

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE DRAFT AGENDA

July 9, 2014 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - A. Test-out Option for Continuing Education Requirement
- IV. Proprietary School Applications
 - 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
- V. Continuing Education Course Applications
 - A. Previously-approved Continuing Education course applications, Approved schools (**Review for Instructor Only - Attachment 2**):
 - 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. Original Continuing Education course applications,
Approved schools:

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 (**Has 5 Minutes REB Pending Regs**)
5. 19398 Complying with DPOR's Escrow and Audit Requirements, 2 hours Broker Management, RAR (**Has 5 Minutes REB Pending Regs**)
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
7. 19413 Foundations for Success in Commercial Real Estate, 8 hours Real Estate Related, VAR
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, 8 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
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, 3 hours 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

VI. Post License Education Course Applications

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

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. Original Post License Education course applications,
approved schools:

1. 19399 Complying with DPOR'S Escrow & Audit
Regulations, 2 hours Current Industry
Issues & Trends, RAR (**Has 5 Minutes REB
Pending Regs**)
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

VII. Pre-License Education Instructors

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)**
10. Jean-Marc Poirier - **Expert (Appraisal & Principles)**
11. Hubert E. Jones, Jr. - **Expert (Principles)**
12. Steven J. Fred - **Expert (Principles)**

VIII. Pre-License Education Courses

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**

IX. Additional Continuing/Post License Education Instructors

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**

X. Other Business

XI. Public Comment

XII. Adjourn