.0214025048 45 hours Broker Real Estate Law (Correspondence), Moseley-Dickinson Academy of Real Estate

IX. Additional Continuing/Post License Education Instructors

1. **Jessica Toone**

- 0214024153 2019 Broker Updates Trends and Resources (BSM) 2 Hours Broker Management
- 0214024152 2019 Broker Updates Trends and Resources (CE) 2 Hours Legal Updates
- 0214024357 2019 New Laws (BM) 1 Hour Broker Management
- 0214024356 2019 New Laws (CE) 1 Hour Legal Updates
- 0214022138 Advertising (CE) 2 Hours Legal Updates w/ Flood Content
- 0214022139 Advertising (SPLE) 2 Hours Current Industry Issues/Trends
- 0214024603 Advertising for Brokers (BM) 2 Hours Broker Management
- 0214024602 Advertising for Brokers (CE) 2 Hours Legal Updates
- 0214024604 Advertising for Brokers (PL) 2 Hours Current Industry Issues/Trends
- 0214023372 Advertising for Property Managers (CE) 2 Hours Legal Updates
- 0214023373 Advertising for Property Managers (PL) 2 Hours Current Industry Issues/Trends
- 0214020560 Advertising: Promoting Your Business the Right Way (CE) 1 Hour Legal Updates
- 0214023410 Agency for Property Managers/Leasing Agents (BSM) 1 Hour Broker Management
- 0214023411 Agency for Property Managers/Leasing Agents (CE) 1 Hour Real Estate Agency
- 0214021594 Agency: A Complicated Relationship (BSM) 1 Hour Broker Management
- 0214024559 Agency: A Complicated Relationship (CE) 1 Hour Real Estate Agency
- 0214021593 Agency: A Complicated Relationship (CE) 1 Hour Real Estate Agency
- 0214021825 Agency: A Complicated Relationship (CE) 2 Hours Real Estate Agency
- 0214021826 Agency: A Complicated Relationship (SPLE) 2 Hours Current Industry Issues/Trends
- 0214024479 Antitrust (BSM) 1 Hour Broker Management
- 0214024478 Antitrust (CE) 1 Hour Legal Updates

0214024182 Broker Management Nuts & Bolts (BM) 1 Hour Broker Management
0214020561 Broker Pitfalls and Resources (BSM) 2 Hours Broker Management
0214020595 Broker Pitfalls and Resources (CE) 2 Hours Legal Updates with Flood Content
0214022423 Broker Supervision Requirements and Best Practices (BSM) 1Hour Broker Management
0214022509 Broker Supervision Requirements and Best Practices (BSP)
0214022424 Broker Supervision Requirements and Best Practices (CE)
0214021595 Broker Supervision Requirements and Best Practices (CE)
0214021596 Broker Supervision: Case Studies and Best Practices (BSM)
0214022425 Broker Supervision: Case Studies and Best Practices (CE)
0214024153 Broker Updates, Trends and Resources (BSM)
0214024152 Broker Updates, Trends and Resources (CE)
0214023216 Broker Updates, Trends, and Resources (BM)
0214020562 Commissions: Being Paid the Right Way (CE)
0214020563 Commissions: Being Paid the Right Way (SPLE)
0214020577 Common Legal Hotline Q and A 1 Hour (BSM)
0214020576 Common Legal Hotline Q and A 1 Hour (CE)
0214020579 Common Legal Hotline Q and A 2 Hours (BSM)
0214020578 Common Legal Hotline Q and A 2 Hours (CE) 2 Hours Legal Updates with Flood Content
0214020587 Common Legal Hotline Q and A 2 Hours (SPLE)
0214024489 Common Legal Hotline Q and A for Property Managers 1 HR
0214022654 Common Legal Hotline Q and A: Property Management (BM)
0214022653 Common Legal Hotline Q and A: Property Management (CE)
0214022655 Common Legal Hotline Q and A: Property Management (PL)
0214023023 Common Legal Hotline Q&A for Property Managers (CE)
0214023025 Common Legal Hotline Q&A for Property Managers (PL)
0214021563 Critical Contract Issues (CE) 2 Hours Real Estate Contracts
0214021567 Critical Contract Issues (PL) 2 Hours Current Industry Issues/Trends
0214020565 Disclosure Shall Set You Free (CE)
0214020591 Disclosure Shall Set You Free (SPLE)
0214020027 Earnest Money Deposits: Navigating Dangerous Waters
0214020589 Earnest Money Deposits: Navigating Dangerous Waters (CE)
0214020566 Good Intentions But Risky Results (CE)
0214020582 Good Intentions But Risky Results (SPLE)
0214024491 Introduction to Intellectual Property in Real Estate (BSM)
0214023439 Introduction to Teams & Business Entities (BSM)
0214020584 New Real Estate Board Regulations (SPLE)
0214020568 New Real Estate Board Regulations (BSM)
0214020569 New Real Estate Board Regulations (CE)
0214023374 PM Broker Supervision: Case Studies and Best Practices
0214023315 Property Management Forms For Beginners (CE)

0214023316 Property Management Forms for Beginners (PL)
0214022568 Property Management Forms Tips, Tricks & Loopholes (CE)
0214024488 Property Management Forms Update 2019 (BSM)
0214024359 Property Management Forms Update 2019 (CE)
0214020597 Real Estate Laws You Need to Know! (BSM) 2 Hours Broker Management
0214020593 Real Estate Laws You Need to Know! (CE)
0214020585 Real Estate Laws You Need to Know! (SPLE)
0214020572 Sneaky Regs – Little Known but Important Real Estate Board Regulations! (BSM) 1 Hour Broker Management
0214020571 Sneaky Regs – Little Known but Important Real Estate Board Regulations! (CE)

Virginia Realtors

2. **Russell Adams**

0214023328 – Agency
0214023386 – Contracts
0214023417 - VA Legal Updates - (with flood content)
0214024346 & 0214024361 – Ethics
0214022442 & 0214022443 – Contracts

Long and Foster Institute of Real Estate

3. **John Ahern**

0214019336 - What Is Title Insurance?
0214020871 - Standards Owner's Policy Vs.2013 Homeowners
021422041 - Legal Descriptions and Surveys
0214020224 - The New Loan Estimate and Closing Disclosure
0214024765 - What Is Title Insurance?
0214024777 - Standards Owner's Policy Vs.2013 Homeowners

Fidelity National Title Insurance Company

4. **Susan Bourassa**

0214024480 - Home Staging By the Book
0214024454 - Preparing Homes to Sell Quickly
0214022452 - Listing Your Luxury Properly

Preferred Systems Inc

5. **Susan Peters Jones**

0214021146 - "To Disclose or Not To Disclose? The Importance Of Erring On The Side Of Disclosure
0214020008 - Safe Real Estate Sales Practice Avoiding Those Common and Expensive Transactions Errors
0214020131 - VA Fair Housing
0214022007 - Tricky Listings How to Handle Some Of The Most Common (& Difficult) Problems Affecting Listings
0214022012 - Contracts Redux: What Every Real Estate Professional Needs To Know About Contracts (But Many Have Forgotten)

0214022609 - Airbnb: Treasure for Some Homeowners/Trash For Others
0214022835 - Better Contracts Practice: A Review of Proper Contract Formation for Best Real Estate Sales Professional Practices

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6. **Jeremy Brown**

0214021146 - "To Disclose or Not To Disclose? The Importance Of Erring On The Side Of Disclosure

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7. **Crystal Jalali**

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8. **Kevin Bayly**

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0214021019 - How To Handle Transactions When Your "Seller Is Deceased"

0214022820 - VREB Required 1 Hour Agency 0214022820

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9. **Michael C. Ridgway**
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 0214021019 - How To Handle Transactions When Your "Seller Is Deceased"
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10. **Myrna Keplinger**
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 0214022835 - Better Contracts Practice: A Review of Proper Contract Formation for Best Real Estate Sales Professional Practices
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11. **Bryan Grimes William Creasy**
 0214024871 & 0214024872 – IT'S OVER WHEN IT'S OVER
Virginia Realtors
12. **Lynn G. Grimsley**
 0214024037 - 8 Hours Required Subjects For Continuing Education
 0214022659 - 8 Hours Elective Continuing Education
 0214023466 - Broker Management Agent Supervision
 0214024055 - Broker Supervision Requirements
Peninsula Real Estate School
13. **Nana Yeboah**
 0214021927, 0214021929, and 0214021930 - Til Death Do Us Part-Divorce and Real Estate Transactions Primer
 0214021928 - Anatomy of a Split Closing
 0214021924 - The Basics of the 1031 Tax Deferred Exchange 2017
 0214021926 & 0214021925 - 1031 Exchange Basics and Estates

0214020621 7 0214020628 - 2015-A Year of Change and Growth: A Review of New Virginia Contract, New Regulation and New Legislation
 0214023028 - Preoccupied With Occupancy Agreements
 0214023046 - Analysis of the 2017 Residential Sales Contract
 0214023030 & 0214023029 - Comprehend A The Addenda: Addenda Basics
 0214023042 & 0214023043 - Top Contract Mistakes and How to Avoid Them
 0214023044 & 0214023045 - Uncommon Transactions 101
 0214024012 & 0214024013 - HOA Rules of Real Estate Transactions
 0214024387 & 0214024389 - Code Of Ethics III
 0214024674 & 0214024675 - Understanding the Financing Addendum

THE INSTITUTE OF CONTINUING EDUCATION

14. **Lynn Grimsley**

0214023347 & 0214023359 – Code of Ethics & Standard of Conduct,
Peninsula Real Estate School

15. **Susan D. Malloy**

0214024163 - BROKER SUPERVISION
 0214022519 / 0214022520 - VA ESCROW REQUIREMENTS
 0214024913 - OFFER TO PURCHASE
 0214024936 - LEADERSHIP AND TEAM WORK SKILLS

Long and Foster Institute of Real Estate

16. **Grayson Moore**

0214022054 – WAAR Legal Updates

WAAR

17. **Frank Blaise Yanick III**

0214022532 - DON'T LET YOUR TRANSACTION GO DOWN THE DRAIN..AVOIDING MORTGAGE
 0214022533 - FHA LOANS
 0214022534 - VA LOANS
 0214022535 - WHAT IS CREDIT SCORING
 0214022542 - UNDERSTANDING UPS & DOWNS MORTGAGE RATES
 0214023462 / 0214023463 - MORTGAGE FINANCING
 0214024341 - WIRE FRAUD
 0214024342 - FROM CONTRACT TO CLOSING
 0214024828 - TRANSACTING RED FLAGS

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18. **Troy Lewis Dolney**

0214020024 - The Un-Sick House
 0214020012 - Home Energy Audits
 0214019930 - Home Maintenance In Perspective
 0214019939 - Hot Water Heat
 0214019932 - How Old Is This House
 0214019946 - Indoor Air Quality
 0214019940 - Mold
 0214019961 - Moving Towards Sustainable Housing

0214019937 - New Homes – A Closer Look
0214019947 - New Technologies For The Home
0214019948 - Older Homes
0214019933 - Radon
0214019934 - Renovate, Remodel , Repair
0214019971 - Toxic Drywall
0214019945 - Wells & Septic Systems

Pillar to Post

19. **Kim Dombrowski**

0214024480 - Home Staging By The Book
0214024452 - Listing Your Luxury Property
0214024454 - Preparing Homes To Sell Quickly

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X. New Business

XI. Adjourn

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