

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING MINUTES

The Real Estate Board Education Committee met on Wednesday, January 25, 2012, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Sandra Ferebee
Joseph Funkhouser, II

Board Member present: Cliff Wells

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:02 p.m.

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

- A. Two Proprietary School Applications were reviewed and approved. Mr. Funkhouser recused himself from voting on the school application for Funkhouser & Associates, Inc., t/a Funkhouser Real Estate School.
1. The Real Estate Group, LLC
t/a The Real Estate Group, Virginia Beach, VA
Contact Person: Pam Ermen
 2. Funkhouser & Associates, Inc.
t/a Funkhouser Real Estate School, Harrisonburg, VA
Contact Person: Kemper Funkhouser

- B. Seventy-two continuing education course applications were reviewed; of these courses:

Three previously-approved Continuing Education course applications submitted by approved schools were approved:

1. 63976 Virginia 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, Kaplan Real
Estate Schools
2. 64022 Insurance Consumer Protection: What Every
Agent Should Know (On-line), 4 hours Real
Estate Related, Act Web Real Estate School
3. 64050 Business Management in a Real Estate

Office (On-line), 8 hours Broker
Management, The Real Estate Academy, Inc.

Sixty-nine original applications for continuing education courses offered by approved schools were considered. Sixty-five of these course applications were approved. Four of these applications were approved with reduced hours:

1. 63916 BPOS: The Agent's Role in the Valuation Process (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
2. 63917 Online Risk Management (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
3. 63918 E-PRO Certification Program: Day 1 (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
4. 63919 E-PRO Certification Program: Day 2 (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
5. *63935 Qualification and Loan Programs to Help You Sell, 1 hour Real Estate Related, Terry Green, LLC
6. 63937 Consolidating a Business Strategy, 3 hours Real Estate Related, SIOR
7. *63938 Financing Repairs on a Purchase Loan - 203K(s), 1 hour Real Estate Related, Terry Green, LLC
8. *63940 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Carruthers Academy of Real Estate
9. *63942 Fair Housing, 3 hours Fair Housing, Carruthers Academy of Real Estate
10. 63946 IRC Section 1031 Tax Deferred Exchanges, 1 hour Real Estate Related, Investment Property Exchanges Services, Inc.
11. 63947 IRC Section 1031 Tax Deferred Exchanges, 3 hours Real Estate Related, Investment Property Exchanges Services, Inc.
12. *63961 Commercial Contracts, 3 hours Real Estate Contracts, RAR
13. *63963 Mortgage Fraud, 1 hour Real Estate Related, Fidelity National Title Insurance
14. *63965 Residential Lease/Purchase Agreement, 3 hours Real Estate Contracts, RAR
15. *63967 Legal Update, 1 hour Legal Updates, WAAR
16. *63969 Social Media Marketing for Realtors, 1 hour Real Estate Related, RAR
17. *63971 Real Forestry for Real Estate - Coffee

18. 63975 Talk, 2 hours Real Estate Related, VA Tech Virginia 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, Dearborn Financial Publishing, Inc.
19. 63977 Real Estate Finance Today, 6 hours Real Estate Related, Henderson Professional Development Seminars
20. 63978 The Accredited Staging Professional, 4 hours Real Estate Related, StagedHomes.com
21. 63979 Brokers Legal Seminar and 2012 Agency Review, 4 hours Broker Management, RAR
22. 63980 Brokers Legal Seminar and 2012 Agency Review, 4 hours Legal Updates, RAR
23. 63981 Seniors Real Estate Specialist (SRES) Designation Course (On-line), 8 hours Real Estate Related, The CE Shop, Inc.
24. 63982 Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, McKissock, LP
25. *63983 The Settlement Process - Contract Through Closing, 2 hours Real Estate Related, Provident School of Real Estate
26. *63985 Virginia Landlord Tenant Act, The Good, The Bad and the Ugly Regulations You Need to Know, 1 hour Real Estate Related, Blue Ridge Real Estate School
27. *63987 Fair Housing for Real Estate Professionals, 3 hours Fair Housing, RAR
28. *63989 It's a Price War to the Door, 7 hours Real Estate Related, VAR
29. *63991 Contract Pitfalls, 4 hours Real Estate Related, Alpha College of Real Estate
30. *63993 Financing Considerations for Condominiums, 2 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
31. *63995 FHA & VA for Realtors, 3 hours Real Estate Related, WAAR
32. 63997 SRES Designation, 7 hours Real Estate Related, GCAAR
33. *63998 Green Financing: Incentives and Opportunities, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Kirks Institute
34. *64000 Strategic Planning, 3 hours Real Estate Related, Kirks Institute
35. *64002 Mortgage after the Meltdown, 8 hours Real

- Estate Related, Moseley Flint Schools of Real Estate
36. *64004 How to Find and Screen Tenants, 2 hours Real Estate Related, Alpha College of Real Estate
 37. *64006 Understanding and Using the New NVAR Well and Septic Addendum, 1 hour Real Estate Related, MBH Settlement Group, LC
 38. *64008 Understanding the Conventional, FHA and VA Financing Addendum, 1 hour Real Estate Related, MBH Settlement Group, LC
 39. *64010 IPAD IPHONE for Real Estate Agents, 2 hours Real Estate Related, Towne Realty School of Real Estate
 40. *64012 Utilizing Facebook in Real Estate, 1 hour Real Estate Related, Towne Realty School of Real Estate
 41. *64014 Negotiating the Contract, 1 hour Real Estate Contracts, Towne Realty School of Real Estate
 42. *64016 What Technology Do I Have?, 2 hours Real Estate Related, Towne Realty School of Real Estate
 43. *64018 Housing You Can Live With: Universal Design, Accessibility & Visitability in Single Family Housing, 3 hours Real Estate Related, VAR
 44. *64020 Time to Sign - Why, When, and How to Sign the Buyer Agreement, 1 hour Real Estate Agency, VAR
 45. *64023 1031 Tax Deferred Exchanges, 2 hours Legal Updates, Old Dominion Settlements, Inc.
 46. 64026 Community Assn. MGR. & The RELO Process, 1 hour Broker Management, Old Dominion Real Estate Institute
 47. *64027 The Cloud Computing Solution: Communication Strategies for Realtors, 2 hours Real Estate Related, Central Virginia School of Real Estate
 48. 64029 Real Estate Agency, 2 hours Real Estate Agency, Central Virginia School of Real Estate
 49. 64030 Fair Housing Opens Doors, 2 hours Fair Housing, Central Virginia School of Real Estate
 50. 64031 Real Estate Law and Legal Update, 2 hours Legal Updates, Central Virginia School of Real Estate

51. *64032 Contracts and Contract Writing, 3 hours Real Estate Contracts, 1 hour Real Estate Related, Central Virginia School of Real Estate
52. *64034 Rentals: Tenant Agency, Rental Listings and the Rental Process, 4 hours Real Estate Related, MAI Institute
53. *64036 Pricing Homes, 4 hours Real Estate Related, MAI Institute
54. *64038 2012 Ethics Seminar, 3 hours Ethics and Standards of Conduct, VAR
55. *64040 Navigating the 2012 Regional Sales Contract and Virginia Jurisdictional Addendum, 1 hour Legal Updates, 2 hours Real Estate Contracts, Instit. of Continuing Education
56. *64042 Certified Investor Agent Specialist, 8 hours Real Estate Related, Alpha College of Real Estate
57. *64046 Getting a Foreclosed Property to Closing, 2 hours Real Estate Related, CBRB SRE
58. *64051 Home Protection Programs, 1 hour Real Estate Related, Towne Realty School of Real Estate
59. *64053 Escrows and Protecting Other People's Money, 3 hours Real Estate Related, NVAR
60. *64055 Residential Contracts, Addenda & Related Forms 2012, 4 hours Real Estate Related, MAI Institute
61. *64057 2012 Professional Standards Road Show, 3 hours Ethics and Standards of Conduct, and 3 hours Real Estate Related, VAR
62. 64060 Real Estate Laws You Need To Know! 2 hours Broker Management, VAR
63. *64061 Regional Contract Review, 3 hours Real Estate Contracts, CBRB SRE
64. *64063 Real Estate Contracts, 1 hour Real Estate Contracts, CBRB SRE
65. *64065 Legal Updates and Emerging Trends, 1 hour Legal Updates, CBRB SRE
66. *64074 Certified Negotiation Expert, 1 hour Real Estate Agency, and 8 hours Real Estate Related, Realtor Association of Prince William
67. 64076 For Your Eyes Only - Real Estate Brokers, 4 hours Broker Management, Montague Miller Real Estate Academy
68. *64077 The Land Contract & Related Issues, 4 hours Real Estate Related, Montague Miller Real

69. 64079 Estate Academy
Risk Management - What are a Broker's Duties, 4 hours Broker Management, Montague Miller Real Estate Academy

C. Forty-eight original applications for post license education courses offered by approved schools were considered. Forty-seven of these course applications were approved. One application was approved with reduced hours.

1. *63936 Qualification and Loan Programs to help You Sell (Finance), 1 hour Residential Real Estate Elective Topics, Terry Green, LLC
2. *63939 Financing Repairs on a Purchase Loan - 203K (Finance), 1 hour Residential Real Estate Elective Topics, Terry Green, LLC
3. *63941 Ethics and Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
4. *63943 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
5. *63962 Commercial Contracts (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
6. *63964 Mortgage Fraud (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Fidelity National Title Insurance
7. *63966 Residential Lease/Purchase Agreement (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, RAR
8. *63968 Legal Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
9. *63970 Social Media Marketing for Realtors (Technology), 1 hours Residential Real Estate Elective Topics, RAR
10. *63972 Real Forestry for Real Estate - Coffee Talk (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VA Tech
11. *63984 The Settlement Process - Contract Through Closing (Other Real Estate Related), 2 hours Residential Real Estate Related Elective Topics, Provident School of Real Estate
12. *63986 Virginia Landlord Tenant Act, The Good, The Bad and the Ugly Regulations You Need to

- Know (Tenant/Landlord Relationships), 1 hour Property Management Elective Topics, Blue Ridge Real Estate School
13. *63988 Fair Housing for Real Estate Professionals (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, RAR
14. *63990 It's a Price War to the Door (Property Valuation/Listing Process), 7 hours Residential Real Estate Related Elective Topics, VAR
15. *63992 Contract Pitfalls (Selling Process), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
16. *63994 Financing Considerations for Condominiums (Finance), 2 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
17. *63996 FHA & VA for Realtors (Finance), 3 hours Residential Real Estate Elective Topics, WAAR
18. *63999 Green Financing: Incentives and Opportunities (Listing Property; Leasing Property; Current Industry Issues and Trends), 3 hours Commercial Real Estate Mandatory Topics, Kirks Institute
19. *64001 Strategic Planning (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
20. *64003 Mortgage after the Meltdown (Other Real Estate Related), 8 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate
21. *64005 How to Find and Screen Tenants (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
22. *64007 Understanding and Using the New NVAR Well and Septic Addendum (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
23. *64009 Understanding the Conventional, FHA and VA Financing Addendum (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
24. *64011 iPad iPhone for Real Estate Agents (Technology), 2 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate

25. *64013 Utilizing Facebook in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
26. *64015 Negotiating the Contract (Selling Process), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
27. *64017 What Technology Do I Have? (Technology), 2 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
28. *64019 Housing You Can Live With: Universal Design, Accessibility & Visitability in Single Family Housing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
29. *64021 Time to Sign - Why, When, and How to Sign the Buyer Agreement (Selling Process), 1 hour Residential Real Estate Elective Topics, VAR
30. *64024 1031 Tax Deferred Exchanges (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Old Dominion Settlements, Inc.
31. *64028 The Cloud Computing Solution: Communication Strategies for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
32. *64033 Contracts and Contract Writing (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
33. *64035 Rentals: Tenant Agency, Rental Listings and the Rental Process (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MAI Institute
34. *64037 Pricing Homes (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MAI Institute
35. *64039 2012 Ethics Seminar (Ethics and Standards of Conducts), 3 hours Residential Real Estate Mandatory Topics, VAR
36. *64041 Navigating the 2012 Regional Sales Contract and Virginia Jurisdictional Addendum (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Institute of Continuing Education
37. *64043 Certified Investor Agent Specialist (Other

- Real Estate Related), 13 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
38. *64047 Getting a Foreclosed Property to Closing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
39. *64052 Home Protection Programs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
40. *64054 Escrows and Protecting Other People's Money (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
41. *64056 Residential Contracts, Addenda & Related Forms 2012 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MAI Institute
42. *64058 2012 Professional Standards Road Show (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, VAR
43. 64059 2012 Professional Standards Road Show (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
44. *64062 Regional Contract Review (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
45. *64064 Real Estate Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE
46. *64066 Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE
47. *64075 Certified Negotiation Expert (Other Real Estate Related), 15 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
48. *64078 The Land Contract & Related Issues (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy

D. One original Residential Standard Agency Continuing Education course application was reviewed and approved. This course will not receive official Board approval and a course number will

not be issued to the education provider until DPOR Information Systems modifies the Real Estate Board's Education database to allow for this. Testing to modify the Board's database to allow for official Board approval of Residential Standard Agency courses is ongoing:

1. Residential Standard Agency, 3 hours, Institute of Continuing Education, LC.

E. Seven Pre-License Education Instructor applications were reviewed and approved:

1. Lyra Lola Stroud
2. Helene Roemer Ivey - **expert (Principles)**
3. Tae Eun Comstock
4. Mary Sue Roeser - **expert (Principles)**
5. Sandra Yvette Stewart - **expert (Principles)**
6. Edary A. Cienfuegos
7. Harold John Schmidt

F. Twelve Additional Continuing/Post License Education Instructor applications were reviewed and approved:

1. **Adriene Pessel** - 57696 (Ethics for New Agents) 57668 (Real Estate Law), 57670 (Agency Law), 57672 (Fair Housing), 57713 (Real Estate Ethics: Following the NAR and Understanding Contracts), 57712 (VA Agency Law, the Fair Housing Law, Legal Updates and Emerging Trends), **New Millennium University**
2. **Richard E. Hagerty, Alexander M. Laughlin, Richard M. Pollack, Robert K. Richardson and Martin Yeager** - 61519 (Virginia Foreclosures and Workouts), **NBI**
3. **Lizbeth T. Hayes** - 60929/60930 (The Virginia Fair Housing Law - The Right Way to Housing, **DPOR Virginia Fair Housing Office**
4. **Jay DeBoer, Blake Hegeman, Matthew Rathbun, Ann Palmateer, Donna Procise, Philip Hearl** - (VA Residential Standard Agency), **VAR**
5. **Julie Nelson** - 62530/62531 (Taxes for the Independent Contractor), **MBH Settlement, L.C.**
6. **Thomas M. Wiltshire, R. Robert Rushe, Ronald Lazarus, Jay N. Eskovitz,** - 63794/63795 (2012 Regional Sales Contract), 63460/63461 (Contract for Deed), 63780/63781 (What You need to know about Limited Liability Companies), 63778/63778 (Surveys, Plats & Legal Descriptions), 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing) **John F. Pitrelli** - 63780/63781 (What You need to know about Limited Liability Companies), 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing)

- Stephanie Rohrer Mahevich** - 63778/63778 (Surveys, Plats & Legal Descriptions), 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing)
- Sonia R. Settle** - 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing)
- Cynthia C. Beattie** - 63743/63744 (Settlements Issues & Protocol's Keys to a Successful Closing), **Key Title**
7. **Donna Kamm** - 63819/63820 (2012 Regional Sales Contract & VA Jurisdictional Addendum Summary of Changes), 62538/62539 (A Mock Settlement), 62679/62680 (Agency Law Demystified), 63817 (Agent Duties & Disclosures), 59617/59618 (An Introduction to Short Sale and the Short Sale Addendum) 57203/57204 (Bankruptcy and Foreclosure) 62673/62674 (Closing Real Estate Sales in Virginia) 63821/63822 (Congratulations - You Got the Listing!) 60553/60554 (Contracts with Escalators - An Elevator to the Top Sales Price), 62597/62598 (Death, Divorce, & Bankruptcy - The Ins and Outs of these Unconventional Transactions) 59439/59440 (Earnest Money Deposits) 62945/62946 (Effective Real Estate Contracts in Northern Virginia), 62821/62822 (Ethics for Real Estate Agents), 62819/62820 (Fair Housing Law) 63818 (Fair Housing - CE only), 62817/62818 (Foreclosure, REOs and Short Sales), 57585/57586 (Foreclosures, REOs and Short Sales - A Primer), 57239/57240 (Foreign Buyers and Sellers) 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract w/ Selected Items from VJA) 57266/57267 (Home Inspections), 63370/63371 (Legal Updates and Emerging Trends), 56585/60075 (Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the Virginia Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract-What's Working & What's Not) 57921/57922 (New Forms for 2008 for Your Northern VA Real Estate Practice), 57919/57920 (NVAR's 2007 Listing Agreement), 57923/57924 (NVAR's 2008 Contingencies/Clauses Addendum to Sales Contract) 62530/62531 (Taxes for the Independent Contractor) 59437/59438 (The Final RESPA Rule), 57497/57498 (The New Virginia Residential Property Disclosure Statement), 57499/57500 (The Newest Appraisal and Financing Contingencies), 62696/62697 (Title Insurance and Surveys), 56593/56594 (Title Insurance: What is it? Why Get It?), 62815/62816 (Transactions Involving FHA/VA Financing)

62813/62814 (Unconventional Transactions),
62607/62608 (Understanding Deed and Tenancy-
Effectively Transferring Title to Real Property)
56166/56167 (Understanding Your Upcoming Virginia
Transaction), 57201/57202 (What is Delivery?)
62811/62812 (Why Didn't My Short Sale Close),
62809/62810 (Willis, Estates, and Title Issues
(pending) Residential Standard Agency, **MBH
Settlement, L.C.**

8. **Carolyn Ann Boaz, Mark Kevin Geslock, and Ann Marie Powers-Koch** - 58806 (Real Estate Contract), 58840 (Virginia Legislative Updates) 58796 (Real Estate Agency), 58802 (Smart Growth in Virginia), 58804 (Internet's Effect on Virginia Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics and Professionalism in Real Estate Law), 58792 (Home Sales and the Economy) 58790 (Do Not Call Rules and Regulations), 58798 (Ethics and Standards of Conduct), 58844 (Virginia Real Estate Law Update), 58699 (Limited Service Agency), 58846 (Virginia Salesperson CE: Mandatory and Elective Topics), 62734/62735 (Ethics and Standards of Conduct), 62736/62737 (Fair Housing) 62750/62751 (Finance), 62744/62745 (Property Law) 62742/62743 (Real Estate Technology), 62740/62741 (Real Estate Law), 62732/62733 (Agency Law) 62748/62749 (Land Use Issues), 62746/62747 (Property Valuation & Listing Process), 62738/62739 (Offers to Purchase) 58848 (Virginia Broker CE: Mandatory and Elective Topics), 58587 (Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions) 58585 (Agent Supervision and Management: Cases Personal Misconduct and Proper Supervision) 58545 (Agent Supervision and Management: Cases in Advertising and Communication) 58547 (Agent Supervision and Management: Cases in Agency Initiation, Supervision and Management), 58549 (Agent Supervision and Management: Cases in Improper Disclosures and Disclosures Management), 58551 - (Agent Supervision and Management: Cases in Escrow Account Management) 58553 (Agent Supervision and Management: Cases in Improper Dealing and Financial Management) 57941 (Agent Supervision and Management: Cases in Agent Misconduct), 58794 (Agent Supervision and Management, **Moseley Real Estate Schools**
9. **Jerry Boutcher** - 63745/63746 (Highlights of the New

- Regional Sales Contract), 63885/63886 (Title Insurance: A Primer), 62698/62699 (Short Sales & REO's), **VESTA Settlements**
10. **Dave Slack, Joe Lehnen, and Jesse Crawford** - 62961/62959 (Real Forestry for Real Estate Part 1), 62960/62962 (Real Forestry for Real Estate Part 2), 63398/63399 (Real Forestry for Real Estate - 8 hours), **VA Tech**
 11. **Jeff Payne** - 63310/63311 - Blogging Made Easy, **Cindy Bishop Worldwide**
 12. **Bill Burkart** - 63901/63902 (The New Regional Sales Contract), **CBRB SRE**

G. Other Business

1. The Committee discussed whether to grant broker pre-license education credit to broker licensees in the states of New York and Illinois who apply for a Virginia broker license by reciprocity. The Committee determined the 45 hours of broker pre-license education completed by reciprocal applicants from New York is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept the 45 hours of broker pre-license education completed by broker license reciprocal applicants from New York toward the Board's 180 classroom-hour broker pre-license education requirement. Broker license reciprocal applicants from New York must make up the difference in hours by completing a Board-approved 45-hour Real Estate Brokerage pre-license education course and two other Board-approved 45-hour Broker Pre-license education courses.

The Committee determined the broker pre-license education completed by reciprocal applicants from Illinois needs further study and advised staff to look into this and revisit this matter at the March 14, 2012, Education Committee meeting. The Committee determined the 120 hours of broker pre-license education completed by Illinois Broker Riyka Kompel is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept the 120 hours of broker pre-license education completed by Kompel toward the Board's 180 classroom-hour broker pre-license education requirement. Kompel must make up the difference in hours by completing a Board-approved 45-hour Real Estate Brokerage pre-license education course and one other Board-approved 45-hour Broker Pre-license education course.

2. Mr. Funkhouser summarized the January 18, 2012, Real Estate Board Advisory Council Report which will be considered by the Board at its January 26, 2012, meeting. The Committee agreed with the substance of the Advisory Council Report but will suggest the Board make a few minor language changes to the Report.

H. Public Comment

1. Lili Paulk of the Virginia Association of Realtors (VAR) asked when VAR could expect a Course Approval Number for its Residential Standard Agency (RSA) course that was approved by the Board on November 17, 2011. Deana Wilson of Alpha College of Real Estate also wanted to know when Alpha could expect an RSA Course Approval Number. Kevin Hoeft informed them that their RSA courses will not receive official Board approval and a course number will not be issued to education providers until DPOR Information Systems modifies the Real Estate Board's Education database to allow for this. The schools are not authorized to offer RSA courses until they receive course approval numbers from the Board. Testing to modify the Board's database to allow for official Board approval of Residential Standard Agency courses is ongoing. Ms. Paulk said VAR has scheduled an RSA course in the first week of February and Ms. Wilson said Alpha has an RSA course scheduled for this Friday. The Committee will bring this matter to the Board's attention at its meeting tomorrow.
2. Deana Wilson requested that the January 18, 2012, Advisory Council Meeting Minutes be amended to reflect "Contract Writing" instead of "Contract Law" in the "Public Comment" section.
3. Deana Wilson asked if the Board has determined when the new Post License Education Curriculum will go into effect. Kevin Hoeft stated that Board staff's preliminary discussion with DPOR Information Systems staff indicated that July 1, 2013, may be the best start date for the new Post License Education Curriculum. However, no firm date has been set.

There being no further business or public comment, the meeting adjourned at 5:00 p.m.

- * **Continuing Education and Post License Education Course Companion Applications**