

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING MINUTES

September 8, 2010 Meeting

The Real Estate Board Education Committee met on Wednesday, September 8, 2010, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Clifford Wells

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:10 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

A. Two Proprietary School Applications were reviewed & approved:

1. Richmond Equity Ventures, LLC,
t/a Keller Williams Richmond West, Richmond VA
Contact Person: Patrick Wright
2. Digital Learning Centers, LLC, Kailua, HI
Contact Person: David Catanzaro

B. One hundred and eighty-five continuing education course applications were reviewed; of these courses:

Seventeen previously approved continuing education course applications offered by approved schools were approved:

1. *61648 VREB Escrow Management Course, 3 hours Real Estate Related, VAR
2. *61650 Escrow Management, 4 hours Real Estate Related, VAR
3. 61709 VA Broker Management & Agent Supervision (On-line), Real Estate III School of Real Estate
4. 61710 VA 8-Hour Mandatory Continuing Education (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, Real Estate III School of Real Estate

5. 61711 Risk Management (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
6. 61712 Truth About Mold (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
7. 61713 Sustainable Housing and Building Green (On-line), 8 hours Real Estate Related, Real Estate III School of Real Estate
8. 61714 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
9. 61715 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
10. 61716 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
11. 61717 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
12. 61718 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
13. 61719 Fair Housing (On-line), 4 hours Fair Housing, Real Estate III School of Real Estate
14. 61720 Ethics in Today's Real Estate World (On-line), 4 hours Ethics & Standards of Conduct, Real Estate III School of Real Estate
15. 61721 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Real Estate III School of Real Estate
16. *61742 2009 RVAR Purchase Agreement & Inspection Addendum, 3 hours Real Estate Contracts, NRVAR
17. 61744 2009 RVAR Purchase Agreement & Inspection Addendum, 3 hours Broker Management, NRVAR

One hundred and fifty-five original applications for continuing education courses offered by approved schools were considered. One hundred and forty-four of these applications were approved. One application was approved with reduced hours. One application was approved pending receipt and approval of course

materials. Two applications were approved pending minor amendments being made to the courses. Seven online course applications were approved pending verification by Board staff that the online courses comply with Board's requirements for online courses:

1. *61634 Reverse Purchase, 1 hour Real Estate Related, Alpha College of Real Estate
2. 61640 Appraising and Analyzing Retail Shopping Centers for Mortgage Underwriting (On-line), 7 hours Real Estate Related, McKissock, LP
3. *61642 The New Lead Law, 2 hours Real Estate Related, Long & Foster Institute of Real Estate
4. 61644 The Three P's of Negotiation (On-line), 5 hours Real Estate Related, McKissock, LP
5. *61646 Don't Stress Over Distressed Property Sales, 2 hours Real Estate Related, Peninsula Real Estate School
6. 61652 Essential Elements of Disclosures and Disclaimers (On-line), 5 hours Real Estate Related, McKissock, LP
7. 61653 ERC: Techniques for Relocation Appraisals, 7 hours Real Estate Related, McKissock, LP
8. *61654 Business Planning - Introduction to the Planning Pyramid, 1 hour Real Estate Related, Blue Ridge Real Estate School
9. *61656 Business Planning - Elevator, Balance and Behavior, 1 hour Real Estate Related, Blue Ridge Real Estate School
10. *61658 Business Planning - Elevator, The Business Plan, 1 hour Real Estate Related, Blue Ridge Real Estate School
11. *61660 Business Planning - Essential Knowledge, 1 hour Real Estate Related, Blue Ridge Real Estate School
12. *61662 Business Planning - Marketing, 1 hour Real Estate Related, Blue Ridge Real Estate School
13. *61664 Business Planning - Operational Systems, 1 hour Real Estate Related, Blue Ridge Real Estate School
14. *61666 Business Planning - Selling & Presentation, 1 hour Real Estate Related, Blue Ridge Real Estate School
15. *61668 Business Planning - Success, 1 hour Real Estate Related, Blue Ridge Real Estate

- School
16. *61670 Business Planning - Team Building, 1 hour Real Estate Related, Blue Ridge Real Estate School
 17. *61672 Real Estate Sales Mastery Series - Closing The Sale, 1 hour Real Estate Related, Blue Ridge Real Estate School
 18. *61674 Real Estate Sales Mastery Series - Features, Advantage, and Benefits, 1 hour Real Estate Related, Blue Ridge Real Estate School
 19. *61676 Real Estate Sales Mastery Series - Initial Benefit Statement, 1 hour Real Estate Related, Blue Ridge Real Estate School
 20. *61678 Real Estate Sales Mastery Series - Overcoming Objections, 1 hour Real Estate Related, Blue Ridge Real Estate School
(Approved pending receipt of required changes)
 21. 61680 Appraisal Process for Real Estate Professionals (On-line), 4 hours Real Estate Related, McKissock, LP
 22. 61684 Real Estate Contracts, 3 hours Real Estate Contracts, Master Institute
 23. *61691 Recycling Houses: Understanding Aging in Place and Universal Design, 2 hours Real Estate Related, CVSRE
 24. 61693 Roadmap to Success: Business Planning for Real Estate Professionals (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
 25. 61694 Uncle Sam has Homes for Sale: Listing and Selling HUD Homes (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
 26. 61695 Real Estate Math (On-line), 2 hours Real Estate Related, Career WebSchool
 27. 61696 Pricing Property to Sell (On-line), 6 hours Real Estate Related, Career WebSchool
 28. 61697 Basic Real Estate Finance (On-line), 6 hours Real Estate Related, Career WebSchool
 29. *61722 The Paperless Office, 3 hours Real Estate Related, Xtreme Agent Training, LLC
 30. 61724 The Paperless Office, 3 hours Broker Management, Xtreme Agent Training, LLC
 31. *61725 Challenges and Opportunities for Realtors Over the Next Decade, 3 hours Real Estate Related, Long & Foster Institute of Real

Estate (**Approved pending receipt of required changes**)

- 32. *61727 Fair Housing, 3 hours Fair Housing, Cindy Bishop Worldwide, LLC
- 33. 61729 Ethics - Acting with Integrity (On-line), 3 hours Ethics & Standards of Conduct, Alpha College of Real Estate
- 34. 61730 Agency Law (On-line), 3 hours Agency Law, Alpha College of Real Estate
- 35. 61731 Offer to Purchase (On-line), 3 hours Real Estate Contracts, Alpha College of Real Estate
- 36. 61732 Real Estate Law (On-line), 3 hours Legal Updates, Alpha College of Real Estate
- 37. *61733 Lead Based Paint, 1 hour Real Estate Related, MRCPA Corp.
- 38. *61738 Renovation Financing, 2 hours Real Estate Related, Central VA School of Real Estate
- 39. *61740 Agents Guide to Listing & Selling Distressed Property, 3 hours Real Estate Related, Peninsula Real Estate School
- 40. *61745 National USPAP Update Course, 7 hours Real Estate Related, VAR
- 41. *61748 Dilemmas Facing Real Estate Licensees, 1 hour Legal Updates, 1 hour Real Estate Contracts, VAR
- 42. 61750 Dilemmas Facing Real Estate Licensees, 2 hours Broker Management, VAR
- 43. *61751 NARPM 101, 7 hours Real Estate Related, Alpha College of Real Estate
- 44. *61753 Legal Updates and Emerging Trends, 1 hour Legal Updates, Montague Miller Real Estate School
- 45. *61755 HUD/FHA Update, 1 hour Real Estate Related, US Department of HUD
- 46. *61756 Using FHA in a Slow Market, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 47. *61758 Fair Housing Opens Doors, 2 hours Fair Housing, Central VA School of Real Estate
- 48. 61760 Appraising in a Post-HVCC World, 4 hours Real Estate Related, McKissock, LP
- 49. *61761 Bridging the Gap, Realtors & Community Association, 3 hours Real Estate Related, Blue Ridge Real Estate School
- 50. 61764 Everyday Basics to Keep You on Track, 3 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate

- 51. *61765 The Ten Commandments of Tough Market Selling, 2 hours Real Estate Related, RAR
- 52. 61767 Characteristics of Real Estate Title Insurance (On-line), 3 hours Real Estate Related, McKissock, LP
- 53. *61768 Preparing for Success: Keeping Issues from Becoming Problems, 1 hour Real Estate Related, The RGS Title Real Estate Academy
- 54. *61770 Brokerage Entity Choices, 2 hours Real Estate Related, Old Dominion Real Estate Institute
- 55. 61772 Broker Management Issues & Answers 2011, 4 hours Broker Management, Montague Miller Real Estate Academy
- 56. 61773 Risk Management for Brokers 2011, 4 hours Broker Management, Montague Miller Real Estate Academy
- 57. 61780 Agent Supervision & Management: Cases in Advertising & Communication (On-line), 1 hour Broker Management, Moseley Real Estate Schools
- 58. 61781 Agent Supervision & Management: Cases in Agency Initiation, Supervision, and Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools
- 59. 61782 Agent Supervision & Management: Cases in Improper Dealing & Financial Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools
- 60. 61783 Agent Supervision & Management: Cases in Improper Disclosure & Disclosure Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools
- 61. 61784 Agent Supervision & Management: Cases in Improper Listing, Leasing, and Commissions (On-line), 1 hour Broker Management, Moseley Real Estate Schools
- 62. 61785 Agent Supervision & Management: Cases in Personal Misconduct & Proper Supervision (On-line), 1 hour Broker Management, Moseley Real Estate Schools
- 63. 61786 Agent Supervision & Management: Cases in Escrow Account Management (On-line), 1 hour Broker Management, Moseley Real Estate Schools
- 64. 61787 Legal Ethics and Professionalism in Real Estate Law (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools

- 65. 61788 Home Sales and the Economy (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools
- 66. 61789 Internet's Effect on Virginia Real Estate Transactions (On-line), 1 hour Real Estate Related, Moseley Real Estate Schools
- 67. 61790 Real Estate Agency (On-line), 1 hour Real Estate Agency, Moseley Real Estate Schools
- 68. 61791 Real Estate Contracts (On-line), 1 hour Real Estate Contracts, Moseley Real Estate Schools
- 69. 61792 Real Estate Ethics and Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, Moseley Real Estate Schools
- 70. 61793 Real Estate Fair Housing (On-line), 2 hours Fair Housing, Moseley Real Estate Schools
- 71. 61794 Virginia Legislative Updates (On-line), 1 hour Legal Updates, Moseley Real Estate Schools
- 72. 61795 Smart Growth in Virginia (On-line), 1 hour Real Estate Related, Moseley Real Estate Schools
- 73. *61796 Limited Service Agency (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools
- 74. *61798 Ethics and Standards of Conduct (On-line), 3 hours Ethics & Standards of Conduct, Moseley Real Estate Schools
- 75. *61800 Fair Housing (On-line), 3 hours Fair Housing, Moseley Real Estate Schools
- 76. *61802 Agency Law (On-line), 3 hours Agency Law, Moseley Real Estate Schools
- 77. *61804 Real Estate Law (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 78. *61806 Offer to Purchase (On-line), 3 hours Real Estate Contracts, Moseley Real Estate Schools
- 79. 61808 Do Not Call Rules and Regulations (On-line), 2 hours Real Estate Related, Moseley Real Estate Schools
- 80. *61809 Finance (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
- 81. 61811 Virginia Broker CE: Real Estate Law Update (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, 8 hours Real Estate Related, 8 hours Broker Management,

- Moseley Real Estate Schools
- 82. 61812 Virginia Salesperson CE: Law Update (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, 8 hours Real Estate Related, Moseley Real Estate Schools
 - 83. 61813 Real Estate Trends and Legal Ethics (On-line), 8 hours Real Estate Related, Moseley Real Estate Schools
 - 84. 61814 Virginia Real Estate Law Update (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, Moseley R. E. Schools
 - 85. 61815 Agent Supervision & Management: Cases in Agent Misconduct (On-line), 1 hour Broker Management, Moseley Real Estate Schools
 - 86. 61816 Agent Supervision & Management: Complete Series (On-line), 8 hours Broker Management, Moseley Real Estate Schools
 - 87. *61817 Real Estate Property Law (On-line), 3 hours Real Estate Related, Moseley R. E. Schools
 - 88. *61819 Land Use (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
 - 89. *61821 Real Estate Technology (On-line), 3 hours Real Estate Related, Moseley R. E. Schools
 - 90. *61823 Property Valuation and Listing Process (On-line), 3 hours Real Estate Related, Moseley Real Estate Schools
 - 91. *61825 Effective Time Management, 4 hours Real Estate Related, Cindy Bishop Worldwide, LLC
 - 92. *61837 Today's Mortgage Lending Process: What's Old is New Again - But With a Twist! 1 hour Real Estate Related, Central Virginia School of Real Estate
 - 93. *61839 Advanced FLEXMLS, 1 hour Real Estate Related, WAAR
 - 94. 61841 Advanced FLEXMLS, 1 hour Broker Management, WAAR
 - 95. 61842 Citizens Against Crime, 1 hour Broker Management, WAAR
 - 96. *61845 Red Flags for Today's Transactions, 1 hour Real Estate Related, WAAR
 - 97. 61847 Red Flags for Today's Transactions, 1 hour Broker Management, WAAR
 - 98. *61848 15 Strategies for Brokers in Today's

- Challenging Market, 3 hours Broker Management, NVAR
99. *61850 Normal Fungal Ecology, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
100. 61852 Agency, 1 hour Real Estate Agency, Long and Foster Institute of Real Estate
101. *61853 2010 SIOR Fall World Conference, 8 hours Real Estate Related, SIOR (**Approved Pending Receipt and Approval of Course Materials**)
102. *61855 Night Court: Deeds, Title & Title Insurance, 2 hours Real Estate Related, Peninsula Real Estate School
103. *61857 Real Estate Contracts - Bob Ruloff, 3 hours Real Estate Contracts, Towne Realty School of Real Estate
104. *61859 New Homes, 1 hour Real Estate Related, Realtors Association of Prince William
105. *61861 Practical Mortgages, 3 hours Real Estate Related, RECA (
106. *61863 Ethics Mock Hearing, 3 hours Ethics and Standards of Conduct, RECA (**Approved for 2 hours - lack of course content for 3 hours**)
107. *61866 Helping Your Clients with the Three HS, 1 hour Legal Updates, RECA
108. *61868 Visual Information Specialist, 2 hours Real Estate Related, RECA
109. *61870 REBAC Green Elective - Residential, 8 hours Real Estate Related, RECA
110. *61872 REBAC Green Designation - Day 1, 8 hours Real Estate Related, RECA
111. *61874 REBAC Green Designation - Day 2, 8 hours Real Estate Related, RECA
112. *61876 Impacting Home Sales with Images, 1 hour Real Estate Related, WAAR
113. 61878 Impacting Home Sales with Images, 1 hour Broker Management, WAAR
114. *61879 The Business of Green, 3 hours Real Estate Related, NVAR
115. *61881 Fair Housing Essentials, 3 hours Fair Housing, NVAR
116. *61885 VRLTA and 2010 Legislative Issues, 3 hours Legal Updates, VAR
117. 61887 VRLTA and 2010 Legislative Issues, 3 hours Broker Management, VAR
118. *61888 Landlord Tenant Relations in Association Environments, 2 hours Legal Updates, VAR
119. *61890 The Paperless Office, 2 hours Real Estate

- Related, VAR
120. *61892 Using Our State Building Codes for Property Managers, 2 hours Real Estate Related, VAR
121. 61894 Using Our State Building Codes for Property Managers, 2 hours Broker Management, VAR
122. 61895 Real Estate Taxation and Appeals, 2 hours Broker Management, VAR
123. *61896 Real Estate Taxation and Appeals, 2 hours Real Estate Related, VAR
124. 61898 Eight Important Trends That Will Affect The Real Estate Business, 2 hours Broker Management, VAR
125. 61899 Eight Important Trends That Will Affect The Real Estate Business, 2 hours Real Estate Related, VAR
126. *61900 Surviving and Thriving in a Down Market, 2 hours Real Estate Related, VAR
127. *61902 Financial Literacy, 2 hours Real Estate Related, VAR
128. *61904 The Basics of HVAC Systems, 2 hours Real Estate Related, VAR
129. *61906 Storm and Flood: Emergency Planning and Restoration, 2 hours Real Estate Related, VAR
130. *61908 Digital Communications and Information Technology Trends, 2 hours Real Estate Related, VAR
131. *61910 Fair Housing Issues, 2 hours Fair Housing, VAR
132. *61912 Common Legal Hotline Questions and Answers, 2 hours Legal Updates, VAR
133. 61914 Common Legal Hotline Questions and Answers, 2 hours Broker Management, VAR
134. *61915 Community Connection/Advertising Regulation Course (On-line), 4 hours Real Estate Related, Alpha College of RE
135. 61917 Community Connection/Advertising Regulation Course (On-line), 4 hours Broker Management, Alpha College of RE
136. 61918 Environmental Hazards - What Every Broker Should Know (On-line), 8 hours Broker Management, Moseley-Flint Schools of RE
(Approved pending verification by Board staff that online course complies with Board's requirements)
137. *61919 Limited Service Agency (On-line), 2 hours Real Estate Agency, Moseley-Flint Schools

- of RE (**Approved pending verification by Board staff that online course complies with Board's requirements**)
138. 61921 Real Estate Elective Topics (On-line), 8 hours Real Estate Related, Moseley-Flint Schools of RE (**Approved pending verification by Board staff that online course complies with Board's requirements**)
139. 61933 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Moseley-Flint Schools of RE (**Approved pending verification by Board staff that online course complies with Board's requirements**)
140. 61934 Real Estate 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, Moseley-Flint Schools of RE (**Approved pending verification by Board staff that online course complies with Board's requirements**)
141. 61935 Real Estate Medley (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, 8 hours Real Estate Related, Moseley-Flint Schools of RE (**Approved pending verification by Board staff that online course complies with Board's requirements**)
142. 61936 Introduction to Legal Descriptions (On-line), 2 hours Real Estate Related, McKissock, LP
143. *61937 Seniors Real Estate Specialist, 8 hours Real Estate Related, Dulles Area Real Estate School
144. 61940 24-Hour Broker Continuing Education 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, 8 hours Real Estate Related, 8 hours Broker Management, Potomac Real Estate School (**Approved pending verification by Board staff that online course complies with Board's requirements**)

- 145. *61941 Short Sales & Foreclosures, 6 hours Real Estate Related, Long & Foster Institute of Real Estate
- 146. 61959 Advanced FHA Financing, 3 hours Real Estate Related, GCAAR
- 147. 61960 Current Trends in Technology & Business, 3 hours Real Estate Related, GCAAR
- 148. 61961 Contract Basics, 3 hours Real Estate Contracts, GCAAR
- 149. 61962 How to Build a Team, 1 hour Real Estate Related, GCAAR
- 150. 61963 Stepping Up to Twitter, Blogging and Youtube Video - a Hands On Workshop, 3 hours Real Estate Related, GCAAR
- 151. 61964 Buyer Beware: Foreclosed and Neglected Properties, 3 hours Real Estate Related, GCAAR
- 152. 61965 Branding, Trust and Service, 3 hours Real Estate Related, GCAAR
- 153. 61966 Tenant Opportunity to Purchase Act (TOPA), 3 hours Real Estate Related, GCAAR
- 154. 61967 CRS 111: Short Sales & Foreclosures: Protecting Your Client's Interest, 6 hours Real Estate Related, GCAAR
- 155. 61968 Regional Sales Contract Update, 3 hours Real Estate Contracts, GCAAR

Thirteen original continuing education course applications offered by schools with pending school applications were considered. Six of these applications were approved. Seven online course applications were approved pending verification by Board staff that the online courses comply with Board's requirements for online courses:

- 1. *61883 Camp 4:4:3 - Part 2: Lead Generation Fundamentals, 3 hours Real Estate Related, Keller Williams Richmond West
- 2. 61939 Property Management & Managing Risk (On-line), 3 hours Real Estate Related, Digital Learning Centers, LLC (**Approved pending verification by Board staff that online course complies with Board's requirements**)
- 3. *61943 Camp 4:4:3 - Part 1: The Challenges and Mindset, 1 hour Ethics and Standards of Conduct, 2 hours Real Estate Related, Keller Williams Richmond West
- 4. *61945 Camp 4:4:3 - Part 4: Sellers, 1 hour Real

- Estate Agency, 4 hours Real Estate Related, Keller Williams Richmond West
5. *61947 Camp 4:4:3 - Part 3: Buyers, 1 hour Real Estate Agency, 4 hours Real Estate Related, Keller Williams Richmond West
 6. *61949 Camp 4:4:3 - Part 6: Contract to Close, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 2 hours Real Estate Related, Keller Williams Richmond West
 7. *61951 Camp 4:4:3 - Part 5: Lead Generation Beyond the Basics, 1 hour Real Estate Agency, 2 hours Real Estate Related, Keller Williams Richmond West
 8. 61953 Introduction to Commercial Real Estate (On-line) 3 hours Real Estate Contracts, Digital Learning Centers, LLC (**Approved pending verification by Board staff that online course complies with Board's requirements**)
 9. 61954 Real Estate Math (On-line), 3 hours Real Estate Related, Digital Learning Centers, LLC (**Approved pending verification by Board staff that online course complies with Board's requirements**)
 10. 61955 Intro to Financial Analysis for Commercial Real Estate Investments (On-line), 3 hours Real Estate Contracts, Digital Learning Centers, LLC (**Approved pending verification by Board staff that online course complies with Board's requirements**)
 11. 61956 Applied Real Estate Policy for Licensees, (On-line), 3 hours Real Estate Contracts, Digital Learning Centers, LLC (**Approved pending verification by Board staff that online course complies with Board's requirements**)
 12. 61957 1031 Exchange for Real Estate Practitioners (On-line), 3 hours Real Estate Related, Digital Learning Centers, LLC (**Approved pending verification by Board staff that online course complies with Board's requirements**)
 13. 61958 Applied Ethics in Practice - Case Studies (On-line), 3 hours Ethics & Standards of Conduct, Digital Learning Centers, LLC (**Approved pending verification by Board staff that online course complies with Board's requirements**)

C. One hundred and twenty-three post license education course applications were reviewed; of these courses:

Fourteen previously approved post license education course applications offered by approved schools were approved:

1. *61649 VREB Escrow Management Course (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
2. *61651 Escrow Management (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
3. 61698 VA Real Estate: Selling Process (Selling Process - On-line), 3 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
4. 61699 Technology (On-line), 3 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
5. 61700 Property Valuation - On-line (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
6. 61701 Land Use - On-line (Land Use Issues), 1 hour Residential Real Estate Elective Topics, Real Estate III School of Real Estate
7. 61702 Financing Properties - On-line (Finance), 3 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
8. 61703 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
9. 61704 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Real Estate III School of Real Estate
10. 61705 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Real Estate III School of Real Estate
11. 61706 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Real Estate III School of Real Estate
12. 61707 Ethics & Standards of Conduct - Online (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics,

- 13. 61708 Real Estate III School of Real Estate Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Real Estate III School of Real Estate
- 14. *61743 2009 RVAR Purchase Agreement & Inspection Addendum (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NRVAR

One hundred and three original applications for post license education courses offered by approved schools were considered. Eighty-seven of these applications were approved. One application was approved with reduced hours. One application was approved pending receipt and approval of course materials. Two applications were approved pending minor amendments being made to the courses. Twelve online course applications were approved pending verification by Board staff that the online courses comply with Board's requirements for online courses.

- 1. *61635 Reverse Purchase (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of R.E.
- 2. *61643 The New Lead Law (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
- 3. *61647 Don't Stress Over Distressed Property Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
- 4. *61655 Business Planning - Introduction to the Planning Pyramid (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
- 5. *61657 Business Planning - Elevator, Balance and Behavior (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
- 6. *61659 Business Planning - Elevator, The Business Plan (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
- 7. *61661 Business Planning - Essential Knowledge (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
- 8. *61663 Business Planning - Marketing (Business Planning), 1 hour Residential Real Estate

- Elective Topics, Blue Ridge Real Estate School
9. *61665 Business Planning - Operational Systems (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 10. *61667 Business Planning - Selling & Presentation (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 11. *61669 Business Planning - Success (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 12. *61671 Business Planning - Team Building (Business Planning), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 13. *61673 Real Estate Sales Mastery Series - Closing The Sale (Selling Process), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 14. *61675 Real Estate Sales Mastery Series - Features, Advantage, and Benefits (Selling Process), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 15. *61677 Real Estate Sales Mastery Series - Initial Benefit Statement (Selling Process), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
 16. *61679 Real Estate Sales Mastery Series - Overcoming Objections (Selling Process), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
(Approved pending receipt of required changes)
 17. 61681 Appraisal Process for Real Estate Professionals - (On-line - Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, McKissock, LP
 18. *61692 Recycling Houses: Understanding Aging in Place and Universal Design (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CVSRE
 19. *61723 The Paperless Office (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Xtreme Agent Training, LLC

20. *61726 Challenges and Opportunities for Realtors Over the Next Decade (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate (**Approved pending receipt of required changes**)
21. *61728 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Cindy Bishop Worldwide, LLC
22. *61734 Lead Based Paint (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA, Corp.
23. *61739 Renovation Financing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
24. *61741 Agents Guide to Listing & Selling Distressed Property (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
25. *61746 National USPAP Update Course (Other Real Estate Related), 7 hours Residential Real Estate Elective Topics, VAR
26. *61749 Dilemmas Facing Real Estate Licensees (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
27. *61752 NARPM 101 (Other Real Estate Related), 7 hours Property Management Elective Topics, Alpha College of Real Estate
28. *61754 Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Montague Miller Real Estate School
29. *61757 Using FHA in a Slow Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
30. *61759 Fair Housing Opens Doors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
31. *61762 Bridging the Gap, Realtors & Community Association (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Blue Ridge Real Estate School
32. *61763 HUD/FHA Update (Other Real Estate Related),

- 1 hour Residential Real Estate Elective Topics, US HUD
33. *61766 The Ten Commandments of Tough Market Selling (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
34. *61769 Preparing for Success: Keeping Issues from Becoming Problems (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
35. *61771 Brokerage Entity Choices (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Old Dominion Real Estate Institute
36. *61797 Limited Service Agency (Other Real Estate Related - On-line), 2 hours Residential Real Estate Elective Topics, Moseley Real Estate School
37. *61799 Ethics and Standards of Conduct (Ethics and Standards of Conduct/ Current Industry Issues & Trends - On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
38. *61801 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
39. *61803 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
40. *61805 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
41. *61807 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
42. *61810 Finance (On-line), 3 hours Residential Real Estate Elective Topics, Moseley Real Estate School
43. *61818 Real Estate Property Law (Other Real Estate Related - Online), 3 hours Residential Real Estate Elective Topics, Moseley Real Estate School
44. *61820 Land Use (Land Use Issues - On-line), 3 hours Residential Real Estate Elective Topics, Moseley Real Estate School
45. *61822 Real Estate Technology (Technology - On-line), 3 hours Residential Real Estate

46. *61824 Elective Topics, Moseley Real Estate School Property Valuation and Listing Process (Property Valuation/Listing Process - On-line), 3 hours Residential Real Estate
47. *61826 Elective Topics, Moseley Real Estate School Effective Time Management (Business Planning), 4 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
48. 61827 Listing and Leasing Property in Virginia (Listing Property; Leasing Property; Current Industry Issues & Trends - On-line), 3 hours Commercial Real Estate Mandatory Topics, Moseley Real Estate School
49. 61828 Developing Smarter Communities (Development - On-line), 3 hours Commercial Real Estate Elective Topics, Moseley Real Estate School
50. 61829 Appraisal Reform-Emerging Trends (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Moseley Real Estate Schools
51. 61830 Commercial Real Estate Law (Property Owner's & Condominium Association Law; Landlord Tenant Law; Real Estate Board Regulations and Statutes; Americans with Disabilities Act - On-line), 3 hours Commercial Real Estate Mandatory Topics, Moseley Real Estate Schools
52. 61831 Broker Competition - Emerging Trends (Other Real Estate Related - On-line), 3 hours Commercial Real Estate Elective Topics, Moseley Real Estate Schools
53. 61832 Contract Writing, Customer Deposits, and Agency (On-line), 3 hours Commercial Real Estate Mandatory Topics, Moseley Real Estate Schools
54. 61833 Redeveloping Brownfield Property (Development - On-line), 3 hours Commercial Real Estate Elective Topics, Moseley Real Estate Schools
55. 61834 Franchising for Buyers & Sellers (Franchising - On-line), 3 hours Commercial Real Estate Elective Topics, Moseley Real Estate Schools
56. 61835 Real Estate Technology (Other Real Estate Related - On-line), 3 hours Commercial Real Estate Elective Topics, Moseley Real

- Estate Schools
57. 61836 Tax Aspects of Commercial Real Estate Transfers (Other Real Estate Related-Online), 3 hours Commercial Real Estate Elective Topics, Moseley Real Estate School
58. *61838 Today's Mortgage Lending Process: What's Old is New Again - But With a Twist! (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
59. *61840 Advanced FLEXMLS (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
60. *61846 Red Flags for Today's Transactions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
61. *61849 15 Strategies for Brokers in Today's Challenging Market (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
62. *61851 Normal Fungal Ecology (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
63. *61854 2010 SIOR Fall World Conference (Other Real Estate Related), 8 hours Commercial Real Estate Elective Topics, SIOR (**Approved Pending Receipt and Approval of Course Materials**)
64. *61856 Night Court: Deeds, Title & Title Insurance (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
65. *61858 Real Estate Contracts - Bob Ruloff (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Towne Realty School of Real Estate
66. *61860 New Homes (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Realtors Association of Prince William
67. *61862 Practical Mortgages (Finance), 3 hours Residential Real Estate Elective Topics, RECA (**Approved for 2 hours - lack of course content for 3 hours**)
68. *61864 Ethics Mock Hearing (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory

- Topics, RECA
- 69. *61867 Helping Your Clients with the Three H's (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RECA
 - 70. *61869 Visual Information Specialist (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RECA
 - 71. *61871 REBAC Green Elective - Residential (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, RECA
 - 72. *61873 REBAC Green Designation - Day 1 (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, RECA
 - 73. *61875 REBAC Green Designation - Day 2 (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, RECA
 - 74. *61877 Impacting Home Sales with Images (Technology), 1 hour Residential Real Estate Elective Topics, WAAR
 - 75. *61880 The Business of Green (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
 - 76. *61882 Fair Housing Essentials (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
 - 77. *61886 VRLTA and 2010 Legislative Issues (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, VAR
 - 78. *61889 Landlord Tenant Relations in Association Environments (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
 - 79. *61891 The Paperless Office (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
 - 80. *61893 Using Our State Building Codes for Property Managers (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
 - 81. *61897 Real Estate Taxation and Appeals (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
 - 82. *61901 Surviving and Thriving in a Down Market (Other Real Estate Related), 2 hours Commercial Real Estate Elective Topics, VAR
 - 83. *61903 Financial Literacy (Finance), 2 hours Commercial Real Estate Elective Topics, VAR

84. *61905 The Basics of HVAC Systems (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
85. *61907 Storm and Flood: Emergency Planning and Restoration (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
86. *61909 Digital Communications and Information Technology Trends (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
87. *61911 Fair Housing Issues (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
88. *61913 Common Legal Hotline Questions and Answers (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
89. *61916 Community Connection/Advertising Regulation Course (Other Real Estate Related - On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of RE
90. *61920 Limited Service Agency (Other Real Estate Related - On-line), 2 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of RE **(Approved pending verification by Board staff that online course complies with Board's requirements)**
91. 61922 Zoning and Land Use Issues (Land Use Issues), 1 hour Residential Real Estate Elective Topics, Moseley-Flint School of RE **(Approved pending verification by Board staff that online course complies with Board's requirements)**
92. 61923 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Moseley-Flint School of RE **(Approved pending verification by Board staff that online course complies with Board's requirements)**
93. 61924 Financing Real Estate (Finance - On-line), 3 hours Residential Real Estate Elective Topics, Moseley-Flint School of RE **(Approved pending verification by Board staff that online course complies with Board's requirements)**
94. 61925 Property Valuation/Listing Process (On-line), 3 hours Residential Real Estate

- Elective Topics, Moseley-Flint School of RE
(Approved pending verification by Board staff that online course complies with Board's requirements)
95. 61926 Real Estate Technology (Technology)
 On-line, 3 hours Residential Real Estate
 Elective Topics, Moseley-Flint School of RE
(Approved pending verification by Board staff that online course complies with Board's requirements)
96. 61927 The Selling Process (Selling Process)
 On-line, 3 hours Residential Real Estate
 Elective Topics, Moseley-Flint School of RE
(Approved pending verification by Board staff that online course complies with Board's requirements)
97. 61928 Agency Law (On-line), 3 hours Residential
 Real Estate Mandatory Topics, Moseley-Flint
 School of RE **(Approved pending verification
 by Board staff that online course complies
 with Board's requirements)**
98. 61929 Fair Housing (On-line), 3 hours Residential
 Real Estate Mandatory Topics, Moseley-Flint
 School of RE **(Approved pending verification
 by Board staff that online course complies
 with Board's requirements)**
99. 61930 Real Estate Law (On-line), 3 hours
 Residential Real Estate Mandatory Topics,
 Moseley-Flint School of RE **(Approved
 pending verification by Board staff that
 online course complies with Board's
 requirements)**
100. 61931 Real Estate Contracts (Offer to Purchase -
 On-line), 3 hours Residential Real Estate
 Mandatory Topic, Moseley-Flint School of RE
**(Approved pending verification by Board
 staff that online course complies with
 Board's requirements)**
101. 61932 Ethics & Standards of Conduct (Ethics &
 Standards of Conduct/Current Industry
 Issues & Trends - On-line), 3 hours
 Residential Real Estate Mandatory Topics,
 Moseley-Flint School of RE **(Approved
 pending verification by Board staff that
 online course complies with Board's
 requirements)**
102. *61938 Seniors Real Estate Specialist (Other Real
 Estate Related), 14 hours Residential Real

- Estate Elective Topics, Dulles Area Real Estate School
103. *61942 Short Sales & Foreclosures (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of RE

Six original post license education course applications offered by a school with a pending school application were approved.

1. *61884 Camp 4:4:3 - Part 2: Lead Generation Fundamentals (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Keller Williams Richmond West Campus
2. *61944 Camp 4:4:3 - Part 1: The Challenges and Mindset (Selling Process), 3 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
3. *61946 Camp 4:4:3 - Part 4: Sellers (Other Real Estate Related), 5 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
4. *61948 Camp 4:4:3 - Part 3: Buyers (Other Real Estate Related), 5 hours Residential Real Estate Elective Topics, Keller Williams Richmond West
5. *61950 Camp 4:4:3 - Part 6: Contract to Close (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Keller Williams Richmond West
6. *61952 Camp 4:4:3 - Part 5: Lead Generation Beyond the Basics (Business Planning), 3 hours Residential Real Estate Elective Topics, Keller Williams Richmond West

D. Four Broker and three Salesperson Pre-license Education Course Applications were reviewed. One Salesperson Course was approved. Two Salesperson courses and four Broker Courses were denied because the courses did not adequately cover the required course content; did not demonstrate adequately how they will require the necessary hours of instruction; and their instructional methods were not acceptable to the Board:

1. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Real Estate III School of Real Estate (**APPROVED**)

2. 60-hour Salesperson Principles and Practices of Real Estate (Online), Moseley Real Estate Schools **(DENIED)**
3. 15-hour Salesperson Principles and Practices of Real Estate (Online), Moseley Real Estate Schools **(DENIED)**
4. 45-hour Broker - Real Estate Brokerage (Online), Moseley Real Estate Schools **(DENIED)**
5. 45-hour Broker - Real Estate Finance (Online), Moseley Real Estate Schools **(DENIED)**
6. 45-hour Broker - Real Estate Law (Online), Moseley Real Estate Schools **(DENIED)**
7. 45-hour Broker - Real Estate Property Law (Online), Moseley Real Estate Schools **(DENIED)**
8. Request for Clarification and Approval - 45-hour Broker Real Estate Contract Law approved as 45-hour Broker Real Estate Law (CRP), Moseley Real Estate Schools **(APPROVED)**

E. Twenty Pre-License Education Instructor applications were reviewed. Seventeen of these applications were approved. One applicant was approved to teach Real Estate Appraisal, but was not approved to teach Principles and Practices of Real Estate and Real Estate Finance because he did not furnish proof of expertise in these subjects. Two other applications were denied because they did not furnish proof of expertise:

1. DeAndrea M. Jones
2. Angela C. Nishnick
3. John F. Gaffney
4. Sue A. Plaskon
5. Kimberle A. Rizzo
6. Mark K. Geslock
7. Gail B. Ailor
8. Karen C. Weimer
9. Jane K. Renger
10. Debra A. George
11. Marcie S. Flournoy
12. Eileen T. Casamo
13. Brian M. Brown
14. Lorraine A. Arora
15. Norman R. Jones, Jr. - Expert (Finance)
16. Nelson W. Pollard - Expert (Appraisal, Finance, P&P) - **DENIED FOR FINANCE and P&P**
17. Pamela A. Frohman - Expert (Principles & Practices) - **DENIED**
18. Dawn C. Cales - Expert (Principles & Practices) - **DENIED**
19. Pamela Encrapera - Expert (Principles & Practices)
20. Gregg F. Lacy - Expert (Principles & Practices)

F. Fifteen continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed. Fourteen of these applications were approved. One was denied because the applicant did not furnish proof of expertise:

1. **Mia A. Roberson, Anthony Robert Creed, Kenny Letner, Mitchel C. Johnson and Chuck Warren** - 56155/56157 - (Agency Law), 54007/60864 - (Business Planning), 56159/56161 - (Ethics & Standards), 56249/56246 - (Fair Housing), 60617/60618 - (Finance), 54003/60863 - (Land Use), 56152/56153 - (Offer to Purchase) 54006/60865 - (Property Valuation & Listing Process) 56150/56151 - (Real Estate Law), 54005/60862 - (Selling Process), 54004/60861 - (Technology), 57909/57910 - (Agency Law), 58570/58571 - (Broker Management & Supervision), 57890/57891 - (Business Planning), 57894/57895 - (Ethics & Standards of Conduct), 57901/57900 - (Fair Housing), 57898/57899 - (Legal Updates & Trends), 57897/57896 - (R/E Contracts), 57907/57908 - (R/E Finance), 57892/57893 (Technology), 57960/57961 - (Title Insurance)
Xtreme Agent Training, LLC
2. **Nick Feaster and Khalid H'Sain** - 61398/61399, (Causes, Symptoms, & Solutions to Common Foundation Problems), **VAR**
3. **Ellen Ailsworth** - 61602/61603 (Finance - Turning Lemons into Lemonade), **Alpha College of Real Estate**
4. **Howard Williams Jr.** - 61135/61136 (REO - Real Estate Owned - 101), **Alpha College of Real Estate**
5. **Pam O'Bryant** - 59044/59045 - ("The Element of Business Planning & Economic Model"), 59046/59047 - ("Prospecting & The Lead Generation Business Model"), 59048/59048 - ("The Budget Planning Model & The Organization Model"), 59050/59051 - ("Goal Setting & Writing the Plan"), **Top Producer Academy of Real Estate**
6. **Cecil Ray Powers, Jr., Delores S. Spraker, and Kaera Mims (Mims denied due to lack of expertise)** - 58806 - (Real Estate Contracts), 58840 - (VA Legislative Updates), 58796 - (Real Estate Agency) 58802 - (Smart Growth in VA), 58804 - (Internets Effect on VA Real Estate Transactions), 58800 - (Real Estate Fair Housing), 58842 - (Legal Ethics & Professionalism in Real Estate Law), 58792 - (Home Sales & the Economy), 58790 - (Do Not Call Rules & Regulations), 58798 - (Ethics &

Standards of Conduct), 53564 - (VA Real Estate Trends & Legal Ethics), 58844 - (VA Real Estate Law Update) 58699 - Limited Service Agency), 58846 - (VA Salesperson CE: Mandatory & Elective Topics) 53780/53781 - (Ethics & Standards of Conduct), 53748/53749 - (Fair Housing), 53772/53773 - (Finance) 53742/53743 - (Property Law), 53750/53751 - (Real Estate Technology), 53756/53757 - (Real Estate Law) 53758/53759 - (Agency Law), 53762/53763 - (Land use Issues), 53764/53765 - (Property Valuation & Listing Process), 53776/53777 - (Offers to Purchase), **Moseley Real Estate Schools**

7. **Cecil Ray Powers, Jr. and Delores S. Sprayer** - 58848 (VA Broker CE: Mandatory & Elective Topics), 58587 (Cases in Improper Listing, Leasing and Commissions), 58585 (Cases in Personal Misconduct and Proper Supervision), 58545 (Cases in Advertising and Communication), 58547 (Cases in Agency Initiation, Supervision & Management), 58549 (Cases in Improper Disclosure & Disclosure Management), 58551 (Cases in Escrow Account Management), 58553 (Cases in Improper Dealing and Financial Management), 57941 (Cases in Agent Misconduct), 58794 (Agent Supervision and Management), **Moseley Real Estate Schools, Inc.**
8. **Jo Cross** - 60120/60122 - (Land Use), 60757/60343 - (Real Estate Law), 60370/60338/60339 - (Contracts/Offer to Purchase), 60344/60345 - (Working with Sellers), 60340/60341 - (Finance), 60336/60337 - (Ethics and Standards of Conduct), 60334/60335 - (Agency), 60332/60333 - Business Planning, **Alpha College of Real Estate**
9. **Kyle Williams** - 54717 (Borrow Smart), **Kendall Todd**

G. Other Business

1. The Committee heard from Boyd Smith of the Virginia Association of Realtors Professionalism Work Group (Work Group) concerning a possible proposal to amend the real estate continuing education (CE) requirement in the Code of Virginia during the 2012 General Assembly Session. The Work Group considers the current CE requirement to be inflexible and may propose seeking to have the Code amended to give the VREB the prerogative to set some CE "Core Courses" for each year or licensure term. The remaining courses completed by the licensee would be "Elective Courses." The Work Group reviewed other states' CE requirements and pointed to the Tennessee Real Estate

Commission as an example of a state real estate board that sets CE "Core Courses."

The Work Group may seek having §§ 54.1-2105.03.A.1.c and 54.1-2105.03.A.2.b of the Code amended to include the following language: "The Board may, in its discretion, on a year-by-year basis, readjust the required hours and course topics above for the next succeeding year, including the addition of new topics deemed by the Board to be essential. Such designation or adjustment by the Board shall be made prior to September 1."

2. The Committee considered a letter requesting mandatory preventative climate change continuing education for licensees. The Committee asked staff to respond by letter stating that the Board is concerned with protecting the environment and has approved many CE courses on the subject of "Environmental issues impacting real estate."

3. The Committee discussed a number of other regulatory items it will consider at its November 17, 2010, meeting, including whether a videoconference is considered a classroom or distance learning course, whether a time limit should be set for the validity of a pre-license education course for those seeking a license, whether a proctor should be used for monitoring a student taking a pre-license education course final examination, the essential course content for a 15-hour Principles and Practices pre-license education course, and whether to set a minimum pass rate for pre-license education course final examinations.

H. There being no further business or public comment, the meeting adjourned at 5:40 p.m.