

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

May 6, 2015, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - A. Pre-license Education Course Providers' New Requirement to Send Electronic Photographs of Exam Candidates to PSI Exams
- IV. Continuing Education Course Applications
 - A. Previously-approved Continuing Education Course Applications, Approved Schools (**Review for Instructor Only - Attachment 2**):
 - 1. 20159 Virginia Mandatory Broker and Agent Supervision (On-line), 8 hours Broker Management, Academy of Real Estate (**William B. Frost**)
 - 2. 20186 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Vesta Settlements, LLC (**Keith Barrett and Sean Everhart**)
 - 3. 20206 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate (**Morris A Mills**)
 - 4. 20207 Foreclosures, Short Sales, REO's and Auctions (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate (**Morris A Mills**)
 - 5. 20208 Real Estate Taxes: What Every Agent Should Know (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate (**Morris A Mills**)
 - 6. 20209 Real Estate Finance Today (Online), 4 hours Real Estate Related, Mo Mills Institute of Real Estate, (**Morris A Mills**)
 - 7. 20210 Red Flags Property Inspection Guide (On-

- line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
8. 20211 Risk Management (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
 9. 20212 Everyday Ethics in Real Estate (On-line), 4 hours Ethics & Standards of Conduct, Mo Mills Institute of Real Estate **(Morris A Mills)**
 10. 20213 Understanding 1031 Tax Free Exchanges (on-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
 11. 20214 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
 12. 20217 VA Mandatory Broker and Agent Supervision (On-line), 8 hours Broker Management, Mo Mills Institute of Real Estate **(Morris A Mills)**
 13. 20238 Real Estate Market Pulse (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
 14. 20239 Sustainable Housing and Building Green (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
 15. 20240 Selling HUD Homes: Increase Your Client's Options (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
 16. 20241 Truth about Mold (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A Mills)**
 17. 20256 Property Management and Managing Risk (On-line), 4 hours Real Estate Related, Mo Mills Institute of Real Estate **(Morris A. Mills)**
 18. 20257 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, Mo Mills Institute of Real Estate **(Morris A. Mills)**

B. Original Continuing Education course applications,
Approved schools:

1. 20149 2015 Ethics Seminar, 3 hours Ethics and Standards of Conduct, VAR
2. 20164 Foreign Investment in U.S. Real Estate (CRP), 4 hours Real Estate Related, McKissock, LLC
3. 20165 Residential Property Management Essentials (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
4. 20169 Sticks and Bricks, 2 hours Real Estate Related, RAR
5. 20177 Virginia 8-Hour 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, Dearborn Financial Publishing, Inc.
6. 20179 Overview of the TILA-RESPA Integrated Disclosures, 2 hours Legal Updates, Vesta Settlements, LLC
7. 20182 Virginia Residential Agency Law, 1 hour Real Estate Agency, Vesta Settlements, LLC
8. 20183 New-Home Construction and Buyer Representation: Professionals, Product, Process (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
9. 20184 A Day in the Life of a Buyer Agent (On-line), 3 hours Real Estate Related, McKissock, LLC
10. 20185 A Day in the Life of a Buyer Agent (CRP), 3 hours Real Estate Related, McKissock, LLC
11. 20192 The End of the Paper Trail: How to Conduct Paperless Transactions (On-line), 3 hours Real Estate Related, McKissock, LP
12. 20193 Introduction to Title Insurance, 1 hour Real Estate Related, Fidelity National Title Insurance Company
13. 20197 Ethics: Professional Practices for Virginia Real Estate Sales Licensees, 3 hours Ethics & Standards of Conduct, The Settlement Group Real Estate School
14. 20198 VA Loans, 1 hour Real Estate Related, RECA
15. 20199 Home Financing 101, 2 hours Real Estate Related, VESTA Settlements, LLC
16. 20203 Estates and Wills, 1 hour Real Estate Related, NVAR
17. 20204 Estates, Wills and Trusts, 2 hours Real Estate Related, NVAR
18. 20205 Neighbor Law, 1 hour Legal Updates, NVAR

19. 20215 Negotiating the Sales Gap, 2 hours Real Estate Related, Champion University
20. 20218 Working with Rentals, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
21. 20224 The New Loan Estimate and Closing Disclosure Explained, 2 hours Real Estate Related, Fidelity National Title Insurance Company
22. 20227 Virginia Trust, 1 hour Real Estate Related, Coldwell Banker Residential Brokerage
23. 20242 Title Insurance - Virginia History & Owner's Coverage, 1 hour Real Estate Related, Old Republic National Title Insurance Company
24. 20243 CFPB and Upcoming Changes to the Settlement Process, 2 hours Legal Updates, Coldwell Banker Residential Brokerage
25. 20244 Renovation Financing Options, 2 hours Real Estate Related, Dulles Area Real Estate School
26. 20245 Preparing Your Buyer for the Loan Process, 2 hours Real Estate Related, Dulles Area Real Estate School
27. 20247 Common Legal Hotline Q and A, 1 hour Legal Updates, VAR
28. 20250 Common Legal Hotline Q and A, 1 hour Broker Management, VAR
29. 20251 Virginia Realtors and the 2015 CFPB Rules, 1 hour Real Estate Related, Old Republic National Title Insurance Company
30. 20258 Practical Landlording, 2 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
31. 20259 What Realtors Need to Know About Appraisals, 3 hours Real Estate Related, Alpha College of Real Estate
32. 20261 Financial Analysis Tools for Commercial Real Estate, 7 hours Real Estate Related, VAR
33. 20266 CI 101: Financial Analysis for Commercial Investment Real Estate, 8 hours Real Estate Related, VAR
34. 20267 CI 102: Market Analysis for Commercial Investment Real Estate, 8 hours Real Estate Related, VAR
35. 20268 CI 103: User Decision Analysis for Commercial Investment Real Estate, 8 hours Real Estate Related, VAR

36. 20269 CI 104: Investment Analysis for Commercial Investment Real Estate, 8 hours Real Estate Related, VAR
37. 20270 Commercial Real Estate Negotiations, 7 hours Real Estate Related, VAR
38. 20271 What's Congress Up To? How Changing Federal Tax Laws Impact Your Clients and the Real Estate Professional, 2 hours Real Estate Related, VAR
39. 20272 How to Become an Effective Coach, 2 hours Broker Management, VAR
40. 20273 How to Become an Effective Coach, 2 hours Real Estate Related, VAR
41. 20274 Increasing Agent Professionalism, 2 hours Real Estate Related, VAR
42. 20275 Increasing Agent Professionalism, 2 hours Broker Management, VAR
43. 20276 Meth Labs: What You Need to Know, 1 hour Real Estate Related, RECA
44. 20277 Meth Labs: What You Need to Know, 1 hour Broker Management, RECA
45. 20278 Earnest Money Deposits, 1 hour Real Estate Contracts, MBH Settlement Group, LC
46. 20279 TRID-iculous (TILA-RESPA Integrated Disclosure), 2 hours Real Estate Related, MBH Settlement Group
47. 20280 TILA-RESPA Integrated Disclosure Rule Training (New HUD 1 Form), 1 hour Legal Updates, Alpha College of Real Estate
48. 20281 The Purchase Reverse Mortgage, 3 hours Real Estate Related, American CE Institute, LLC
49. 20287 Eminent Domain, 1 hour Ethics and Standards of Conduct, 6 hours Legal Updates, 5 hours Real Estate Related, CLE International
50. 20289 Broker Management/Agent Supervision, 8 hours Broker Management, Housing Consultants Real Estate School
51. 20290 Broker Management - Part 1, 4 hours Broker Management, RECA
52. 20291 Commercial Leasing, 2 hours Real Estate Related, NVAR

V. Post License Education Course Applications

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

1. 20188 Ethics and Standards of Conduct, 3 hours
Ethics and Standards of Conduct, Vesta
Settlements, LLC (**Keith Barrett and Sean
Everhart**)
2. 20249 Contract Writing (On-line), 6 hours
Contract Writing, Mo Mills Institute of
Real Estate (**Morris Mills**)
3. 20252 Current Industry Issues and Trends (On-
line), 2 hours Current Industry Issues and
Trends, Mo Mills Institute of Real Estate
(**Morris Mills**)
4. 20253 Real Estate Law & Board Regulations (On-
line), 8 hours Real Estate Law & Board
Regulations, Mo Mills Institute of Real
Estate (**Morris Mills**)
5. 20254 Ethics and Standards of Conduct (On-line),
3 hours Ethics and Standards of Conduct, Mo
Mills Institute of Real Estate (**Morris
Mills**)
6. 20255 Agency Law (On-line), 3 hours VA Agency
Law, Mo Mills Institute of Real Estate
(**Morris Mills**)
7. 20283 Escrow Requirements (On-line), 3 hours
Escrow Requirements, Mo Mills Institute of
Real Estate (**Morris Mills**)

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

1. 20150 2015 Ethics Seminar, 3 hours Ethics and
Standards of Conduct, VAR
2. 20170 Sticks and Bricks, 2 hours Current Industry
Issues and Trends, RAR
3. 20187 Overview of the TILA-RESPA Integrated
Disclosures, 2 hours Current Industry
Issues and Trends, Vesta Settlements, LLC
4. 20202 Estates, Wills and Trusts, 2 hours Current
Industry Issues and Trends, NVAR
5. 20216 Negotiating the Sales Gap, 2 hours Current
Industry Issues and Trends, Champion
University
6. 20222 Working with Rentals, 2 hours Current
Industry Issues and Trends, Cindy Bishop
Worldwide, LLC
7. 20246 Renovation Financing Options, 2 hours
Current Industry Issues and Trends, DAAR
8. 20248 Preparing Your Buyer for the Loan Process,
2 hours Current Industry Issues and Trends,
DAAR

9. 20260 What Realtors Need to Know About Appraisals, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate
10. 20282 What's Congress Up To? How Changing Federal Tax Laws Impact Your Clients and the Real Estate Professional, 2 hours Current Industry Issues and Trends, VAR
11. 20284 Commercial Leasing, 2 hours Current Industry Issues and Trends, NVAR
12. 20285 TRID-iculous (TILA-RESPA Integrated Disclosure), 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC

VI. Pre-License Education Instructors

1. Valarie A. Miller
2. Amy J. Stanley
3. Steve A. Dalton
4. Anthony Lutchman - **expert (Principles)**
5. Steven A. Batitto - **expert (Principles)**
6. Douglas L. Gould, Sr. - **expert (Principles)**
7. Jennifer L. Vollmer - **expert (Principles)**
8. Vicki L. Black - **expert (Principles)**
9. Laura M. Jones - **expert (Principles)**
10. John R. Johnson - **expert (Principles)**
11. Shannon T. Williams - **expert (Principles)**
12. Vicki S. Cloud - **expert (Brokerage, Finance, Law, and Principles)**
13. Jarett B. Shaffer - **expert (Appraisal, Brokerage, Finance, and Law)**

VII. Pre-License Education Courses

1. 20163 45-hour Broker Real Estate Brokerage (CRP), Peninsula Real Estate School
2. 20166 45-hour Broker Real Estate Appraisal (CRP), Peninsula Real Estate School
3. 20288 45-hour Broker Real Estate Appraisal (On-line), The Real Estate Academy, Inc.

VIII. Additional Continuing/Post License Education Instructors

1. **Cathy Englishman** - 17418/17613 (Fair Housing), 17456/17616 (Pathway to Professionalism), **RAR**
2. **Elizabeth Gatewood** - 12469/12428 (16 Hour CE - Part 1), 17418/17613 (Fair Housing), 18754/18755/18693 (Foundations of Real Estate Law - Part 1), 17762 (Anatomy of a Residential Contract), 17932 (RAR Contract Drafting Workshop), 18025/18023/18074 (Show Me the

- Money-Escrow Requirement), 18677/18656/18680 (Watch Where You Step: Realtor's Guide to Risk Management), 17764/17760 (VA Agency Law), 17456/17616 (A Pathway to Professionalism: Respect Starts Here), 17951/17948 (Tax Records/iMapp), 19806/19809 (CMA-Peak Performance Pricing), 15816/17952 (The eDeal), 17943/17945 (Instanet Solutions-Doxbox/Authentisign), **RAR**
3. **Lori O'Day** - 18919 (Real Estate Contracts), 18920 (Real Estate Agency), 18921 (Ethics & Standards of conduct), 18922 (Fair Housing, ADA & Civil Rights), 18923 (Legal Updates & Emerging Trends), 18943 (Ethics and Standards of Conduct), 19369 (Fair Housing, ADA & Civil Rights), 15336 (Short Sales), 15263 (Home Inspection), 15271 (Unconventional Transactions), 16664 (Transaction Red Flags), 15360 (Regional Sales Contract), 15351 (New Agency Law in Virginia), **Alltech Title**
 4. **John Hicks** - 19580 (Understanding the Purchase Agreement), **John Hicks School**
 5. **Jeffrey Verry** - 20104 (Closing Disclosure "New HUD 1"), **Alpha College of Real Estate**
 6. **Amy Lodes** - 18474 (Important Financing Questions Every Agent Should Ask), **Vesta Settlements, LLC**
 7. **Laura Farley** - 15614 (Agency- A Complicated Relationship), 15617 (Advertising: Promoting Your Business the Right Way), **Piedmont School of Real Estate**
 8. **Amy Trumbull** - 14033 (Agency), 16438 (Brokerage Relationships Informing the Consumer), 16436 (Buyer Agency and Disclosure Forms), 13659/18724 (Ethics and Standards of Conduct), 14056 (Contracts), 13753 (Fair Housing Practically Speaking), 13925 (Legal Updates & Emerging Trends), 15450 (Offer to Purchase -Sales Contract), 16675 (Regional Sales Contract and Objectives), 17092 (Contract Presentation & Negotiations), 18676 (Breaking Communication Barriers), 17070 (Sales Contract Addenda and Buyer's Closing Estimates), 18126 (Strategies in a Multiple Offer Market), 17084 (Working With Sellers 1), 18718 (Current Industry Issues and Trends), 18702 (Keeping the Trust - Escrow Requirements), 18728 (Contract Writing), 18749 (Risk Management), 18743 (VA Agency Law), 18300 (Fair Housing), 19181 (VA Law: Your License & The RE Board), **Long & Foster Institute of Real Estate**
 9. **David J. Oliverio, James F. Perkins, and Dave Hershman** - 19867/19877 (Close the Gap), **Cindy Bishop Worldwide**
 10. **Kathy Jones** - 20016/18463 (Ethics and Standards of Conduct), **DAAR**
 11. **Scott Mazingo** - 18647 (203-K Education for Renovation), 20031/20039 (2015 Residential Sales Contract (VA) Addenda), 19089/19097 (A Mock Settlement), 18610/19074

(Advanced Title Insurance Issues), 14353/17988 (Agency Demystified), 15509 (Agent Duties and Disclosures), 17124/20041 (Bankruptcy and Foreclosure), 18663 (Clearing Title to a Commission Check), 14351 (Closing Real Estate Sales in Virginia), 20035/20042 (Compulsory 2015 Contract Crash Course), 19851 (Congratulations You Got A Listing!), 17584 (Contracts with Escalators), 12832/19835 (Death, Divorce and Bankruptcy), 20117 (Earnest Money Deposits), 18768/18727 (Escrow Requirements), 14518/17618 (Ethics for Real Estate Agents), 14292 (Excellence in Profession), 19466/19488 (Fair Housing), 14500 (Foreclosures, REO's and Short Sales), 18665/18684 (Foreclosures, REOs and Short Sales- A Primer), 19829/19838 (HOA Restrictive Covenants & The VA Property Owners Association Act (2015 Contract), 18649 (Legal Updates and Emerging Trends), 18901/18965 (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), 17114 (Practical Guide to FIRPTA and Foreign Sellers), 18651 (Property Condition Disclosures in Sale Transactions), 19679/19669 (Real Estate Disclosure Law in VA), 20120/20137 (Real Estate Fraud), 19597/19599 (Real Estate Law), 20034/18512 (Risk Management), 18766 (Ten Helpful Legal Cases), 20116/20136 (The 2015 Loan Estimate and Closing Disclosure Statements), 19815/19836 (The New 2015 Residential Sales Contract), 18620/18640 (The Power of Exchange: 1031s), 14372/20040 (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), 20122/20141 (Unconventional Transactions), 15711 (Understanding and Using the New NVAR well and Septic Addendum), 14294 (Understanding Deeds and Tenancy), 20028/20038 (Understanding the Conventional, FHA and VA Financing Addenda 2015), 19828/19837 (Understanding the Residential Sales Contract (VA), 14504/17614 (Why Didn't My Short Sale Close), 14503 (Wills, Estates and Title Issues), **MBH Settlement Group, LC**

IX. Other Business

X. Public Comment

XI. Adjourn