



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

Terence R. McAuliffe
Governor

Maurice Jones
Secretary of
Commerce and Trade

Jay W. DeBoer
Director

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING MINUTES

July 9, 2014 Meeting

The Real Estate Board Education Committee met on Wednesday, July 9, 2014, at 2:00 p.m. at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Steve Hoover, Chair
Santee Ferebee
Lynn Grimsley
Lee Odems

Board Member present: Joe Funkhouser

Staff Members present: Jay DeBoer, Director
Kevin Hoeft, Education Administrator

The meeting was called to order by Chairman Hoover at 2:13 p.m.

A motion was made and approved unanimously to approve the agenda at 2:14 p.m.

The first item on the meeting agenda was:

Test-out Option for Continuing Education Requirement

Mr. Hoover asked for input on this subject from the audience and stated that the test-out option is a possibility for all Board-approved education courses except for pre-license courses.

Barbara Castillo of the Fredericksburg Area Association of Realtors asked who would be responsible for developing the tests for the test-out option.

Mr. Hoover stated that some schools that offer Board-approved correspondence and online courses already have a form of a test-out option in that licensees must only pass the quizzes and/or final exams for some of these courses without having to meet the total seat-time requirement.

Brad Boland, President of the Virginia Association of Realtors (VAR) Board of Directors, made it clear he was not speaking on behalf of VAR. He indicated the 2010 Professionalism Workgroup he participated in discussed the test-out option extensively, and he supports test-out as it could possibly raise the bar of professionalism. His personal view is that whatever can be done to increase the competency and professionalism of Virginia real estate licensees is positive - including possibly providing a post license education test-out option for new salesperson licensees. He stated that the majority of the lack of competency problems are coming from licensees who are already in the business, not from the new licensees. He added that principal brokers are often at fault for not holding licensees under their charge accountable. The best scenario is for principal brokers and real estate company owners to aggressively promote competency and professional development for their licensees. Principal brokers, especially, are responsible for the entire real estate business, and so an effort should be made to help them run compliant businesses.

Mr. Hoover asked Mr. Odems to share his recent experience with the Maryland Real Estate Commission (MREC).

Mr. Odems said that the MREC recently held fourteen town hall-style meetings at community colleges and required that every Maryland principal broker attend at least one of these meetings. The MREC explained the requirements of Maryland principal brokers and the consequences for principal brokers who failed to meet these requirements. Mr. Odems added that these meetings are promoting better broker supervision in Maryland.

Deana Wilson of Alpha College of Real Estate asked what is the standard of testing that the Board is seeking in classroom, correspondence and online courses? There is no ability to gauge classroom course learning because Virginia law does not allow for providers to require licensees to pass a test to receive CE credit. There is no guarantee that requiring a certain amount of seat-time will result in licensees gaining the knowledge they need to know.

Mr. Hoover expressed that the goal is that licensees should learn the knowledge that they need to know in their required education courses.

Ms. Ferebee inquired as to how the Board can best raise/set appropriate standards for its required courses.

Mr. Hoover recounted examples he has witnessed and heard of over the years of licensees in classroom CE courses, reading the newspaper, dozing off, not paying attention and using electronic devices instead of paying close attention to the instructor.

Billy Reid of Moseley-Flint Schools of Real Estate said his school's instructors do not tolerate such behavior by their students and will ask them to leave the class if they fail to correct their behavior.

Tracey Floridaia of the Virginia Association of Realtors stated that testing does not necessarily reflect whether licensees have gained the knowledge they are supposed to learn.

Mr. Hoover stated that the key is for the Board to establish learning standards or objectives for each required course. It would then be possible to design an adequate test, based on those objectives, to gauge whether licensees are learning what they need to know.

Ms. Ferebee said that it would be possible to establish learning objectives and a standard test for the mandatory education subjects required by the Board, but it would be very difficult, if not impossible, to establish learning objectives and a standard test for the thirty-four different CE elective subjects.

Mr. Hoover asked if schools favor the Board establishing learning objectives and a standard test for the mandatory education subjects required by the Board, and would schools be willing to assist the Board in this effort.

Ms. Wilson said her school would be fine with this as long as the Board provided clear guidance on what her school is supposed to teach for each course.

Ms. Ferebee stated that real estate practitioners and subject matter experts should take the lead in developing learning objectives and a standard test for the mandatory education subjects required by the Board, and that the providers would be responsible for offering courses based on these.

Mr. Boland indicated that the 2010 VAR Professionalism Workgroup did this type of work primarily for the license examination.

Mr. Hoover requested that Mr. Boland help the Board in developing learning objectives and a standard test for the mandatory education subjects.

Mr. Odem summarized the three education formats of classroom, correspondence and online and how each format currently does or does not use some type of test to gauge knowledge learned.

The next Committee meeting on September 17, 2014, will focus on establishing learning objectives for the Board's required continuing education and post license education courses.

At 3:10 p.m., the Committee considered the education applications on the meeting agenda.

I. Four Proprietary School applications were reviewed & approved:

1. Kensington Vanguard National Land Services, LLC, New York, NY
Contact Person: Doug Kochman
2. ValleyCrest Landscape Maintenance, Inc., Calabasas, CA
Contact Person: Susan Binns
3. Lawyers Advantage Title Group, Inc., Ellicott City, MD
Contact Person: Jon Sandler
4. The Settlement Group, Inc., Burke, VA
Contact Person: Myrna Keplinger

II. Fifty-two continuing education course applications were reviewed.

A. Nine previously-approved applications for continuing education courses offered by approved schools were considered and approved (**Review for Instructor Only**):

1. 19392 Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, The Real Estate Academy, Inc. (**John Henry Saunders**)
2. 19409 RESPA Reform (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc. (**John Henry Saunders**)
3. 19410 Prequalifying Your Buyer in Today's Market (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc. (**John Henry Saunders**)

4. 19411 Methods of Residential Finance (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc. **(John Henry Saunders)**
5. 19412 Military Relocation Professional, 8 hours Real Estate Related, Dulles Area Real Estate School **(David G. McWatters)**
6. 19414 Business Management in a Real Estate Office (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc. **(John Henry Saunders)**
7. 19416 VA 8-Hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Academy of Real Estate **(William B. Frost)**
8. 19434 Real Estate & Taxes (On-line), 4 hours Real Estate Related, Academy of Real Estate, **(William B. Frost)**
9. 19437 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Academy of Real Estate, **(William B. Frost)**

B. Forty-three original applications for continuing education courses offered by approved schools were considered. Thirty-nine of these course applications were approved. Two course applications were approved with reduced hours. Two course applications were not approved for not meeting the content standard for an elective continuing education course in the Board's Regulations.

1. 19383 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
2. 19394 Escrow, Supervision, Advertising & Office Policies & Procedures, 4 hours Broker Management, PWAR
3. 19395 Risk Management-Minimizing Risk, 4 hours Broker Management, PWAR
4. 19397 Complying with DPOR's Escrow and Audit Requirements, 2 hours Legal Updates, RAR
5. 19398 Complying with DPOR's Escrow and Audit Requirements, 2 hours Broker Management, RAR
6. 19407 8-Hour Required Topics, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real

- Estate Agency, 1 hour Real Estate Contracts, Alpha College of Real Estate Foundations for Success in Commercial Real Estate, 8 hours Real Estate Related, VAR
7. 19413
 8. 19427 Green Building, 4 hours Real Estate Related, NVAR
 9. 19428 Real Estate Agency and Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, 1 hour Real Estate Agency, NVAR
 10. 19429 Legal Updates, 1 hour Legal Updates, Academy of Real Estate
 11. 19430 Seven Ways to Lose Your License, 2 hours Legal Updates, VAR
 12. 19431 Put an Attorney Out of Business: Avoid Getting Sued in Real Estate, 1 hour Legal Updates, VAR
 13. 19432 Fair Housing, Legal Updates and Real Estate Contracts, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Contracts, NVAR
 14. 19435 The New Rules of Real Estate Finance, 4 hours Real Estate Related, NVAR
 15. 19439 Eminent Domain, 1 hour Ethics and Standards of Conduct, 1 hour Legal Updates, 7 hours Real Estate Related, CLE International
 16. 19455 Mold-It's a Growing Problem, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
 17. 19456 Financing in a New World, 2 hours Real Estate Related, Long and Foster Institute of Real Estate
 18. 19457 Flood 101-Taking the Fear Out of Flood, 2 hours Real Estate Related, Long and Foster Institute of Real Estate
 19. 19461 Certified Military Residential Specialist, 3 hours Real Estate Related, Cindy Bishop Worldwide, LLC
 20. 19463 Recent Legislation Affecting Realtors & Real Estate Transactions, 1 hour Legal Updates, Institute of Continuing Education
 21. 19464 A Title's Life After Death: How to Survive an Estate Closing, 1 hour Legal Updates, Institute of Continuing Education
 22. 19465 Working with Rentals, 2 hours Real Estate Related, PenFed Realty, LLC
 23. 19466 Fair Housing, 2 hours Fair Housing, MBH Settlement Group, LC

24. 19467 Elder Law and Estate Planning - Impact on Real Estate Transactions, 2 hours Broker Management, WAAR
25. 19468 Elder Law and Estate Planning - Impact on Real Estate Transactions, 2 hours Legal Updates, WAAR
26. 19469 8-Hour Real Estate Management & Agent Supervision, 8 hours Broker Management, Alpha College of Real Estate
27. 19470 Inspection and Maintenance for Residential and Commercial Properties, 3 hours Broker Management, RECA
28. 19471 Legal Aspects of Property Management, 2 hours Broker Management, RECA
29. 19472 Inspection and Maintenance for Residential and Commercial Properties, 3 hours Real Estate Related, RECA
30. 19473 Legal Aspects of Property Management, 2 hours Real Estate Related, RECA
31. 19474 Important Financing Questions Every Agent Should Ask, 2 hours Real Estate Related, VESTA Settlements, LLC
32. 19475 Strategies in a Multiple Offer Market, 1 hour Real Estate Related, GCAAR **(Not approved - does not meet content standard for elective continuing education course)**
33. 19476 Financing in a New World, 2 hours Real Estate Related, GCAAR
34. 19477 Condo Financing, 3 hours Real Estate Related, GCAAR
35. 19478 HomeBuyer Financing, 1 hour Real Estate Related, GCAAR
36. 19479 Virginia Mandatory Contract Review, 1 hour Real Estate Contracts, GCAAR
37. 19480 HUD - 1, 1 hour Real Estate Related, GCAAR
38. 19481 Advanced Residential Financing, 4 hours Real Estate Related, NVAR
39. 19482 16-Hour CE Course - Day 1, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Contracts, 4 hours Real Estate Related, NVAR
40. 19483 16-Hour CE Course - Day 2, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Agency, 4 hours Real Estate Related, NVAR
41. 19484 8-Hour Mandated CE Course, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hours Real

- Estate Agency, 1 hour Real Estate Contracts, NVAR
42. 19498 An In-Depth Look at Virginia Contracts, 4 hours Real Estate Related, NVAR
43. 19500 0 - 60 in 6 weeks, 5 hours Real Estate Related, CALM JA, LLC **(Not approved - does not meet content standard for elective continuing education course)**

III. Twenty-seven post license education course applications were reviewed.

A. Fourteen previously-approved applications for post license education courses offered by approved schools were considered and approved **(Review for Instructor)**.

1. 19418 Contract Writing (On-line), 6 hours Contract Writing, The Real Estate Academy, Inc. **(John Henry Saunders)**
2. 19419 Escrow Requirements (On-line), 3 hours Escrow Requirements, The Real Estate Academy, Inc. **(John Henry Saunders)**
3. 19420 Real Estate Law and Board Regulations (On-line), 8 hours Real Estate Law and Board Regulations, The Real Estate Academy, Inc. **(John Henry Saunders)**
4. 19421 Risk Management (On-line), 3 hours Risk Management, The Real Estate Academy, Inc. **(John Henry Saunders)**
5. 19422 Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, The Real Estate Academy, Inc. **(John Henry Saunders)**
6. 19423 Fair Housing (On-line), 2 hours Fair Housing, The Real Estate Academy, Inc. **(John Henry Saunders)**
7. 19440 Risk Management (On-line), 3 hours Risk Management, CHC, Inc., dba RE/MAX Regency, **(Charles B. "Chuck" Cornwell, Jr.)**
8. 19441 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, CHC, Inc., dba RE/MAX Regency, **(Charles B. "Chuck" Cornwell, Jr.)**
9. 19442 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law & Board Regulations, CHC, Inc., dba RE/MAX Regency, **(Charles B. "Chuck" Cornwell, Jr.)**

10. 19443 Escrow Requirements (On-line), 3 hours Escrow Requirements, CHC, Inc., dba RE/MAX Regency, (**Charles B. "Chuck" Cornwell, Jr.**)
11. 19444 Fair Housing (On-line), 2 hours Fair Housing, CHC, Inc., dba RE/MAX Regency, (**Charles B. "Chuck" Cornwell, Jr.**)
12. 19445 Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues & Trends, CHC, Inc., dba RE/MAX Regency, (**Charles B. "Chuck" Cornwell, Jr.**)
13. 19446 Contract Writing (On-line), 6 hours Contract Writing, CHC, Inc., dba RE/MAX Regency, (**Charles B. "Chuck" Cornwell, Jr.**)
14. 19447 Agency Law (On-line), 3 hours Agency Law, CHC, Inc., dba RE/MAX Regency, (**Charles B. "Chuck" Cornwell, Jr.**)

B. Thirteen original applications for post license education courses offered by approved schools were considered and approved.

1. 19399 Complying with DPOR'S Escrow & Audit Regulations, 2 hours Current Industry Issues & Trends, RAR
2. 19415 Real Estate Law and Board Regulations, 8 hours Real Estate Law and Board Regulations, New Millennium University
3. 19417 Fair Housing, 2 hours Fair Housing, Alpha College of Real Estate
4. 19424 Foundations for Success in Commercial Real Estate, 2 hours Current Industry Issues & Trends, VAR
5. 19433 Seven Ways to Lose Your License, 2 hours Current Industry Issues and Trends, VAR
6. 19436 Ethics and Standards of Conduct (8-Hour Required Topics), 3 hours Ethics and Standards of Conduct, Alpha College of Real Estate
7. 19459 New Normal=New Skills, 2 hours Current Industry Issues and Trends, VAR
8. 19460 Certified Military Residential Specialist, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
9. 19486 Understanding Conflict Resolution, 2 hours Current Industry Issues and Trends, CVSRE
10. 19487 Ethics - Living the Code Daily, 3 hours Ethics and Standards of Conduct, Liz Moore University

11. 19488 Fair Housing, 2 hours Fair Housing, MBH Settlement Group, LC
12. 19489 Legal Aspects of Property Management, 2 hours Current Industry Issues and Trends, RECA
13. 19490 Elder Law and Estate Planning - Impact on Real Estate Transactions, 2 hours Current Industry Issues and Trends, WAAR

IV. Twelve pre-licensing instructor applications were reviewed. Ten of these applications were approved. One application was approved pending receipt and review that the applicant has the expertise to teach Principles and Practices of Real Estate. One application was not approved as the applicant does not have the expertise to teach Principles and Practices of Real Estate based on having had recent disciplinary actions taken against the applicant by state real estate boards.

1. Jeffrey B. Wu
2. Alfred L. Abbitt
3. Alisa L. Thurston
4. Esther M. Camarotte
5. Dunia A. Queen
6. Kennetha M. White
7. Arlys A. Spiker - **Expert (Brokerage, Finance, Law, and Principles)**
8. Tonya K. Morrow - **Expert (Appraisal, Brokerage, Finance, Law, and Principles)**
9. Susan L. Elbertson - **Expert (Principles - not approved based on recent disciplinary actions)**
10. Jean-Marc Poirier - **Expert (Appraisal & Principles)**
11. Hubert E. Jones, Jr. - **Expert (Principles)**
12. Steven J. Fred - **Expert (Principles - approved pending receipt and review of additional information)**

V. Eight applications for pre-license education courses offered by approved schools were considered and approved:

1. 19385 60-hour Salesperson Principles and Practices of Real Estate (CRP), **Real Estate Empower, Inc.**
2. 19448 60-hour Salesperson Principles and Practices of Real Estate (Class), **The Real Estate Academy, Inc.**
3. 19449 45-hour Broker Real Estate Finance (On-line), **OnCourse Learning Corp.**

4. 19491 45-hour Broker Real Estate Brokerage (Class), **NVAR**
5. 19494 45-hour Broker Real Estate Appraisal (Class), **One Stop Real Estate School**
6. 19495 45-hour Broker Property Management (Class), **One Stop Real Estate School**
7. 19496 45-hour Broker Real Estate Brokerage (Class), **One Stop Real Estate School**
8. 19499 60-hour Salesperson Principles and Practices of Real Estate (On-line), **Alpha College of Real Estate**

VI. Thirteen continuing and post license education instructor applications to teach previously-approved continuing and post license education courses were considered and approved:

1. **Gammon Rohrback** - 18427/18461 (Financing Workshop), **Cindy Bishop Worldwide, LLC**
2. **JoAnn Kokindo, Karin Knowles, Jill Malloy** - 18126 (Strategies in a Multiple Offer Market), **Long and Foster Institute of Real Estate**
3. **Alexander P. Sirpis** - 14436 (Finance), **Long and Foster Institute of Real Estate**
4. **James W. Hopper** - 19228(BM)/19227(CE)/19231(PL) (Common Legal Hotline Questions & Answers), 19229 (Agency: A Complicated Relationship), 19230/19226 (Disclosure Shall Set You Free), **Southwest VA Assoc. of Realtors RE School**
5. **Ann Johnston** - 16826 (Ethics), 16348 (RSA), 17954 (Agency), 19168 (Broker Management), 18821 (Contract Issues), 11298 (Dealing with Short Sales in the Changing Market), 17958 (Fair Housing), 11280 (20 Legal Issues), 12338 (New RESPA Reform), 18618 (2013 Legal Update on Deeds and the Transfer on Death Act), 18820 (Important Legal Issues), 18859 (CFPB Update), 12124 (Business Concepts for Realtors), 14665 (Contract), **FSLAWVA Real Estate Education, LLC**
6. **Nicole E. Marucci & Matthew Macklin White** - 14033 (Agency), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 14056 (Contracts), 13659 (Ethics & Standards of Conduct), 18675 (Business Planning), 11457 (Negotiating Workshop), 17092 (Contract Presentation & Negotiations), 14436 (Finance), 18718 (Current Industry Issues & Trends), 18728 (Contract Writing), 18702 (Keeping the Trust), 18724 (Ethics and Standards of Conduct), 18749 (Risk Management), 18743

(VA Agency Law), 18300 (Fair Housing), 19181 (VA Law: Your License & The RE Board), **Long and Foster**

Institute of Real Estate

7. **Bill Battaile** - 15807 (2012 Regional Sales Contract Changes to Paragraph 7 Property), 18647 (203K Education for Renovation), 14224/19089/19097 (A Mock Settlement), 18610/19074 (Advanced Title Insurance Issues), 14353/17988 (Agency Demystified), 15509 (Agent Duties and Disclosures), 11236 (An Introduction to Short Sales and Short Sales Addendum), 17124 (Bankruptcy for Foreclosure), 18663 (Clearing Title to a Commission Check), 14351 (Closing Real Estate Sales in Virginia), 18715 (Compulsory Contract Crash Course), 15524 (Congratulations You Got the Listing!), 17584 (Contracts with Escalators), 12832 (Death, Divorce & Bankruptcy), 10838 (Earnest Money Deposits), 14624 (Effective Real Estate Contracts), 18727/18768 (Escrow Requirements), 14518/17618 (Ethics for Real Estate Agents), 14292 (Excellence in Profession), 15512/17619 (Fair Housing), 14510 (Fair Housing Law), 14500 (Foreclosure, REO's and Short Sales), 18684/18665 (Foreclosure, REO's and Short Sales-A Primer), 18649 (Legal Updates and Emerging Trends), 18965/18901 (Let's Inspect this a Little More Closely), 18606/19094 (Lien on Me), 18624 (Living the Dream-Simple Steps to Avoiding Problem Settlements), 15819 (Mold and Defective Chinese Drywall), 18608/19075 (Navigating the VA Jurisdictional Addendum), 17114 (Practical Guide to FIRPTA and Foreign Sellers), 18651 (Property Condition Disclosures in Sale Transactions), 15946 (RSA), 18512 (Risk Management), 18766 (Ten Helpful Legal Cases), 10835 (The Final RESPA Rule), 18640/18620 (The Power of Exchange: 1031s), 14372 (Title Insurance and Surveys), 18750 (To Survey or Not to Survey), 18653 (Transactional Red Flags-Authority to Sell), 14492 (Transactions Involving FHA and VA Financing), 14483 (Unconventional Transactions), 15711 (Understanding and Using the New NVAR Well and Septic Addendum), 14294 (Understanding Deeds and Tenancy), 15710 (Understanding the Conventional, FHA and VA Financing Addendum), 18629 (Understanding the Regional Sales Contract), 14504/17614 (Why Didn't My Short Sale Close), 14503 (Wills, Estates and Title Issues), **MBH Settlement Group, LC**

8. **David J. Oliverio** - 18427/18461 (Financing Workshop), **Cindy Bishop Worldwide, LLC**
9. **James Hopper** - 19403/19404 (VAR's Suggested Office Policy Manual), 19405 (Good Intentions But Risky Results), 13712/13714 (Dilemmas Facing Real Estate Licensees), **Piedmont School of Real Estate**
10. **Nicole E. Marucci** - 19117/19129 (Fair Housing), 16925 (VA Real Estate Law), 14947 (Negotiation 101: The Psychology of the Deal), 16937 (Legal Updates), 18991 (Property Owners' & Condominium Owners' Association), 19116/19128 (Current Industry Issues & Trends), 19118/19130 (VA Agency Law), 15481 (Introduction to the 2012 NVAR Regional Sales Contract Form), 14676 (Tax Matters in Real Estate Sales), 15439 (Fair Housing), 14370 (FIRPTA Requirements in Real Estate Transactions), 11533 (RESPA Reform Rule-New GFE and HUD-1 Review), 14650 (Renovation Financing), 16816 (Title Insurance Basics - What is it and How it Works), 16945 (Living Trusts in Real Estate), 18771 (Short Sales, REO Sales and Some Related Tax Issues), **The RGS Title Real Estate Academy**
11. **Matthew M. White** - 14370 (FIRPTA Requirements in Real Estate Transactions), 11533 (RESPA Reform Rule - New GFE and HUD-1 Review), 14650 (Renovation Financing), 16816 (Title Insurance Basics-What is it and How it Works), 16945 (Living Trusts in Real Estate), 18771 (Short Sales, REO Sales and Some Related Tax Issues), 13176 (Deeds of Conveyance: What do I own, What are my Liabilities), **The RGS Title Real Estate Academy**
12. **Michael C. Ridgway** - 15942 (The Regional Contract), **Academy of Real Estate**
13. **Charles A. Fincher** - 15162 (Contract for Deed), 15475 (Surveys, Plats & Descriptions), 15482 (What you Need to Know About LLC's), 15492 (2012 Regional Sales Contract & Updates), 16780 (Purchase with VA, FHA or Conventional Assumption), 15446 (Settlement Issues and Protocols), 15727 (1031 Tax Deferred Exchanges), 16244 (the Foreclosure Process & Representing a Buyer At A Foreclosure Sale), 16788 (HECM Reverse Mortgage-Purchase), 17003 (VA Residential Standard Agency), 17023 (Understanding Homebuilder Contracts), 17554/18948 (VA Fair Housing & Updates), **Old Dominion Settlements, t/a Key Title**

VII. Other Business

1. The Committee discussed the upcoming Licensing Exam Review Workshop and asked if Director DeBoer

would be willing to waive the DPOR policy on "Restricted Participation in Exam Development" to allow one of the Education Committee members to participate in the Licensing Exam Review Workshop. Mr. DeBoer explained that the intent of the policy is not to prohibit Real Estate Board Education Committee members from participating in the Licensing Exam Review Workshop, and he granted the waiver. Ms. Grimsley volunteered to represent the Committee at the Licensing Exam Review Workshop.

2. The Committee briefly discussed the Board's ad hoc Committee to review the current license examination contract to determine which, if any, modifications are needed. No recommendation was made.
3. The Committee discussed whether to grant salesperson pre-license education credit to broker licensees in the state of Colorado (broker-only state) who apply for a Virginia salesperson license. The Committee determined that 48 of the 168 hours of pre-license education credit completed by Colorado broker licensees is "comparable in content and duration and scope" to the 60-hour salesperson pre-license education required by the Board and recommended that the Board accept 48 hours of broker pre-license education completed by Colorado brokers toward the Board's 60-hour salesperson pre-license education requirement.

VIII. Public Comment - There was no public comment.

IX. The meeting adjourned at 4:01 p.m.