

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

October 25, 2016 Meeting

I. Call to Order

II. Approval of Agenda

III. Discussion Items

A. Public Comment

B. We are tracking course completion upload issues looking for patterns.

C. Discussion with PSI regarding the professionalism of proctors.

D. Mandatory subjects being designated as "Real Estate Related."

E. "Carryover" methodology chart.

IV. Proprietary School Applications

1. 0211001188 - Time, LLC. Haymarket, VA

Contact Person: Patty Young

2. 0211001189 - Secured Property Management, LLC.

Fredericksburg, VA

Contact Person: Lyra Stroud

V. Continuing Education Course Applications

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

1. 0214021646 Property Management and Managing Risk V5.0 (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools (**F.A. Dan Daniels**)
2. 0214021647 Red Flags Property Inspection Guide V5.0 (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools (**F.A. Dan Daniels**)
3. 0214021648 Sustainable Housing and Building Green V3.0 (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools (**F.A. Dan Daniels**)
4. 0214021661 Virginia 8 hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hours Real Estate Contracts, and 1 hour Real Estate Agency, International Business Associates, Inc (**Mumtaz Bhatti**)
5. 0214021662 Buyer Representation in Real Estate v5.0 (On-line), 4 hours Real Estate Related, International Business Associates, Inc (**Mumtaz Bhatti**)
6. 0214021663 Real Estate and Taxes: What Every Agent Should Know v6.0 (On-line), 4 hours Real Estate Related, International Business Associates, Inc (**Mumtaz Bhatti**)
7. 0214021664 Real Estate Finance Today v7.0 (On-line), 4 hours Real Estate Related, International Business Associates, Inc (**Mumtaz Bhatti**)
8. 0214021674 Foreclosures, Short Sales, REOs, and Auctions v2.0 (On-line), 4 hours Real Estate Related, International Business Associates, Inc (**Mumtaz Bhatti**)
9. 0214021676 Understanding 1031 Tax Free Exchanges V3.0 (On-line), 4 hours Real Estate Related, American Institute of Real Estate (**Abraham Michael Halaw**)
10. 0214021677 VA Property Management & Managing Risk

- V5.0 (On-line), 4 hours Real Estate Related, American Institute of Real Estate (**Abraham Michael Halaw**)
11. 0214021678 Red Flags: Property Inspection V5.0 (On-line), 4 hours Real Estate Related, American Institute of Real Estate (**Abraham Michael Halaw**)
12. 0214021686 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, The Fredericksburg Academy of Real Estate (**Colin F. McGowan**)
13. 0214021687 Virginia Mandatory Broker and Agent Supervision v2.0 (On-line), 8 hours Broker Management, The Frederick Academy of Real Estate (**Colin F. McGowan**)
14. 0214021688 Real Estate and Taxes: What Every Agent Should Know v6.0 (On-line), 4 hours Real Estate Related, The Frederick Academy of Real Estate (**Colin F. McGowan**)
15. 0214021706 Buyer Representation in Real Estate v5.0 (On-line), 4 hours Real Estate Related, Frederick Academy of Real Estate (**Colin F. McGowan**)
16. 0214021753 Title Insurance Basics-Claims, 1 hour Real Estate Related, New World Title & Escrow (**Nicholas D. Vlissides, Andrew Christopher DiPaola, Helen Krause, Grace Swersey**)
17. 0214021754 Divorce, Bankruptcy & Real Estate Settlements, 1 hour Real Estate Related, New World Title & Escrow (**Nicholas D. Vlissides, Andrew Christopher DiPaola, Helen Krause, Grace Swersey**)
18. 0214021755 Judgments & Liens in Virginia: A Real Estate Agent's Perspective, 1 hour Real Estate Related, New World Title & Escrow (**Nicholas D. Vlissides, Andrew Christopher DiPaola, Helen Krause, Grace Swersey**)
19. 0214021756 Title Insurance-Virginia History & Owner's Coverage, 1 hour Real Estate Related, New World Title & Escrow

(Nicholas D. Vlissides, Andrew Christopher DiPaola, Helen Krause, Grace Swersey)

20. 0214021757 1031 Exchanges: What Realtors Need to Know, 1 hour Legal Updates, New World Title & Escrow **(Nicholas D. Vlissides, Andrew Christopher DiPaola, Helen Krause, Grace Swersey)**
21. 0214021758 Who Owns It - Title & Ownership of Real Estate in Virginia, 1 hour Legal Updates, New World Title & Escrow **(Nicholas D. Vlissides, Andrew Christopher DiPaola, Helen Krause, Grace Swersey)**

B. Original Continuing Education Course Applications, Approved schools:

1. 0214021635 1031 Tax Deferred Exchange, 2 hours Real Estate Related, Coldwell Banker Residential Brokerage
2. 0214021636 Real Estate Agency, 1 hour Real Estate Agency, Coldwell Banker Residential Brokerage
3. 0214021643 Encumbrances, Judgments and Liens, 2 hours Real Estate Related, Provident School of Real Estate
4. 0214021644 Tax Deferred Exchange-IRS Code 1031, 1 hour Real Estate Related, Provident School of Real Estate
5. 0214021653 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
6. 0214021655 Fair Housing, 2 hours Fair Housing, Coldwell Banker Residential Brokerage
7. 0214021656 The Basics of Title Insurance, 2 hours Real Estate Related, Provident School of Real Estate
8. 0214021660 VRLTA, 4 hours Real Estate Contracts, and 4 hours Real Estate Related, Banks Real Estate LLC
9. 0214021665 The Eviction Process Under Virginia Law and Related Issues of Rent, Late Fees, Damages, and Attorneys' Fees, 3 hours Legal Updates, VAR **(duplicate PLE # 14)**

10. 0214021666 The Eviction Process Under Virginia Law and Related Issues of Rent, Late Fees, Damages, and Attorneys' Fees, 3 hours Broker Management, VAR
(duplicate PLE # 14)
11. 0214021667 Real Estate Licensees Guide to the Service Members Civil Relief Act, 2 hours Legal Updates, VAR
12. 0214021669 Escrow Requirements, 3 hours Real Estate Related, Coldwell Banker Residential Brokerage
13. 0214021671 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Coldwell Banker Residential Brokerage
14. 0214021675 Renovation Financing, 1 hour Real Estate Related, VAR
15. 0214021679 Title Insurance: Claims can and do Happen, 1 hour Real Estate Related, First American Title Insurance Company
16. 0214021680 Mechanics Lien Law in Virginia, 1 hour Real Estate Related, First American Title Insurance Company
17. 0214021681 Foreclosure for Realtors: What Virginia Real Estate Professionals Need to Know, 1 hour Real Estate Related, First American Title Insurance Company
18. 0214021682 Decedents Estates for Virginia Real Estate Agents, 1 hour Real Estate Related, First American Title Insurance Company
19. 0214021683 Cyber Crimes, Title Agent and Realtor Alert, 1 hour Real Estate Related, First American Title Insurance Company
20. 0214021684 Intricacies of Title Insurance, 1 hour Real Estate Related, First American Title Insurance Company
21. 0214021685 Judgment Liens and Bankruptcy, 1 hour Real Estate Related, First American Title Insurance Company
22. 0214021689 Virginia Brokerage Relationships, 3 hours Real Estate Agency, Coldwell Banker Residential Brokerage
(duplicate PLE # 10)
23. 0214021690 Property Management Pitfalls, 4 hours Broker Management, Alpha College of Real Estate **(duplicate PLE # 12)**
24. 0214021691 Property Management Pitfalls, 4 hours

- Real Estate Related, Alpha College of Real Estate **(duplicate PLE # 12)**
25. 0214021692 Escrow Requirements, 3 hours Broker Management, Coldwell Banker Residential Brokerage
 26. 0214021693 New Construction, 3 hours Real Estate Related, Montague Miller Real Estate Academy
 27. 0214021694 Tax Matters in Sale of Real Estate, 1 hour Real Estate Related, The RGS Title Real Estate Academy
 28. 0214021700 Negotiations 101: The Psychology of the Deal, 1 hour Real Estate Related, The RGS Title Real Estate Academy
 29. 0214021701 Closing with a Twist (Non Standard Transactions), 2 hours Real Estate Related, The RGS Title Real Estate Academy
 30. 0214021702 Using Tax Deferred Exchanges to Increase Buying Power, 1 hour Real Estate Related, The RGS Title Real Estate Academy
 31. 0214021703 Surveys and Easements - Mapping Out an Approach, 1 hour Real Estate Related, The RGS Title Real Estate Academy
 32. 0214021707 Agency and Disclosure Under Virginia Agency Law, 4 hours Real Estate Related, NVAR
 33. 0214021708 Construction Essentials, 4 hours Real Estate Related, NVAR
 34. 0214021709 Legal Updates with Flood, 1 hour Legal Updates, Alltech Title dba ATG Title
 35. 0214021710 Who can Sign on Behalf of Entities, Trusts and under Powers of Attorney, 1 hour Real Estate Related, First American Title Insurance Company
 36. 0214021711 Clearing Common Title Issues, 1 hour Real Estate Related, First American Title Insurance Company
 37. 0214021712 Green Matters and the Environment (Online), 4 hours Real Estate Related, Institute for Continuing Education, Inc.
 38. 0214021713 Advertising for Property Managers, 2 hours Broker Management, VAR **(duplicate PLE # 13)**
 39. 0214021714 Landlord's Guide to the Service Members Civil Relief Act, 2 hours Broker Management, VAR

40. 0214021715 Advertising for Property Managers, 1 hour Legal Updates, VAR (**duplicate PLE # 13**)
41. 0214021716 Advertising for Property Managers, 1 hour Broker Management, VAR (**duplicate PLE # 13**)
42. 0214021717 Working with Buyers Home Investors, 3 hours Real Estate Related, Alpha College of Real Estate (**duplicate PLE # 9**)
43. 0214021718 Working with Buyers Home Investors, 3 hours Broker Management, Alpha College of Real Estate (**duplicate PLE # 9**)
44. 0214021720 Advertising and the Virginia Fair Housing Law, 3 hours Real Estate Related, The Virginia Fair Housing Office
45. 0214021727 Broker Supervision from A to Z, 8 hours Broker Management, Long and Foster Institute of Real Estate
46. 0214021728 Transaction Red Flags, 1 hour Real Estate Related, Alltech Title dba ATG Title
47. 0214021729 Grievance Committee Annual Ethics Training, 3 hours Ethics and Standards of Conduct, NVAR
48. 0214021730 Professional Standards & Arbitration Committees Annual Ethics Training and Orientation, 3 hours Ethics and Standards of Conduct, and 1 hour Real Estate Contracts, NVAR
49. 0214021731 Detection and Prevention of Contract Fraud, 4 hours Real Estate Related, NVAR
50. 0214021732 Detection and Prevention of Contract Fraud, 4 hours Broker Management, NVAR
51. 0214021733 Limited Liability Companies in Real Estate, 2 hours Real Estate Related, Capital Area Title LLC, dba Universal Title
52. 0214021734 NVAR's 2016 Residential sales Contract, 2 hours Real Estate Contract, Capital Area Title LLC, dba Universal Title
53. 0214021737 The Earnest Money Deposit and The Wet Settlement Act, 2 hours Real Estate Related, Capital Area Title LLC, dba Universal Title
54. 0214021738 Decedent's Estates, 2 hours Real

- Estate Related, Capital Area Title LLC, dba Universal Title
55. 0214021739 Building a Successful Team, 1 hour Real Estate Related, Capital Area Title LLC, dba Universal Title
56. 0214021740 Why Title Insurance? 1 hour Real Estate Related, Capital Area Title LLC, dba Universal Title
57. 0214021741 Drafting Home Inspection Contingency Release Form, 1 hour Real Estate Contracts, Capital Area Title LLC, dba Universal Title
58. 0214021742 Understanding Deeds and Tenancy- Effectively Transferring Title, 1 hour Real Estate Related, Capital Area Title LLC, dba Universal Title
59. 0214021743 Listing by the Dozen, 3 hours Real Estate Related, Liz Moore University **(duplicate PLE # 15)**
60. 0214021745 Home Inspections (On-line), 3 hours Real Estate Related, Institute for Continuing Education, Inc.
61. 0214021746 House Construction (On-line), 4 hours Real Estate Related, Institute for Continuing Education, Inc.
62. 0214021747 Fair Housing (On-line), 3 hours Fair Housing, Institute for Continuing Education, Inc.
63. 0214021748 Green Matters and the Environment (On-line), 4 hours Real Estate Related, Institute for Continuing Education, Inc.
64. 0214021749 Commercial Leasing (On-line), 3 hours Real Estate Related, Institute for Continuing Education, Inc.
65. 0214021750 Broker Management and Agent Supervision (On-line), 8 hours Real Estate Related, Institute for Continuing Education, Inc.
66. 0214021751 Disclosure (On-line), 4 hours Real Estate Related, Institute for Continuing Education, Inc.
67. 0214021752 Ethics (On-line), 3 hours Real Estate Related, Institute for Continuing Education, Inc.
68. 0214021759 Conflict Resolution Skills of the Real Estate Professional, 4 hours Real Estate Related, Elite School of Real Estate

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

1. NONE

VI. Post License Education Course Applications

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

1. NONE

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

1. 0214021638 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations, Four Pillars Education, Inc.
2. 0214021657 Fair Housing, 2 hours Fair Housing, Coldwell Banker Residential Brokerage
3. 0214021668 Landlords Guide to the Service Members Civil Relief Act, 2 hours Current Industry Issues and Trends, VAR
4. 0214021670 Escrow Requirements, 3 hours Escrow Requirements, Coldwell Banker Residential Brokerage
5. 0214021672 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Coldwell Banker Residential Brokerage
6. 0214021673 VA Law and VREB Regulations, 8 hours Real Estate Law and Board Regulations, Coldwell Banker Residential Brokerage
7. 0214021704 Escrow Requirements, 3 hours Escrow Requirements, The RGS Title Real Estate Academy
8. 0214021705 Contract Writing, 6 hours Contract Writing, The RGS Title Real Estate Academy
9. 0214021719 Working with Buyers Home Investors, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate **(duplicate CE # 42 & 43)**
10. 0214021721 Virginia Brokerage Relationships, 3 hours VA Agency Law, Coldwell Banker Residential Brokerage **(duplicate CE # 22)**

11. 0214021722 Contract Writing, 6 hours Contract Writing, The RGS Title Real Estate Academy
12. 0214021723 Property Management Pitfalls, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
(duplicate CE # 23 and 24)
13. 0214021725 Advertising for Property Managers, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 38, 40, and 41,)**
14. 0214021726 The Eviction Process Under Virginia Law and Related Issues of Rent, Late Fees, Damages, and Attorneys' Fees, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 9 and 10)**
15. 0214021744 Listing by the Dozen, 6 hour Contract Writing, Liz Moore University
(duplicate CE # 59)
16. 0214021763 VA Agency Law, 3 hours VA Agency Law, New Millennium University

VII. Pre-License Education Instructors

1. 0230001398 - Kelli Weiner - **Experience, and Professional Designation - (Principles)**
2. 0230001400 - Robert James Cook - **Experience, and Professional Designation - (Principles, Appraisal, Finance, Brokerage, and Law)**
3. 0230001402 - Derick Hammond - **Experience, and Education (Principles, Finance, Brokerage, and Law)**
4. 0230001404 - Barbara S. Straughan - **Experience, and Professional Designation - (Principles, Finance, Brokerage, and Law) - pending updated TX Certification of Licensure**
5. 0230001399 - Elke H. Gordon - **Education, and Teaching Credentials (Principles)**
6. 0230001406 - Nicole Renee Holmes - **waiver (Principles)**
7. 0230001408 - Deandrea Reed Jones - **Experience, and Education - (Principles, Appraisal, Finance, Brokerage, and Law)**
8. 0230001405 - Michelle Louvenia Murray - **waiver (Principles)**
9. 0230001410 - Jesse Allen Deloach - **Experience, and Education - (Principles, Appraisal, Finance, Brokerage, and Law)**

VIII. Pre-License Education Courses

1. 0214021645 - 15 hours Salesperson Principles & Practices Real Estate (Classroom), Alpha college of Real Estate
2. 0214021764 - 15 hours Salesperson Principles & Practices Real Estate (Correspondence), Alpha college of Real Estate
3. 0214021765 - 60 hours Salesperson Principles & Practices Real Estate (Classroom), Secured Property Management, LLC (**School Board pending approval**)

IX. Additional Continuing/Post License Education Instructors

1. **Fred Smith**
0214020478/0214020479 - (Fair Housing - An Ounce of Prevention), **WAAR**
2. **Andrew C. DiPaola**
0214019151 (Agency)
0214019136 (Contracts)
0214019137 (Divorce & Bankruptcy)
0214019363 (Ethics)
0214019169 (Fair Housing)
0214019152 (Title Issues)
New World Title & Escrow
3. **Patricia Widhalm**
0214021658/0214021659 - (VAR Residential Contract of Purchase), **Harrisonburg-Rockingham Association of Realtors**
4. **Sherry Steele**
0214020884 - (Tax Free Exchanges)
0214020885 - (Tax Advantages of Home Ownership)
0214020886 - (Pricing Property to Sell)
0214020887 - (Methods of Residential Finance)
0214020889 - (Basic Real Estate Finance)
0214020952 - (Mandatory Topics)
0214019031 - (Principles and Practices of Real Estate)
0214019165 - (Real Estate Appraisal)
0214018698 - (Fair Housing)
0214020953 - (Real Estate Law and Regulations)
0214018696 - (Ethics and Standards of Conduct)
0214018703 - (Current Industry Issues and Trends)
0214018701 - (Agency Law)
0214018739 - (Contract Writing)

- 0214018700 - (Risk Management)
- 0214018736 - (Escrow Requirements)
- 0214019019 - (Business Management in RE Office)
- 0214019131 - (Prequalifying Your Buyer in Today's Market)
- 0214019449 - (Real Estate Finance), **OnCourse Real Estate, Inc/Career Webschool**
- 5. **Rachel Foster**
 - 20772 (Ethics and Standards of Conduct)
 - 18724 (Ethics and Standards of Conduct)
 - 18718 (Current Industry Issues and Trends)
 - 18702 (Keeping the Trust (Escrow requirements))
 - 18728 (Contract Writing)
 - 18749 (Risk Management)
 - 18743 (VA Agency Law)
 - 18300 (Fair Housing)
 - 20558 (VA Real Estate Law (with flood content)), **Long and Foster Institute of Real Estate**
- 6. **Stefena A. Bennett**
 - 0214018278/0214018282 (Agency (CE/PLE))
 - 0214019592/0214018679 (Ethics (CE/PLE))
 - 0214018441/0214018462 (Fair Housing (CE/PLE))
 - 0214019280/0214018737 (CONTRACTS & ADDENDUMS (CE/PLE))**Cindy Bishop Worldwide LLC**
- 7. **Jason Cheracles**
 - 0214019768/0214019769 - Understanding Hoarding & Biohazard Cleanup for Real Estate Agents & Property Managers, **Alpha College of Real Estate**
- 8. **Homer (Gary) Garrison**
 - 0214019280/0214018737 - Contracts & Addendums
 - 0214020218/0214020222 - Working with Rentals**Cindy Bishop Worldwide**
- 9. **Robert Nielsen, Donald Metcalf, Eric Wilkinson, Kellian Deuterma, Christopher Siegel, Timothy Adam Jedamski, James Weinschenk**
 - 0214019456 - Financing in a New World, **Long and Foster Institute of Real Estate**
- 10. **Joseph Moreno, David Robertson, John McLaurin, Carrie Mock, Jason George, Patrick Connell, Evelyn Martin Cine Wright, Shannon Minarik, David K. Mason Jennifer Mason Halsted**
 - 0214015989 - VA Fair Housing Law
 - 0214019138 - Introduction to Short Sales**Capital Area Title, LLC**
- 11. **Heather Wreath**
 - 0214015847 - Getting a Foreclosed Property to Closing
 - 0214018194/0214018205 - Ethics & Standards of Conduct
 - 0214014369 - Real Estate Agency
 - 0214015756 - Real Estate Contracts

0214015552 - Real Property Rights & Public Records
0214016015 - Residential Standard Agency
0214014461 - Safety in Real Estate
0214014142 - The Settlement Process
0214018196/0214018198 - VA Real Estate Agency
0214020825 - Legal Updates and Emerging Trends
Coldwell Banker Residential Brokerage

12. **Helen Krause**

0214019151 - Real Estate Agency
0214019136 - Real Estate Contracts
0214019363 - Ethics
0214019169 - Fair Housing

New World Title & Escrow

13. **Fred Smith**

0214020478/0214020479 - Fair Housing - An Ounce of
Prevention, **WAAR**

14. **Heather Mergler and Lee Mergler**

0214020763/0214020769 - Mock Settlement
0214021129/0214021140 - Avoid Closing Delays With
Legal Power
0214020009/0214020007 - Clearing Title Matters
0214018671/0214018691 - Why Title Insurance
Cindy Bishop Worldwide, LLC

X. Other Business

XI. Adjourn