

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING AGENDA

January 22, 2014, 12:00 p.m.

Richmond, Virginia

- I. Call to Order
- II. Approval of Agenda
- III. Discussion on Improving the Board's Education Program
 - A. Direct Involvement in Request for Proposal (RFP) for License Examination Vendor
 - B. In-house Review of Course Applications Funded by Education Providers
 - C. "Real Estate Related" Continuing Education Course Content Guidelines
 - D. Possible Need for More Direct Involvement in Pre-license Education Course Materials and Examination Content
 - E. Modification of Required Continuing Education Course Material to Provide more Interesting and Meaningful Offerings
 - F. Test-out Options
- IV. Proprietary School Applications
 - 1. CHC, Inc., t/a RE/MAX Regency, Warrenton, VA
Contact Person: Charles B. Cornwell
 - 2. NRT Mid-Atlantic, LLC, t/a Coldwell Banker
Residential Brokerage Real Estate School, Reston, VA
Contact Person: Alissa Resenstein
 - 3. Home Building Association of Richmond, Henrico, VA
Contact Person: Craig Toalson
 - 4. VIP Real Estate, LLC, Falls Church, VA
Contact Person: Helen R. Chapman
- V. Continuing Education Course Applications
 - A. Previously-approved Continuing Education course applications, Approved school (**Review for Instructor Only**)
 - 1. 18857 Business Planning, 2 hours Broker Management, CVSRE
 - 2. 18871 Antitrust in Real Estate, 1 hour Broker Management, CVSRE

3. 18872 Introduction to Commercial Real Estate, 3 hours Broker Management, CVSRE
4. 18873 Introduction to Commercial Real Estate, 3 hours Real Estate Related, CVSRE
5. 18874 Introduction to Commercial Real Estate, 2 hours Broker Management, CVSRE
6. 18875 Introduction to Commercial Real Estate, 2 hours Real Estate Related, CVSRE
7. 18876 Red Flags in Risk Management, 1 hour Broker Management, CVSRE
8. 18877 Red Flags in Risk Management, 1 hour Real Estate Related, CVSRE
9. 18878 VAR Residential Contract of Purchase, 1 hour Broker Management, CVSRE
10. 18879 VAR Residential Contract of Purchase, 1 hour Real Estate Contracts, CVSRE
11. 18880 VAR Residential Contract of Purchase, 3 hours Broker Management, CVSRE
12. 18881 VAR Residential Contract of Purchase, 3 hours Real Estate Contract, CVSRE
13. 18882 Comparable Market Analysis, 2 hours Real Estate Related, CVSRE
14. 18883 Comparable Market Analysis, 3 hours Broker Management, CVSRE
15. 18884 Comparable Market Analysis Class, 3 hours Real Estate Related, CVSRE
16. 18885 Antitrust in Real Estate, 1 hour Real Estate Related, CVSRE
17. 18887 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, AOTRES
18. 18888 Mortgage Fraud & Predatory Lending: What Every Agent Should Know (On-line), 4 hours Real Estate Related, AOTRES
19. 18899 Comparable Market Analysis, 2 hours Broker Management, CVSRE
20. 18905 Property Management and Managing Risk (On-line), 4 hours Real Estate Related, AOTRES
21. 18912 VA Broker Management & Agent Supervision (On-line), 8 hours Broker Management, AOTRES
22. 18913 Foreclosures, Short Sales, REO's and Auctions (On-line), 4 hours Real Estate Related, AOTRES
23. 18914 Risk Management (On-line), 4 hours Real Estate Related, AOTRES
24. 18915 Sustainable Housing and Building Green (On-line), 4 hours Real Estate Related, AOTRES

- 25. 18916 Real Estate Finance Today (On-line), 4 hours Real Estate Related, AOTRES
- 26. 18917 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, AOTRES
- 27. 18918 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, AOTRES

B. Original Continuing Education course applications,
Approved schools:

- 1. 18820 Important Legal Issues Realtors Face Every Year, 1 hour Legal Updates, FSLAWVA Real Estate Education, LLC
- 2. 18821 Contract Issues - Formation to Enforcement, 1 hour Real Estate Contracts, FSLAWVA Real Estate Education, LLC
- 3. 18828 This is not Your Mama's Fair Housing, 2 hours Fair Housing, WAAR
- 4. 18829 This is not Your Mama's Fair Housing, 2 hours Broker Management, WAAR
- 5. 18833 Virginia Agency Law, 1 hour Real Estate Agency, WAAR
- 6. 18834 Virginia Agency Law, 1 hour Broker Management, WAAR
- 7. 18835 Residential Real Estate Financial Analysis, 7 hours Real Estate Related, VAR
- 8. 18836 The Truth about Mold (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
- 9. 18837 Introduction to Commercial Real Estate, 2 hours Real Estate Related, Capital Area Title, LLC
- 10. 18843 Managing Risk in Your Real Estate Business (On-line), 4 hours Broker Management, The CE Shop, Inc.
- 11. 18844 Fair Housing Laws in Virginia II, 2 hours Fair Housing, The Institute of Continuing Education, LC
- 12. 18845 Agent Responsibilities...Who Do I Represent? 3 hours Real Estate Agency, Alpha College of Real Estate
- 13. 18847 The Importance of House Location Surveys, 1 hour Real Estate Related, Dominion Surveyors, Inc.
- 14. 18848 Brokerage Management (On-line), 8 hours Broker Management, McKissock, LP

15. 18850 Short Sales & Foreclosure: What a Real Estate Professional Need to Know, 8 hours Real Estate Related, Alpha College of Real Estate
16. 18858 Contracts, 2 hours Real Estate Contracts, Real Estate Career Academy
17. 18859 CFPB Updates, 1 hour Legal Updates, FSLAWVA Real Estate Education, LLC
18. 18863 Kitchen & Bath Essentials, 2 hours Real Estate Related, Blue Ridge Estate School
19. 18886 Virginia Mandatory Core Course (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
20. 18889 Broker Supervision & Escrow Management, 4 hours Broker Management, Dulles Area Real Estate School
21. 18890 New Home Construction, 8 hours Real Estate Related, RAR
22. 18891 Risk Management & Legal Concerns for Today's Broker, 2 hours Legal Updates, RAR
23. 18892 Risk Management & Legal Concerns for Today's Broker, 2 hours Broker Management, RAR
24. 18893 The Rules and Tools of Advertising, 6 hours Real Estate Related, NVAR
25. 18894 The Rules and Tools of Advertising, 6 hours Broker Management, NVAR
26. 18895 2014 Professional Standards Seminar, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Related, VAR
27. 18896 Housing 2020, 2 hours Real Estate Related, VAR
28. 18897 Thinking Big: Business Planning Seminar, 3 hours Real Estate Related, VAR
29. 18900 Real Estate Market Pulse (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
30. 18901 Let's Inspect This a Little More, 2 hours Real Estate Contracts, MBH Settlement Group, L.C
31. 18902 e-PRO, 8 hours Real Estate Related, RECA
32. 18903 Military Relocation Professional, 8 hours Real Estate Related, RECA
33. 18904 FHA Financing, 3 hours Real Estate Related, GCAAR

34. 18906 NARPM'S Ethics Course, 3 hours Ethics & Standards of Conduct, Alpha College of Real Estate
35. 18907 Understanding the 1031 Tax Exchange, 2 hours Real Estate Related, Alpha College of Real Estate
36. 18908 Title Search Basics, 3 hours Real Estate Related, Alpha College of Real Estate
37. 18909 Understanding 1031 Tax Exchange, 1 hour Real Estate Related, Alpha College of Real Estate
38. 18919 Real Estate Contracts, 1 hour Real Estate Contracts, Alltech Title Group
39. 18920 Real Estate Agency, 1 hour Real Estate Agency, Alltech Title Group
40. 18921 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Alltech Title Group
41. 18922 Fair Housing, 2 hours Fair Housing, Alltech Title Group
42. 18923 Legal Updates and Emerging Trends, 1 hour Legal Updates, Alltech Title Group
43. 18924 RI 405: Pricing, Listing & Marketing the Property, 7 hours Real Estate Related, VAR
44. 18925 RI 411: Successful Settlement: Managing the Transaction, 7 hours Real Estate Related, VAR
45. 18926 RI 402: Financing Alternatives, 7 hours Real Estate Related, VAR
46. 18927 Radon in Virginia Real Estate Transactions, 2 hours Real Estate Related, VAR
47. 18928 2-Day Accredited Buyer Representative (ABR) Core Course, 8 hours Real Estate Related, Alpha College of Real Estate
48. 18929 Renovation Financing, 4 hours Real Estate Related, Central Virginia School of Real Estate
49. 18991 Property Owners' & Condominium Owners' Associations: How They Work & What You Need To Know, 1 hour Real Estate Related, The RGS Title Real Estate Academy
50. 18992 Risk Management, 4 hours Broker Management, Dulles Area Real Estate School
51. 18993 Fair Housing, 2 hours Fair Housing, Towne Realty School of Real Estate
52. 18994 Houses From the Ground Up, 8 hours Real Estate Related, Kaplan Real Estate Schools

- 53. 18995 Overview of the Regional Sales Contract in Virginia, 1 hour Real Estate Contracts, Champion University
- 54. 18996 RI 401: Understanding Agency, 3 hours Real Estate Agency, 3 hours Real Estate Related, VAR
- 55. 18997 RI 407: Managing Risk, 2 hours Fair Housing, 2 hours Legal Updates, 3 hours Real Estate Related, VAR

VI. Post License Education Course Applications

A. Previously-approved Post License Education Course Applications, approved schools **(Review for Instructor Only)**

- 1. 18898 Virginia Escrow Requirements, 3 hours Escrow Requirements, CVSRE
- 2. 18944 Real Estate Law and Board Regulations (On-line), 8 hours Real Estate Law and Board Regulations, AOTRES
- 3. 18946 Contract Writing, 6 hours Contract Writing, Dulles Area Real Estate School
- 4. 18949 Ethics & Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, Act Web Real Estate School, Inc.
- 5. 18950 Fair Housing (On-line), 2 hours Fair Housing, Act Web Real Estate School, Inc.
- 6. 18951 Risk Management (On-line), 3 hours Risk Management, Act Web Real Estate School, Inc
- 7. 18952 Contract Writing (On-line), 6 hrs Contract Writing, Act Web Real Estate School, Inc.
- 8. 18953 Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, Act Web Real Estate School, Inc.
- 9. 18954 Real Estate Law & Board Regulations (On-line), 8 hours Real Estate Law & Board Regulations, Act Web Real Estate School, Inc.
- 10. 18955 Agency Law (On-line), 3 hours Agency Law, Act Web Real Estate School, Inc.
- 11. 18957 Escrow Requirements (On-line), 3 hours Escrow Requirements, Act Web Real Estate School, Inc.

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

1. 18816 BBQ'ing Sacred Cows, 2 hours Current Industry Issues and Trends, The Real Estate Group
2. 18817 Reading The Signs of the Times; Interpreting Economic Factors, 2 hours Current Industry Issues and Trends, The Real Estate Group
3. 18818 Priority Pricing - Are your Properties Positioned to Sell? 2 hours Current Industry Issues and Trends, The Real Estate Group
4. 18819 Escrow Requirements (On-line), 3 hours Escrow Requirements, Alpha College of Real Estate
5. 18823 FlexMLS Basic Computer Training Course, 2 hours Current Industry Issues and Trends, WAAR
6. 18824 Escrow Requirements, 3 hours Escrow Requirements, New Millennium University
7. 18825 Contract Writing, 6 hours Contract Writing, New Millennium University
8. 18838 Renovation Finance, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
9. 18839 Residential Real Estate Financial Analysis, 2 hours Current Industry Issues and Trends, VAR
10. 18849 Fair Housing Laws in Virginia, 2 hours Fair Housing, The Institute of Continuing Education, LC
11. 18851 Understanding 1031 Tax-Free Exchanges, 2 hours Current Industry Issues and Trends, DB Title Academy, LLC
12. 18852 Reverse Mortgages for Seniors, 2 hours Current Industry Issues and Trends, DB Title Academy, LLC
13. 18853 Real Estate & Taxes: What Every Agent Should Know, 2 hours Current Industry Issues & Trends, DB Title Academy, LLC
14. 18854 Foreclosures, Short Sales, REO's & Auctions, 2 hours Current Industry Issues & Trends, DB Title Academy, LLC
15. 18855 Mortgages Fraud & Predatory Lending: What Every Agent Should Know, 2 hours Current Industry Issues & Trends, DB Title Academy, LLC

16. 18856 Ethics & Standards of Conduct in Real Estate, 3 hours Ethics & Standards of Conduct, DB Title Academy, LLC
17. 18864 Contract Writing (On-line), 6 hours Contract Writing, The CE Shop, Inc.
18. 18865 Current Issues & Trends Related to Financing (On-line), 2 hours Current Industry Issues & Trends, The CE Shop, Inc
19. 18866 Fair Housing, ADA, and Civil Rights (On-line), 2 hours Fair Housing, The CE Shop, Inc.
20. 18867 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct
21. 18868 Risk Management (On-line), 3 hours Risk Management, The CE Shop, Inc.
22. 18869 Agency Law (On-line), 3 hours VA Agency Law, The CE Shop, Inc.
23. 18934 Housing 2020, 2 hours Current Industry Issues and Trends, VAR
24. 18935 Thinking Big: Business Planning Seminar, 2 hours Current Industry Issues and Trends, VAR
25. 18936 Fair Housing, Americans with Disability Act, and the Civil Rights Act of 1866, 2 hours Fair Housing, William E. Wood & Associates RE Academy
26. 18937 RI 407: Managing Risk, 2 hours Fair Housing, VAR
27. 18938 RI 402: Financing Alternatives, 2 hours Current Industry Issues and Trends, VAR
28. 18939 RI 405: Pricing, Listing and Marketing the Property, 2 hours Current Industry Issues and Trends, VAR
29. 18940 RI 411: Successful Settlement - Managing the Transaction, 2 hours Current Industry Issues and Trends, VAR
30. 18941 Radon in Virginia Real Estate Transactions, 2 hours Current Industry Issues and Trends, VAR
31. 18942 New Home Construction, 2 hours Current Industry Issues and Trends, RAR
32. 18943 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Alltech Title
33. 18945 Short Sales Past & Present, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC

34. 18947 Fair Housing, 2 hours Fair Housing, Dulles Area Real Estate School
35. 18948 Virginia Fair Housing, Americans with Disabilities & Civil Rights Act of 1866, 2 hours Fair Housing, Key Title
36. 18956 Real Estate Law & Board Regulations, 8 hours Real Estate Law & Board Regulations, Real Estate Career Academy
37. 18958 M-100 - Essentials of Community Management, 2 hours Current Industry Issues and Trends, CAI
38. 18959 M-201 - Facilities Management, 2 hours Current Industry Issues and Trends, CAI
39. 18960 M-202 - Association Communications, 2 hours Current Industry Issues and Trends, CAI
40. 18961 M-203 - Community Leadership, 2 hours Current Industry Issues and Trends, CAI
41. 18962 M-204 - Community Governance, 2 hours Current Industry Issues and Trends, CAI
42. 18963 M-205 - Risk Management, 2 hours Current Industry Issues and Trends, CAI
43. 18964 M-206 - Financial Management, 2 hours Current Industry Issues and Trends, CAI
44. 18965 Let's Inspect This a Little More, 2 hours Current Industry Issues and Trends, MBH Settlement Group, L.C.
45. 18966 NARPM'S Ethics Course, 3 hours Ethics & Standards of Conduct, Alpha College of Real Estate
46. 18967 Understanding 1031 Tax Exchanges, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
47. 18968 Title Search Basics, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
48. 18969 Short Sales Foreclosures, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
49. 18970 Certified New Homes Sales Professional, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
50. 18971 2-Day Accredited Buyer Representative (ABR) Core Course, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
51. 18972 CRS 200 - Business Planning & Marketing for the Residential Specialist, 2 hours Current

- Industry Issues and Trends, Council of Residential Specialists
52. 18973 CRS 206 - Technologies to Advance Your Business, 2 hours Current Industry Issues and Trends, Council of Residential Specialists
53. 18974 CRS 210 - Building An Exceptional Customer Service Referral Business, 2 hours Current Industry Issues and Trends, Council of Residential Specialists
54. 18975 CRS 201 - Listing Strategies for the Residential Specialist, 2 hours Current Industry Issues and Trends, Council of Residential Specialists
55. 18976 CRS 204 - Buying and Selling Income Properties, 2 hours Current Industry Issues and Trends, Council of Residential Specialists
56. 18977 CRS 202 - Effective Buyer Sales Strategies, 2 hours Current Industry Issues and Trends, Council of Residential Specialists
57. 18978 Current Industry Issues & Trends, 2 hours Current Industry Issues and Trends, Champion University
58. 18979 Contract Writing, 6 hours Contract Writing, Champion University
59. 18980 Virginia Agency Law, 3 hours VA Agency Law, Champion University
60. 18981 Risk Management, 3 hours Risk Management, Champion University
61. 18982 Contract Writing, 6 hours Contract Writing, Towne Realty School of Real Estate
62. 18983 Fair Housing, 2 hours Fair Housing, Towne Realty School of Real Estate
63. 18984 Social Media 2014, 2 hours Current Industry Issues and Trends, MAI Institute
64. 18985 Risk Management, 3 hours Risk Management, MAI Institute
65. 18986 Real Estate Law & Board Regulations, 8 hours Real Estate Law & Board Regulations, MAI Institute
- 66.** 18987 RI 407: Managing Risk, 2 hours Fair Housing, VAR **(Disregard - 18937 Duplicate)**
67. 18988 Virginia Residential Agency Law, 3 hours Agency Law, VESTA Settlements, LLC
68. 18989 Real Estate Escrow & Trust Account Requirements & Management, 3 hours Escrow

- Requirements, Dulles Area Real Estate School
69. 18990 Virginia Real Estate Law and Board Regulations, 8 hours Real Estate Law & Board Regulations, Dulles Area Real Estate School

VII. Pre-License Education Instructors

1. Patricia A. Szego
2. Fouzi Afshari
3. Marjorie F. Chacon
4. Jeffrey A. Edmisten
5. Janean W. Buchner
6. Wendy L. Murray
7. Amina Jazic-Basic - **expert (Principles)**
8. Timothy F. Heil - **expert (Principles)**
9. Margaret B. Hobbs - **expert (Principles)**
10. James J. Hobbs, Jr. - **expert (Principles)**
11. Jennifer D. Klaussen - **expert (Principles)**

VIII. Pre-License Education Courses

1. 18998 60-hour Salesperson Principles and Practices of Real Estate, Churchland Academy of Real Estate
2. 18999 60-hour Salesperson Principles and Practices of Real Estate (CRP), Moseley Dickinson Academy of Real Estate
3. 19000 60-hour Salesperson Principles and Practices of Real Estate, Top Producer Academy of Real Estate
4. 19001 45-hour Broker Real Estate Appraisal, NVAR
5. 19002 60-hour Salesperson Principles and Practices of Real Estate, Virginia Educators-Century 21 Battlefield
6. 19004 60-hour Salesperson Principles and Practices of Real Estate, Dulles Area Real Estate School
7. 19005 60-hour Salesperson Principles and Practices of Real Estate, Advanced School of Real Estate
8. 19006 60-hour Salesperson Principles and Practices of Real Estate (On-line), Allied Business Schools, Inc.
9. 19003 60-hour Salesperson Principles and Practices of Real Estate, CHC Inc., t/a

RE/MAX Regency (**Pending Approval of
Proprietary School Certification Application**)

IX. Additional Continuing/Post License Education Course Instructor

1. **Douglas Wolfe** - 15692/15696 (Contract Pitfalls), 11971 (8 HR CE Required Continuing Education), **Alpha College of Real Estate**
2. **Franklin H. Mears** - 18317 (Effective Negotiating for Real Estate Professionals), **CVSRE**
3. **Michael Guthrie** - 17991/ 17993 (Advertising Real Estate in Virginia), 12066/18305 (Agency Law), 17918/17917 (Code of Ethics Cycle 4), 15743 (Contracts & Contract Writing), 12057 (Effective Contract Writing), 12061 (Effective Contract Writing) 12109 (Fair Housing), 15742 (Fair Housing Opens Doors), 10594 ((Fair Housing Opens Doors), 18053/18075 (Fair Housing: It's Not an Option It's the Law), 12058 (Offers, Contracts & Related Issues), 15755 (Real Estate Agency), 12117 (Real Estate Law & Legal Updates), 15747 (Real Estate Law & Legal Updates), 18199/18204 (Risk Management), 071137/17755 (The Code is Good Business), 17843 (Understanding Purchase Contracts & Contract Writing), **CVSRE**
4. **Jane Leylegian** - 14214/14219 (1031 Tax Deferred Exchange & the IRS), 16276/16279 (Don't Let Your Transactions Fall Down the Drain), 18194/18205 (Ethics & Standards of Conduct), 14169/14174 (From Contract to Closing), 15847/15843 (Getting a Foreclosed Property to Closing), 14369/14374 (Real Estate Agency), 14362/14366 (Real Estate Contracts) 14437/14441 (Regional Contract Review), 18042/18052 (Short Sale Strategies), 14142/14135 (The Settlement Process), 18196/18198 (Virginia Real Estate Agency), **CBRB SRE**
5. **Mary (Micki) Lyons** - 18798/18805 (Real Estate Risk Management), 18705/18716 (Current Industry Issues & Trends - Real Estate Finance), 18763/18741 (Current Industry Issues & Trends - Business Planning), 18740 (Current Industry Issues & Trends - Prospecting for Success), 18797 (Escrow Requirements), **New Millennium University**
6. **Peter Habib** - 14144 (The ABC's of Home Warranty), **CBRB SRE**
7. **Win Singleton** - 16003 (Residential Standard Agency), **Piedmont School of Real Estate**
8. **Marcia Green** - 14144 (The ABC's of Home Warranty), **CBRB**

9. **Margaret Ireland** - 14975 (Realtors Property Resource), **CVSRE**
10. **Jay Deboer** - 14073/14076 (Agency: A Complicated Relationship), 13574/13568/18162 (Common Legal Hotline Questions & Answer), 17195/18165 (Disclosure Shall Set You Free), 14919 (Earnest Money Deposits: Navigating Dangerous Waters), 17205 (Sneaky Regs - Little Known but Important REB Regulations), 14909/15745/18166 (Real Estate Laws You Need to Know), **VAR**
11. **Robert A. Blackwood III, Cynthia A. Nahorney, Stephen R. Romine, and Meredith Yoder** - 12865 (Real Estate Law: Advanced Issues and Answers, **NBI**)
12. **Brenda Stone** - 16887 (Sell The Listing Win A Client for Life), 16878 (Price Right & Present Your CMA), 16853 (Prospecting Find People to Work With Now), 16869 (Open Houses Put Yourself In the Path of Opportunity), 16853 (Working with Buyers), **AOTRES**

X. Other Business

XII. Public Comment

XIII. Adjourn