

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

January 25, 2017 Meeting

I. Call to Order

II. Approval of Agenda

III. Discussion Items

A. Taking Pre-license Education courses at multiple Schools.

B. The type and number of hours in Consent and Final Orders

C. Only approving continuing education topics as outlined in 18 VAC 135-20-101 bullet 1 vs. approving additional "discretionary" topics as referenced in bullet 2 and 54.1-2105.03.1.c.

IV. Proprietary School Applications

1. 0211001190 - CMPS Institute, LLC. Alpharetta, GA
Contact Person: Julianna Nicholas

2. 0211001192 - GeeWhiz Real Estate School, LP, Austin, TX
Contact Person: Michelle Pumphrey

3. 0211001193 - First Look Realty Inc. Fairfax, VA
Contact Person: Mark Bentz

V. Continuing Education Course Applications

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

1. 0214021818 The Tiny House: Is It a Phase or Craze? On-line, 4 hours Real Estate Related, Kaplan Real Estate Schools (**F.A. Dan Daniels**)

2. 0214021922 Ethics, 3 hours Ethics and Standards of Conduct, FAAR Academy (**Athena Petersen, Kevin M. Hagan, Amy Trumbull, Ann J. Randolph, Bitsy H Davis, Bobbie C. Holman, Catherine M. Noonan, David Francis Lewis, Donna L. Greer, Donna Procise, Elizabeth M.**

Dalton, Fatima Pereira-Shepherd,
 Jeffrey W. Reynolds, Jeremy Caleb
 Johnson, Joann Kokindo, Karin E.
 Knowles, Kevin McGrath, LISA FRATE,
 Louise Y. Baker, Mary Beth Pauley,
 Nancy Dietrich Garrison
 Roger W. Smith, Ron Miscavige, Sidney
 M. Smyth, THOMAS L. HOLLOWAY, Vickie
 Breedlove, Walter Grewe III, Matthew
 Macklin White, Nicole E. Marucci,
 David B. Jackson
 Jennifer Epler McCarthy, Gina Julia
 Parello, James C. Pope
 Willard H. Saunders, Teresa M.
 Schudel, Russell B. Adams, Nina
 Bonacic-Doric, Donald W. Tomlinson,
 Kristin W. Agnoli
Rachel E. Foster, Julie Tobin Frank)

3. 0214021964 The Effect Of Divorce And Bankruptcy
 On Selling Real Estate, 1 hour Real
 Estate Related, Advanced Title and
 Settlements, LLC (**Lee Mergler**)
4. 0214021965 10 Things Every Loan Officer Wished
 Every Realtor Would Know, 1 hour Real
 Estate Related, Advanced Title and
 Settlements, LLC (**Lee Mergler**)
5. 0214021966 Title Insurance Basics, 1 hour Real
 Estate Related, Advanced Title and
 Settlements, LLC (**Lee Mergler**)

B. Original Continuing Education Course Applications,
 Approved schools:

1. 0214021775 Introduction to Commercial Real
 Estate Sales V5.0 (On-line), 4 hours
 Real Estate Related, Dearborn
 Financial Publishing, Inc. d.b.a.
 REcampus.com
2. 0214021776 Real Estate Finance Today V8.0 (On-
 line), 4 hours Real Estate Related,
 Dearborn Financial Publishing, Inc.
 d.b.a. REcampus.com
3. 0214021777 Crash Course in the Residential Sales
 Contract in Virginia, 2 hours Real
 Estate Contracts, Champion University
4. 0214021780 What is Social Media, Why Agents

- Should Use It, and How? 2 hours Real Estate Related, Kirks Institute for Advanced Real Estate Studies
5. 0214021781 CVRMLS Road Rules, 2 hours Real Estate Related, RAR (**duplicate PLE # 2**)
 6. 0214021782 Real Estate Investors and your Business (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
 7. 0214021785 Training Your Successful Team, 1 hour Real Estate Related, Capital Area Title LLC
 8. 0214021786 Ethics, 3 hours Ethics and Standards of Conduct, Kirks Institute for Advance Real Estate Studies
 9. 0214021788 FHA is the Way! 4 hours Real Estate Related, Jamie L Bailey
 10. 0214021789 Real Estate Contracts Offer to Purchase, 3 hours Real Estate Contracts, PenFed Realty, LLC
 11. 0214021790 Advertising for Property Managers, 2 hours Legal Updates, VAR
 12. 0214021791 Practicing Law vis-à-vis Performing Allowable Real Estate Functions & Standard Contract Changes, 2 hours Real Estate Contracts, Old Dominion Settlements, Inc. t/a Key Title
 13. 0214021792 What You Need to Know about Limited Liability Companies & Flood Hazard Areas and the National Flood Insurance Program, 2 hours Legal Updates, Old Dominion Settlement, Inc.
 14. 0214021793 1031 Tax Deferred Exchanges, Flood Hazard Areas & the National Flood Insurance Program, 2 hours Legal Updates, Old Dominion Settlement, Inc.
 15. 0214021799 How to Maximize an Open House, 1 hour Real Estate Related, Central Virginia School of Real Estate
 16. 0214021801 Listings by the Dozen, 3 hours Real Estate Contracts, Liz Moore University
 17. 0214021802 Who Owns, Who Signs, and How? 2 hours Real Estate Related, Liz Moore University (**duplicate CE # 30 and PLE # 8**)
 18. 0214021803 Realtor Safety Issues, 1 hour Real Estate Related, FAAR Academy
 19. 0214021806 Contracts, Purchase and Sales

- Agreements (On-line), 1 hour Real Estate Contracts, and 3 hours Real Estate Related, 360training.com, Inc.
20. 0214021807 Environmental Hazards (On-line), 4 hours Real Estate Related, 360training.com, Inc.
21. 0214021808 Leases (On-line), 4 hours Real Estate Related, 360training.com, Inc.
22. 0214021809 Real Estate Finance (On-line), 4 hours Real Estate Related, 360training.com, Inc.
23. 0214021810 Code of Ethics (On-line), 6 hours (Ethics and Standards of Conduct), 360training.com, Inc.
24. 0214021811 Liens Taxes & Foreclosures (On-line), 3 hours Real Estate Related, 360training.com, Inc.
25. 0214021816 Virginia Real Estate Brokerage Management Issues, 2 hours Real Estate Related, Kirks Institute
26. 0214021817 "Settlement Issues and Protocols, Keys to a Successful Closing" & "Flood Hazards Areas and the National Flood Insurance Program", 3 hours Legal Updates, Old Dominion Settlements, Inc. t/a Key Title
27. 0214021821 2017 Ethics Seminar, 3 hours Ethics and Standards of Conduct, VAR **(duplicate PLE # 3)**
28. 0214021823 VHDA Real Estate Professional Training, 2 hours Real Estate Related, VAR **(duplicate PLE # 4)**
29. 0214021825 Agency: A Complicated Relationship, 2 hours Real Estate Agency, VAR **(duplicate PLE # 5)**
30. 0214021827 Who Owns, Who Signs, and How? 2 hours Real Estate Contracts, Liz Moore University **(duplicate CE #17 and PLE #8)**
31. 0214021828 Required Residential Real Estate Disclosures, 2 hours Broker Management, RAR **(duplicate CE # 32 and PLE # 6)**
32. 0214021829 Required Residential Real Estate Disclosures, 1 hour Real Estate Agency, and 1 hour Real Estate Related, RAR **(duplicate CE # 31 and PLE # 6)**
33. 0214021832 Understanding Credit Reports, 2 hours

- Broker Management, Cindy Bishop
Worldwide (**duplicate CE # 34 and PLE # 7**)
34. 0214021833 Understanding Credit Reports, 2 hours
Real Estate Related, Cindy Bishop
Worldwide (**duplicate CE # 33 and PLE # 7**)
35. 0214021842 Fair Housing, 2 hours Fair Housing,
VESTA Settlements, LLC (**duplicate PLE # 10**)
36. 0214021843 REIN Standard Purchase Agreement, 3
hours Broker Management, WAAR
(**duplicate CE # 37 and PLE # 9**)
37. 0214021844 REIN Standard Purchase Agreement, 3
hours Real Estate Contracts,
WAAR(**duplicate CE # 36 and PLE # 9**)
38. 0214021846 Title Insurance - A Primer, 1 hour
Real Estate Related, VESTA Settlement,
LLC
39. 0214021849 What Lies Beneath? Digging Up the
Facts about Underground Oil Tanks, 1
hour Real Estate Related, RAR
40. 0214021850 What Lies Beneath: The Facts of
Underground Storage Tanks, 2 hours
Real Estate Related, RAR (**duplicate
PLE # 11**)
41. 0214021852 CRS 122 Building A Team to Grow Your
Business, 4 hours Real Estate Related,
and 4 hours Broker Management, Council
of Residential Specialist
42. 0214021853 Understanding Septic Systems & Wells
for Real Estate Professionals, 2 hours
Real Estate Related, DAAR
43. 0214021854 Business Planning - It's All in the
Plan, 1 hour Real Estate Related,
CVSRE
44. 0214021856 Listings-An Overview, 1 hour Real
Estate Related, CVSRE
45. 0214021857 ARMed and NOT Dangerous, 2 hours Real
Estate Related, DAAR (**duplicate PLE #
12**)
46. 0214021859 Residential Contract Legal Basics, 2
hours Real Estate Contracts, Cindy
Bishop Worldwide, (**duplicate CE # 47
and PLE #13**)
47. 0214021861 Residential Contract Legal Basics, 2

- hours Broker Management, Cindy Bishop Worldwide, **(duplicate CE #46 and duplicate PLE #13)**
48. 0214021862 Wood Destroying Insects, 2 hours Broker Management, Cindy Bishop Worldwide **(duplicate CE #49 and PLE # 14)**
49. 0214021863 Wood Destroying Insects, 2 hours Real Estate Related, Cindy Bishop Worldwide **(duplicate CE #48 and PLE # 14)**
50. 0214021865 Risky Closing Choices, 2 hours Broker Management, Cindy Bishop Worldwide **(duplicate CE #51 and PLE # 15)**
51. 0214021866 Risky Closing Choices, 2 hours Real Estate Related, Cindy Bishop Worldwide **(duplicate CE #50 and PLE # 15)**
52. 0214021868 Professionalism in Code Enforcement, 3 hours Ethics and Standards of Conduct, RAR **(duplicate PLE #16)**
53. 0214021870 Navigating the Financing Contingency, 1 hour Real Estate Contracts, VESTA Settlements, LLC
54. 0214021871 Death, Divorce, and Bankruptcy, 2 hours Real Estate Related, VESTA Settlements, LLC
55. 0214021873 Using Advanced Technology in Inspections, 2 hours Real Estate Related, Cindy Bishop Worldwide **(duplicate CE #56 and PLE #17)**
56. 0214021874 Using Advanced Technology in Inspections, 2 hours Broker Management, Cindy Bishop Worldwide **(duplicate CE # 55 and PLE #17)**
57. 0214021876 Ethics and Standards of Practice, 3 hours Ethics and Standards of Conduct, Moseley-Dickinson Academy of Real Estate
58. 0214021878 Fair Housing, 2 hours Fair Housing, GPAAR
59. 0214021881 Understanding Septic Systems: Onsite Systems for Real Estate Professionals, 2 hours Real Estate Related, RAR **(duplicate PLE #18)**
60. 0214021883 Smart Homes, 2 hours Broker Management, FAAR Academy **(duplicate CE # 61 and PLE #19)**
61. 0214021885 Smart Homes, 2 hours Real Estate

- Related, FAAR Academy (**duplicate CE # 60 and PLE #19**)
62. 0214021896 Fair Housing, 2 hours Fair Housing, Long and Foster Institute of Real Estate (**duplicate PLE #20**)
63. 0214021898 Appraisals...Figuring the Numbers, 2 hours Broker Management, Cindy Bishop Worldwide (**duplicate CE #64 and PLE #21**)
64. 0214021899 Appraisals...Figuring the Numbers, 2 hours Real Estate Related, Cindy Bishop Worldwide (**duplicate CE #63 and duplicate PLE #21**)
65. 0214021901 Crawl Space Science, 2 hours Real Estate Related, RAR (**duplicate PLE # 22**)
66. 0214021904 Generating Buyer & Seller Leads, 8 hours Real Estate Related, DAAR
67. 0214021905 Realtor.com's Review of Housing Market Trends and Outlook for the Year Ahead, 2 hours Real Estate Related, Alpha College of Real Estate (**duplicate CE #68 and PLE #24**)
68. 0214021906 Realtor.com's Review of Housing Market Trends and Outlook for the Year Ahead, 2 hours Broker Management, Alpha College of Real Estate (**duplicate CE #67 and PLE #24**)
69. 0214021908 2017 Professional Standards Road Show, 3 hours Ethics and Standards of Conduct and 3 hours Real Estate Related, VAR
70. 0214021916 Safety, RE Disclosures, Common Violations, 4 hours Real Estate Related, RAR
71. 0214021917 Understanding Different Types of Property Insurance, 1 hour Broker Management, Alpha College of Real Estate (**duplicate CE#72**)
72. 0214021918 Understanding Different Types of Property Insurance, 1 hour Real Estate Related, Alpha College of Real Estate (**duplicate CE#71**)
73. 0214021919 6 Deadly Pricing Mistakes, 3 hours Real Estate Related, VAR (**duplicate PLE #25**)
74. 0214021921 3M-Is It Modular, Manufactured or Mobile? 1 hour Real Estate Related, FAAR Academy

75. 0214021924 The Basic of the 1031 Tax Deferred Exchange 2017, 1 hour Real Estate Related, The Institute of Continuing Education
76. 0214021926 1031 Tax Exchange Basics and Estates, 2 hours Real Estate Related, The Institute of Continuing Education, **(duplicate PLE #26)**
77. 0214021927 Til Death do us Part - Divorce and Real Estate Transactions Primer, 1 hour Real Estate Related, The Institute of Continuing Education
78. 0214021928 Anatomy of a Split Closing, 1 hour Real Estate Related, The Institute of Continuing Education
79. 0214021929 Til Death do us Part - Divorce and Real Estate Transactions Primer, 2 hours Real Estate Related, The Institute of Continuing Education **(duplicate PLE # 27)**
80. 0214021931 Know the Ins and Outs of a Good Home Inspection, 2 hours Real Estate Related, FAAR Academy **(duplicate PLE #28)**
81. 0214021933 Residential Contract Essentials, 2 hours Real Estate Contracts, Cindy Bishop Worldwide **(duplicate CE #82 and PLE #29)**
82. 0214021934 Residential Contract Essentials, 2 hours Broker Management, Cindy Bishop Worldwide **(duplicate CE #81 and PLE #29)**
83. 0214021936 NLP: Negotiate Like a Pro, 3 hours Real Estate Related, VAR **(duplicate PLE #30)**
84. 0214021938 Scams: If it Sounds Too Good To Be True, 1 hour Broker Management, VAR
85. 0214021939 2017 Professional standards Road Show, 3 hours Ethics and Standards of Conduct and 3 hours Real Estate Related, VAR
86. 0214021940 Fortify Your Firm Sensible Solutions for Identifying & Reducing Risk, 2 hours Broker Management, VAR **(duplicate PLE #31)**
87. 0214021942 Ethics for the Real Estate Professional, 1 hour Ethics and Standards of Conduct, NVAR
88. 0214021943 Contract for Deed, 2 hours Real Estate

- Contracts, Old Dominion Settlement, Inc. t/a Key Title
89. 0214021944 Understanding Basic Environmental Issues, 2 hours Real Estate Related, GCAAR
90. 0214021945 Getting from Sale to Settlement Table, 2 hours Real Estate Related, GCAAR
91. 0214021946 Pass-Throughs: The Impact of Increases in Utilities, Insurance and Real Estate Taxes on the Tenant, 3 hours Real Estate Related, GCAAR
92. 0214021947 Commercial Agency and Property Principles, 3 hours Real Estate Related, GCAAR
93. 0214021948 Introduction to Commercial Real Estate, 3 hours Real Estate Related, GCAAR
94. 0214021949 What You Don't Know About Credit Can Hurt You, 1 hour Real Estate Related, GCAAR
95. 0214021950 Material vs. Confidential Facts, 1 hour Real Estate Related, GCAAR
96. 0214021951 Trusts and Wills in Real Estate Transactions, 2 hours Real Estate Related, GCAAR
97. 0214021952 Cash Flow Planning For Real Estate Investors, 3 hours Real Estate Related, GCAAR
98. 0214021953 Cash Flow Planning For Millenials & First Time Homebuyers, 3 hours Real Estate Related, GCAAR
99. 0214021954 Mortgage and Real Estate Taxation, 3 hours Real Estate Related, GCAAR
100. 0214021955 Home Inspection, 3 hours Real Estate Related, GCAAR
101. 0214021956 NVAR Sales Contract Review, 3 hours Real Estate Related, GCAAR
102. 0214021957 Negotiating Multiple Offers, 2 hours Real Estate Related, GCAAR
103. 0214021958 Architecture Styles, Building Nomenclature and Materials, 3 hours Real Estate Related, GCAAR
104. 0214021959 Financing Issues Update, 3 hours Real Estate Related, GCAAR
105. 0214021960 Non-Conforming Financing, 3 hours Real Estate Related, GCAAR
106. 0214021961 How Tax Laws Affect the Real Estate Professional, 3 hours Real Estate Related, GCAAR

107. 0214021962 Real Estate Tax Update, 1 hour Real Estate Related, GCAAR
108. 0214021963 Contract Contingencies, 1 hour Real Estate Related, GCAAR
109. 0214021967 Agency, 3 hours Real Estate Agency, Long and Foster Institute of Real Estate **(duplicate PLE #32)**
110. 0214021969 Agency for New Licensees, 3 hours Real Estate Related, The Settlement Group Real Estate School
111. 0214021970 Risk Management for New Licensees, 3 hours Real Estate Related, The Settlement Group Real Estate School
112. 0214021971 Communication Pitfalls in Today's Real Estate World, 4 hours Broker Management, Alpha College of Real Estate
113. 0214021972 Communication Pitfalls in Today's Real Estate World, 4 hours Real Estate Related, Alpha College of Real Estate
114. 0214021973 Buyer Counseling, 3 hours Real Estate Related, TRSRE
115. 0214021974 Open Houses, 2 hours Real Estate Related, TRSRE
116. 0214021975 Business Planning, 2 hours Broker Management, TRSRE
117. 0214021976 Business Planning, 2 hours Real Estate Related, TRSRE
118. 0214021977 Financing Residential Mortgages, 1 hour Real Estate Contracts, and 2 hours Real Estate Related, TRSRE
119. 0214021978 Contract to Closing, 1 hour Real Estate Contracts, and 2 hours real Estate Related, TRSRE
120. 0214021979 Contract to Closing, 1 hour Real Estate Contracts, and 2 hours Broker Management, TRSRE
121. 0214021980 Pricing Strategies Advisor, 8 hours Real Estate Related, DAAR
122. 0214021981 Home Financing Basics- Just the Facts, 2 hours Real Estate Related, DAAR **(duplicate PLE #33)**
123. 0214021983 Green Day 1 The Resource-Efficient Home: Remodels, Retrofit, Renovations, and New-Home Construction, 7 hours Real Estate Related, CVSRE **(duplicate PLE #34)**
124. 0214021985 Green-Day 2 Representing Buyers And

Sellers: Resource-Efficient Homes, 6
hours Real Estate Related, CVSRE
(duplicate PLE #35)

125. 0214021988 Title Insurance: Five Horror Stories,
1 hour Real Estate Related, New World
Title & Escrow

C. Original Continuing Education Course Application, pending
school application:

1. 0214021794 Mortgage for Real Estate Taxation, 3
hours Real Estate Related, CMPS
Institute LLC
2. 0214021795 Cash Flow Planning for Real Estate
Investors, 3 hours Real Estate
Related, CMPS Institute LLC
3. 0214021796 Mortgage Math Camp, 3 hours Real
Estate Related, CMPS Institute LLC
4. 0214021872 Creative Real Estate Financing (On-
line), 5 hours Real Estate Related,
Gee Whiz Real Estate School
5. 0214021886 Flood Insurance Protection (On-line),
4 hours Real Estate Related, Gee Whiz
Real Estate School
6. 0214021887 HUD Home Improvement for Foundations
and Walls (On-line), 5 hours Real
Estate Related, Gee Whiz Real Estate
School
7. 0214021888 Navigating Real Estate Finance (On-
line), 2 hours Real Estate Related,
Gee Whiz Real Estate School
8. 0214021889 HUD Home Improvement for Windows,
Doors, Kitchen and Baths (On-line), 5
hours Real Estate Related, Gee Whiz
Real Estate School
9. 0214021890 Managing & Investing in Income
Properties (On-line) 6 hours Real
Estate Related, Gee Whiz Real Estate
School
10. 0214021891 Methods of Real Estate Financing (On-
line), 8 hours Real Estate Related,
Gee Whiz Real Estate School
11. 0214021892 Preparing Effective Contracts (On-
line), 2 hours Real Estate Related,
Gee Whiz Real Estate School
12. 0214021893 Real Estate Basics (On-line), 8 hours
Real Estate Related, Gee Whiz Real
Estate School

13. 0214021894 Real Estate Principles (On-line), 8 hours Real Estate Related, Gee Whiz Real Estate School
14. 0214021895 Trust Deed Investments (On-line), 3 hours Real Estate Related, Gee Whiz Real Estate School
15. 0214021909 How Real Estate Professionals Avoid Costly Mistakes (On-line), 2 hours Real Estate Related, Gee Whiz Real Estate School
16. 0214021910 Real Estate Agency Law (On-line), 1 hour Real Estate Agency, Gee Whiz Real Estate School
17. 0214021911 Real Estate Contracts (On-line), 1 hour Real Estate Contracts, Gee Whiz Real Estate School
18. 0214021912 Real Estate Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Gee Whiz Real Estate School
19. 0214021913 Real Estate Fair Housing (On-line), 2 hours Fair Housing, Gee Whiz Real Estate School
20. 0214021914 Real Estate Legal Update with Flood (On-line), 1 hour Legal Updates, Gee Whiz Real Estate School
21. 0214021915 Showing Homes Safely (On-line), 3 hours Real Estate Related, Gee Whiz Real Estate School

VI. Post License Education Course Applications

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

1. 0214021923 Ethics, 3 hours Ethics and Standards of Conduct, FAAR Academy, (**Athena Petersen, Kevin M. Hagan, Amy Trumbull, Ann J. Randolph, Bitsy H Davis, Bobbie C. Holman, Catherine M. Noonan, David Francis Lewis, Donna L. Greer, Donna Procise, Elizabeth M. Dalton, Fatima Pereira-Shepherd, Jeffrey W. Reynolds, Jeremy Caleb Johnson, Joann Kokindo, Karin E. Knowles, Kevin McGrath, LISA FRATE,**

Louise Y. Baker, Mary Beth Pauley,
 Nancy Dietrich Garrison
 Roger W. Smith, Ron Miscavige, Sidney
 M. Smyth, THOMAS L. HOLLOWAY, Vickie
 Breedlove, Walter Grewe III, Matthew
 Macklin White, Nicole E. Marucci,
 David B. Jackson
 Jennifer Epler McCarthy, Gina Julia
 Parello, James C. Pope
 Willard H. Saunders, Teresa M.
 Schudel, Russell B. Adams, Nina
 Bonacic-Doric, Donald W. Tomlinson,
 Kristin W. Agnoli
 Rachel E. Foster, Julie Tobin Frank)

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

1. 0214021783 Escrow Requirements-Staying Compliant with State Law and Regulations, 3 hours Escrow Requirements, William E Wood & Associates Real Estate Academy
2. 0214021784 CVRMLS Road Rules, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 5)**
3. 0214021822 2017 Ethics Seminar, 3 hours Ethics and Standards of Conduct, VAR **(duplicate CE # 27)**
4. 0214021824 VHDA Real Estate Professional Training, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 28)**
5. 0214021826 Agency: A Complicated Relationship, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE # 29)**
6. 0214021831 Required Residential Real Estate Disclosures, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 31 and 32)**
7. 0214021834 Understanding Credit Reports, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 33 and 34)**
8. 0214021835 Who Owns, Who Signs, and How? 2 hours Current Industry Issues and Trends, Liz Moore University **(duplicate CE # 17 and 30)**
9. 0214021845 REIN Standard Purchase Agreement, 2

- hours Current Industry Issues and Trends, WAAR (**duplicate CE # 36 & 37**)
10. 0214021847 Fair Housing, 2 hours Fair Housing, VESTA Settlements (**duplicate CE # 35**)
 11. 0214021851 What Lies Beneath: The Facts of Underground Storage Tanks, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 40**)
 12. 0214021858 ARMed and NOT Dangerous, 2 hours Current Industry Issues and Trends, DAAR (**duplicate CE # 45**)
 13. 0214021860 Residential Contract Legal Basics, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE # 46 and # 47**)
 14. 0214021864 Wood Destroying Insects, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE #48 and 49**)
 15. 0214021867 Risky Closing Choices, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE #50, and #51**)
 16. 0214021869 Professionalism in Code Enforcement, 3 hours Ethics and Standards of Conduct, RAR (**duplicate CE #52**)
 17. 0214021875 Using Advanced Technology in Inspections, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE # 55 and 56**)
 18. 0214021882 Understanding Septic Systems: Onsite Systems for Real Estate Professionals, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE #59**)
 19. 0214021884 Smart Homes, 2 hours Current Industry Issues and Trends, FAAR Academy (**duplicate CE #60 and #61**)
 20. 0214021897 Fair Housing, 2 hours Fair Housing, Long and Foster Institute of Real Estate (**duplicate CE # 62**)
 21. 0214021900 Appraisals...Figuring the Numbers, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE#63 and #64**)
 22. 0214021902 Crawl Space Science, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE #65**)
 23. 0214021903 Understanding Revised VREB Regulations

- And Reviewing Advertising/Social Media Requirements, 2 hours Current Industry Issues and Trends, RAR
24. 0214021907 Realtor.com's Review of Housing Market Trends and Outlook for the Year Ahead, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate **(duplicate CE # 67 and 68)**
25. 0214021920 6 Deadly Pricing Mistakes. 2 hours Current Industry Issues and Trends, VAR **(duplicate CE #73)**
26. 0214021925 1031 Tax Exchange Basics and Estates, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education **(duplicate CE #76)**
27. 0214021930 Til Death do us Part - Divorce and Real Estate Transactions Primer, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education **(duplicate CE #79)**
28. 0214021932 Know the Ins and Outs of a Good Home Inspection, 2 hours Current Industry Issues and Trends, FAAR Academy **(duplicate CE #80)**
29. 0214021935 Residential Contract Essentials, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE #81/82)**
30. 0214021937 NLP: Negotiate Like a Pro, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE #83)**
31. 0214021941 Fortify Your Firm: Sensible Solutions for Identifying & Reducing Risk, 2 hours Current Industry Issues and Trends, VAR **(duplicate CE #86)**
32. 0214021968 Agency, 3 hours Virginia Agency Law, Long and Foster Institute of Real Estate **(duplicate CE #109)**
33. 0214021982 Home Financing Basics-Just the Facts, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE #122)**
34. 0214021986 Green Day 1: The Resource-Efficient Home: Remodels, Retrofit, Renovations, and New-Home Construction, 2 hours Current Industry Issues and Trends, CVSRE **(duplicate CE #123)**
35. 0214021987 Green Day 2: Representing Buyers and

Sellers-Resource-Efficient Homes, 2
hours Current Industry Issues and
Trends, CVSRE (**duplicate CE#124**)

VII. Pre-License Education Instructors

1. 0230001391 - Douglas Thornton Wood - **waiver**
(Principles, Appraisal, Finance, Brokerage, Law)-
Request for Reconsideration
2. 0230001395 - Ronald Wayne Burnham - **waiver**
(Principles)
3. 0230001374 - Earl L. Martin Jr. - **waiver and**
Professional Designation (Principles)
4. 0230001403 - Daphne Melillo - **Education and**
Experience (Principles)
5. 0230001414 - Jay Scott Mitchell - **Education,**
Professional Designation (Principles, Real Estate
Appraisal, Real Estate Finance, Real Estate
Brokerage, Real Estate Law)
6. 0230001415 - Athena Petersen - **Education and**
Experience (Principles)
7. 0230001418 - Irene M. DeLeon - **Experience and**
Professional Designation (Principles)
8. 0230001420 - Mark S. Bentz - **Education and Teaching**
Credentials (Principles)
9. 0230001421 - Michael Reiley Guthrie - **Education and**
Experience (Principles)
10. 0230001423 - LaTonya Marie Billups - **waiver**
(Principles)
11. 0230001045 - Tara Furges Houston - **Experience and**
Teaching Credentials (Appraisal, Finance, Brokerage,
Law)
12. 0230001424 - Kimberly Ann Neff - **Experience and**
Professional Designation (Appraisal, Finance,
Brokerage, Law)
13. 0230001431 - Amy Renee McCarthy - **waiver** (Principles)
14. 0230001432 - Judy Savage Jones - **Experience and**
Professional Designation (Principles, Appraisal,
Finance, Brokerage, and Law)

VIII. Pre-License Education Courses

1. 0214021787 15 hours Salesperson Principles and
Practices of Real Estate
(Correspondence), Elite School of Real
Estate
2. 0214021855 60 hours Salesperson Principles and
Practices of Real Estate (On-line),

- 3. 0214021880 Advanced School of Real Estate
45 hours Broker Property Management
(Classroom), RAR
- 4. 0214021989 60 hours Salesperson Principles and
Practices of Real Estate (Classroom),
Cornerstone Real Estate School
- 5. 0214021990 60 hours Salesperson Principles and
Practices of Real Estate (Classroom),
First Look Realty Inc. (0211001193)
School is pending Board approval

IX. Additional Continuing/Post License Education Instructors

- 1. **Steven E. Sacks**
0214020732 - Judgments, Bankruptcy, with Flood
Supplement, **Old Dominion Settlements, Inc.**
- 2. **Richard T. Liuzzi**
0214019884 - The Deed: A Primer
0214019885 - The Real Estate Contract: A Primer
Stewart Title and Escrow, Inc.
- 3. **Pat Legault, Kevin McNulty, Brian Perkinson, Shane
Bernette**
0214020169/0214020170 - Sticks and Bricks
RAR
- 4. **Barbara Straughan**
0214021324/0214021332 - RI 501: Agency In Virginia
0214021334 - RI 503: Business Planning
0214021326/0214021320 - RI 504: Working with Buyers
0214021335 - RI 505: Working with Sellers
0214021327/0214021336/0214021337 - RI 506: Risk
Management
0214021328/0214021338/0214021339 - RI 507: Ethics and
Professional Responsibility, **VAR**
- 5. **Ann Johnston**
0214021324/0214021332 - RI 501: Agency In Virginia
0214021325/0214021333 - RI 502: Sales Contracts
0214021327/0214021336/0214021337 - RI 506: Risk
Management
0214021328/0214021338/0214021339 - RI 507: Ethics and
Professional Responsibility
0214021329/0214021340 - RI 508: Virginia Law and
Regulations, **VAR**
- 6. **C. Reginald Copeland**
0214021324/0214021332 - RI 501: Agency In Virginia
0214021325/0214021333 - RI 502: Sales Contracts
0214021334 - RI 503: Business Planning
0214021326/0214021320 - RI 504: Working with Buyers
0214021335 - RI 505: Working with Sellers

- 0214021327/0214021336/0214021337 - RI 506: Risk Management
- 0214021328/0214021338/0214021339 - RI 507: Ethics and Professional Responsibility
- 0214021329/0214021340 - RI 508: Virginia Law and Regulations, **VAR**
7. **Kevin M. Hagan**
- 0214020782 - Legal Updates - with flood content
- 0214020772 - Ethics and Standard of Conduct
- 0214020781 - Fair Housing
- 0214020553 - Contracts
- 0214020753 - Agency
- 0214018676 - Breaking Communication Barriers
- 0214018675 - Business Planning
- 0214019607 - HOA: How They Work and What You Need to Know
- 0214020146 - Appraisals Policies & Practices, **Long and Foster Institute of Real Estate**
8. **Heidi Marine**
- 0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy
- 0214014606 - Legal Descriptions and Surveys
- 0214019336 - What Is Title Insurance
- 0214020224 - The New Loan Estimate and Closing Disclosure Explained, **Fidelity National Title Insurance Company**
9. **Aladdin A. Al Katheri**
- 0214020394/0214019624 - Commercial Real Estate Overview, **Cindy Bishop Worldwide, LLC**
10. **Robin LeBaron, William "Casey" Murphy, Leah Stetter**
- 0214019318 - Energy Efficiency in Existing Homes, **CVSRE**
11. **Larry Anderson, Gary Duda, Michael Guthrie, Barbara McMurry, Donna Patton, Amy Trumbull and Patricia Widhalm**
- 0214021612 - Real Estate Law & VREB Regulations, **CVSRE**
12. **Tim Vohar, Lynn Grimsley, Sheila Dann and Sharon Russell**
- 0214019108 - Ethics & Standards of Conduct
- 0214017177 - The Code Is Good Business
- Peninsula Real Estate School**
13. **Nancy Pav**
- 0214018992 - Risk Management (Broker Management)
- 0214019162 / 0214020608 - Risk Management (PLE/CE)
- 0214018464 / 0214020617 - Agency (PLE/CE)
- DAAR**
14. **Heidi Marine and Jennifer T. Wexton**

- 0214020621/0214020628 - 2015 - A Year of Change and Growth
- 0214020992/0214021009 - Successful Settlement and Title Insurance
- 0214021126/0214021112 - Home Inspection 2016
- 0214021292/0214021302 - Deconstructing the New Home Contract
- 0214021293/0214021303 - Distressed Properties: Short Sales, Foreclosures and Bank Owned Properties
- 0214019464 - A Title's Life after Death 0214019464
- Institute Of Continuing Education, LC**
15. **Omni Casey**
- 0214018992 - Broker Risk Management
- 0214018889 - Broker Supervision & Escrow Management
- DAAR**
16. **Andrew Dipaola, Richard Liuzzi and Omni Casey**
- 0214020029/0214018990 - Real Estate Law, Legal Updates and Emerging Trends/Re Law
- 0214020015/0214018947 - Fair Housing/Fair Housing
- 0214020014/0214018946 - Re Contracts/Contracts
- 0214020013/0214018464 - Agency
- 0214020608/0214019162 - Risk Management
- 0214020618/0214018989 - Escrow Management
- DAAR**
17. **Barbara Rhodes**
- 0214019466/0214019488 - FAIR HOUSING
- 0214020801 - EXCELLENCE IN PROFESSION
- 0214014518/0214017618 - ETHICS FOR REAL ESTATE AGENTS
- 0214018768/0214018727 - ESCROW REQUIREMENTS
- 0214020278 - EARNEST MONEY DEPOSITS
- 0214020798/0214020827 - DEATH, DIVORCE AND BANKRUPTCY
- 0214020803/0214020824 - CONTRACTS WITH ESCALATORS
- 0214021197 - CONGRATULATIONS YOU GOT A LISTING!
- 0214020035/0214020042 - COMPULSORY 2015 CONTRACT CRASH COURSE
- 0214014351 - CLOSING REAL ESTATE SALES IN VIRGINIA
- 0214018663 - CLEARING TITLE TO A COMMISSION CHECK
- 0214017124/0214020041 - BANKRUPTCY AND FORECLOSURE
- 0214015509 - AGENT DUTIES AND DISCLOSURES
- 0214014353/0214017988 - AGENCY DEMYSTIFIED
- 0214020797/0214020826 - ADVANCED TITLE INSURANCE ISSUES
- 0214019089/0214019097 - A MOCK SETTLEMENT
- 0214020031/02140200392015 - RESIDENTIAL SALES CONTRACT (VA) ADDENDA
- 0214018647 - 203(k) EDUCATION FOR RENOVATION
- MBH SETTLEMENT GROUP L C**
18. **Barbara Rhodes**

0214014503 - Wills, Estates and Title Issues
 0214014504/0214017614 - Why Didn't My Short Sale
 Close
 0214021199/0214021208 - Virginia Real Estate Law and
 Board Regulations
 0214020627/0214020629 - Understanding the Residential
 Sales Contract
 0214020028/0214020038 - Understanding the
 Conventional, FHA and VA Financing Addenda 2015
 0214014294 - Understanding Deeds and Tenancy
 0214015711 - Understanding and Using the New NVAR
 Well and Septic Addendum
 0214020648/0214020649 - TRID-ICULOUS (TILA-RESPA
 INTEGRATED DISCLOSURE)
 0214020805 - Transactions Involving FHA and VA
 Financing
 0214018653 - Transactional Red Flags-Authority To
 Sell
 0214020622 - To Survey or Not To Survey
 0214014372/0214020040 - Title Insurance and Surveys
 0214018620/0214018640 - The Power of Exchange: 1031s
 0214019815/0214019836 - The New 2015 Residential
 Sales Contract
 0214020116/0214020136 - The 2015 Loan Estimate and
 Closing Disclosure Statements
 0214018766 - Ten Helpful Legal Cases
 0214020034/0214018512 - Risk Management
 0214019597/0214019599 - Real Estate Law

0214020120/0214020137 - Real Estate Fraud
 0214019679/0214019669 - Real Estate Disclosure Law in
 VA
 0214018651 - Property Condition Disclosures in Sale
 Transactions
 0214021192 - Practical Guide to FIRTPA and Foreign
 Sellers
 0214015819 - Mold and Defective Chinese Drywall
 0214018606/0214019094 - Lien on Me
 0214021189/0214021210 - Let's Inspect This A Little
 More Closely
 0214020802 - Legal Updates and Emerging Trends with
 Flood Content
 0214019829/02140219838 - HOA Restrictive Covenants &
 The VA Property Owners Association Act (2015
 Contract)
 0214021195/0214021209 - General Escrow
 0214014500 - Foreclosures, REOS and Short Sales
 0214018665/0214018684 - Foreclosures, REOS and Short
 Sales - Primer, **MBH SETTLEMENT GROUP L C**

19. **Dan Withers**

0214019089/0214019097 - Mock Settlement
0214020797/0214020826 - Advanced Title Insurance
Issues
0214014353/0214017988 - Agency Demystified
0214015509 - Agent Duties And Disclosures
0214017124/0214020041 - Bankruptcy And Foreclosure
0214018663 - Clearing Title To A Commission Check
0214014351 - Closing Real Estate Sales In Virginia
0214020035/0214018715 - Compulsory 2015 Contract
Crash Course
0214021197 - Congratulations You Got A Listing!
0214020803/0214020824 - Contracts With Escalators
0214020798/0214020827 - Death, Divorce And Bankruptcy
0214020278 - Earnest Money Deposits
0214018768/0214018727 - Escrow Requirements
0214014518/0214017618 - Ethics For Real Estate Agents
0214020801 - Excellence In Profession
0214019466/0214019488 - Fair Housing
0214014500 - Foreclosures, REOS and Short Sales
0214018665/0214018684 - Foreclosures, REOS and Short
Sales - A Primer
0214021195/0214021209 - General Escrow
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0214015819 - Mold And Defective Chinese Drywall
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0214020120/0214020137 - Real Estate Fraud
0214019597/0214019599 - Real Estate Law
0214020034/0214018512 - Risk Management
0214018766 - Ten Helpful Legal Cases
0214020116/0214020136 - The 2015 Loan Estimate And
Closing Disclosure Statements
0214019815/0214019836 - The New 2015 Residential
Sales Contract
0214018620/0214018640 - The Power Of Exchange: 1031s
0214014372/0214020040 - Title Insurance And Surveys
0214020622 - To Survey Or Not To Survey

0214018653 - Transactional Red Flags-Authority To Sell
 0214020805 - Transactions Involving FHA and VA Financing
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 0214020627/0214020629 - Understanding The Residential Sales Contract (VA)
 0214021199/0214021208 - Virginia Real Estate Law And Board Regulations
 0214014504/0214017614 - Why Didn't My Short Sale Close
 0214014503 - Wills, Estates And Title Issues
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20. **Jennifer Lee**

0214019089/0214019097 - Mock Settlement
 0214020797/0214020826 - Advanced Title Insurance Issues
 0214014353/0214017988 - Agency Demystified
 0214015509 - Agent Duties And Disclosures
 0214017124/0214020041 - Bankruptcy And Foreclosure
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 0214021195/0214021209 - General Escrow
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0214014503 - Wills, Estates And Title Issues
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X. Other Business

XI. Adjourn