

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

November 17, 2010 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Simon & Associates, Inc. Blacksburg, VA
Contact Person: Bob Marrs
2. Virginia Continuing Legal Education, Charlottesville, VA
Contact Person: Nancy Kern
3. Community Associations Institute, Alexandria, VA
Contact Person: Jacob B. Gold

IV. Continuing Education Course Applications

A. Previously-approved Continuing Education course applications, approved school:

1. 62055 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, New Millennium University
2. 62068 Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, NRVAR
3. 62130 Tax Free Exchanges (On-line), 4 hours Real Estate Related, NRVAR
4. 62131 Consensual Dual Agency (On-line), 4 hours Real Estate Related, NRVAR
5. 62132 Real Estate Math (On-line), 4 hours Real Estate Related, NRVAR

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6. 62133 Methods of Residential Finance (On-line), 8 hours Real Estate Related, NRVAR
7. 62134 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, NRVAR
8. 62135 Basic Real Estate Finance (On-line), 8

- 9. 62136 hours Real Estate Related, NRVAR
Pricing Property to Sell (On-line), 8 hours Real Estate Related, NRVAR
- 10. 62137 Business Management in a Real Estate Office, (On-line), 8 hours Broker Management, NRVAR
- 11. 62138 Ethics in Real Estate (On-line), 3 hours Ethics and Standards of Conduct, NRVAR
- 12. *62139 Limited Service Agency (On-line), 2 hours Real Estate Related, NRVAR
- 13. 62172 Basic Real Estate Finance (On-line), 8 hours Real Estate Related, PDI
- 14. 62173 Consensual Dual Agency (On-line), 4 hours Real Estate Related, PDI
- 15. 62175 Methods of Residential Finance (On-line), 8 hours Real Estate Related, PDI
- 16. 62176 Pricing Property to Sell (On-line), 8 hours Real Estate Related, PDI
- 17. 62177 Real Estate Math (On-line), 4 hours Real Estate Related, PDI
- 18. 62178 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, PDI
- 19. 62179 Mandatory Topics, (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, PDI
- 20. *62278 Highlight's of NVAR's 2006 Reg. Sales Contract w/ Selected Items from VA Jurisdictional Addendum, 3 hours Real Estate Contracts, PWAR
- 21. 62280 Tax Free Exchanges (On-line), 4 hours Real Estate Related, PDI
- 22. 62313 Ethics & Standards of Conduct/Current Industry Issues & Trends (On-line), 3 hours Ethics & Standards of Conduct, PDI

B. Original Continuing Education course applications, approved school:

- 1. *61988 Today's Buyers & Sellers: What They Need to Know, 3 hours Real Estate Related, VAR
- 2. *61990 Navigating the New Appraisal Rules, 4 hours Real Estate Related, VAR
- 3. 61992 Listing Agreements (On-line), 3 Hours Real Estate Related, McKissock, LP
- 4. 61993 Site Selection, Design, & Business Planning for Brokerage (On-line), 3 Hours Real

- Estate Related, McKissock, LP
5. *61994 1031 Tax Exchange, 2 hours Real Estate Related, Alpha College of Real Estate
 6. 61996 1031 Tax Exchange, 2 hours Broker Management, Alpha College of Real Estate
 7. *62001 Ethics, 3 hours Ethics & Standards of Conduct, Long & Foster Institute of Real Estate
 8. 62007 Commercial Leases: Negotiating Key Provisions, 7 hours Legal Updates, NBI, Inc.
 9. *62011 Understanding RESPA: How to Stay Out of Jail and Save \$10,000! 2 hours Legal Updates, VAR
 10. 62013 Understanding RESPA: How to Stay Out of Jail and Save \$10,000! 2 hours Broker Management, VAR
 11. *62014 Financial Literacy, 3 hours Real Estate Related, VAR
 12. *62016 20th Annual Real Estate Trends Conference, 4 hours Real Estate Related, VCU School of Business - Real Estate Program (**Need Course Materials**)
 13. *62018 Handling Sales of Properties in Decedent's Estates, The RGS Title Real Estate Academy
 14. 62024 VREB Random Inspection - Get Ready, 1 hour Broker Management, Piedmont School of Real Estate
 15. 62025 VREB Random Inspection - Get Ready, 1 hour Legal Updates, Piedmont School of Real Estate
 16. *62026 Executing, Explaining, & Enforcing Contracts: Understanding the Glue to Real Estate Agreements, 2 hours Real Estate Contracts, VAR
 17. 62028 Virginia Real Estate Board Random Inspections - Get Ready, 1 hour Legal Updates, VAR
 18. 62029 Virginia Real Estate Board Random Inspections - Get Ready, 1 hour Broker Management, VAR
 19. *62030 Making Money with Social Media, 2 hours Real Estate Related, Piedmont School of Real Estate
 20. 62032 Broker Workshop: Making Sure Your Shop is in Order, 2 hours Legal Updates, RAR
 21. 62033 Broker Workshop: Making Sure Your Shop is in Order, 2 hours Broker Management, RAR

22. *62034 Compliant Advertising for Licensees, 1 hour Real Estate Related, Liz Moore University
23. *62036 Packaging a Short Sale, 1 hour Real Estate Related, Liz Moore University
24. *62038 Dealing with Parties Not Acting on Their Own Behalf, 1 hour Real Estate Related, Provident School of Real Estate
25. *62040 10 Ideas to Help You Leverage Social Media, 2 hours Real Estate Related, VAR
26. *62043 Serving and Protecting Clients in the Internet Age, 1 hour Real Estate Related, RAR
27. *62045 Tenant Applicants, 3 hours Real Estate Related, Cindy Bishop Worldwide, LLC
28. *62051 Moving Forward, 2 hours Real Estate Related, RAR
29. 62053 Real Estate Broker Training, 2 hours Broker Management, VAR
30. 62054 Real Estate Broker Training, 2 hours Legal Updates, VAR
31. 62069 Risk Management (On-line), 3 hours Real Estate Related, McKissock, LP
32. *62074 Buyer Agency, 3 hours Real Estate Agency, Cindy Bishop Worldwide, LLC
33. 62076 Fractional Ownership of Vacation Home Real Estate (On-line), 4 hours Real Estate Related, McKissock, LP
34. *62080 The World of Title Insurance, 3 hours Real Estate Related, Cindy Bishop Worldwide, LLC
35. *62083 Advanced Mortgage Products, 2 hours Real Estate Related, Moseley-Flint Schools of Real Estate
36. *62085 Listing Agreement Workshop, 3 hours Real Estate Contracts, RAR
37. *62087 Lessons in Agency: VREB Case Studies, 1 hour Real Estate Agency, VAR
38. *62089 Lessons in Agency: VREB Case Studies, 2 hours Real Estate Agency, VAR
39. 62091 Fair Housing Practically Speaking, 2 hours Fair Housing, Long and Foster Institute of Real Estate
40. 62092 The Paperless Office, 2 hours Broker Management, VAR
41. *62093 Fundamentals of Commercial Real Estate, 6 hours Real Estate Related, PDI
42. 62099 Agency Law, 3 hours Real Estate Agency, Moseley-Flint Schools of Real Estate
43. 62101 Ethics and Standards of Conduct/Current

- Industry Issues and Trends, 3 hours Ethics & Standards of Conduct, Moseley-Flint Schools of Real Estate
44. *62105 Property Valuation/Listing Process, 3 hours Real Estate Related, Moseley-Flint Schools of Real Estate
45. *62107 Real Estate Agency & Legal Updates - Bob Ruloff, 1 hour Legal Updates, and 2 hours Real Estate Agency, Towne Realty school of Real Estate
46. 62109 Real Estate Law, 3 hours Legal Updates, Moseley-Flint Schools of Real Estate
47. *62110 Selling Process, 3 hours Real Estate Contracts, Moseley-Flint Schools of Real Estate
48. *62112 Real Estate Technology, 3 hours Real Estate Related, Moseley-Flint Schools of Real Estate (**PLE Companion Course 62115**)
49. 62113 Real Estate Contracts (Offer to Purchase), 3 hours Real Estate Contracts, Moseley-Flint Schools of Real Estate
50. *62114 Fair Housing, 3 hours Housing, Moseley-Flint Schools of Real Estate (**PLE Companion Course 62102**)
51. 62116 Business Planning, 2 hours Real Estate Related, Moseley-Flint Schools of Real Estate
52. *62117 Zoning and Land Use Issues, 1 hour Real Estate Related, Moseley-Flint Schools of Real Estate
53. 62119 Financing Real Estate, 3 hours Real Estate Related, Moseley-Flint Schools of Real Estate
54. *62120 Credit Scoring, 2 hours Real Estate Related, Moseley-Flint Schools of Real Estate
55. *62123 Mortgage Basics, 3 hours Real Estate Related, Moseley-Flint Schools of Real Estate

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56. 62141 Fair Housing, 2 hours Fair Housing, NRVAR
57. *62142 Staying Compliant with Social Media, 1 hour Real Estate Related, Piedmont School of Real Estate
58. *62144 Identity Theft, 4 hours Real Estate Related, WAAR

- 59. 62146 Identity Theft, 4 hours Broker Management, WAAR
- 60. *62147 "Tech" Talk on Poly Pipes, EIFS & Aluminum Wiring, 1 hour Real Estate Related, WAAR
- 61. 62149 "Tech" Talk on Poly Pipes, EIFS & Aluminum Wiring, 1 hour Broker Management, WAAR
- 62. *62150 FLEXMLS Basic Computer Class, 3 hours Real Estate Related, WAAR
- 63. 62152 FLEXMLS Basic Computer Class, 3 hours Broker Management, WAAR
- 64. *62153 Home Construction, 2 hours Real Estate Related, WAAR
- 65. 62155 Home Construction, 2 hours Broker Management, WAAR
- 66. *62156 Home Construction, 3 hours Real Estate Related, WAAR
- 67. 62158 Home Construction, 3 hours Broker Management, WAAR
- 68. 62159 How to do a Like Kind Exchange, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
- 69. 62160 Real Estate Contracts, 1 hour Real Estate Contracts, Moseley-Flint Schools of Real Estate
- 70. 62161 Agency Law, 1 hour Real Estate Agency, Moseley-Flint Schools of Real Estate
- 71. 62162 Real Estate Law/Legal Updates, 1 hour Legal Updates, Moseley-Flint Schools of Real Estate
- 72. 62163 Fair Housing, 2 hours Fair Housing, Moseley-Flint Schools of Real Estate
- 73. *62180 Crawl Space Science, 3 hours Real Estate Related, WAAR
- 74. 62182 Crawl Space Science, 3 hours Broker Management, WAAR
- 75. *62183 VREB Random Inspections - Get Ready..., 1 hour Legal Updates, RECA
- 76. 62185 VREB Random Inspections - Get Ready..., 1 hour Broker Management, RECA
- 77. *62186 Home Inspection, 1 hour Real Estate Related, WAAR
- 78. 62188 Home Inspection, 1 hour Broker Management, WAAR
- 79. 62189 Business Planning, 2 hours Broker Management, WAAR
- 80. *62190 Using the Free Power of Google, 2 hours Real Estate Related, Alpha College of Real

- Estate
81. 62192 Using the Free Power of Google, 2 hours
Broker Management, Alpha College of Real
Estate
 82. *62193 50 Ways to Lose your License, 2 hours
Legal Updates, Alpha College of Real Estate
 83. 62195 50 Ways to Lose your License, 2 hours
Broker Management, Alpha College of Real
Estate
 84. *62196 Virginia Real Estate Regulation Review, 2
hours Ethics and Standards of Conduct,
Alpha College of Real Estate
 85. 62198 Virginia Real Estate Regulation Review, 2
hours Broker Management, Alpha College of
Real Estate
 86. 62199 Broker Management Agent Supervision
(On-line), 8 hours Broker Management, Alpha
College of Real Estate
 87. *62200 Death Divorce & Bankruptcy (On-line), 2
hours Legal Updates, Alpha College of Real
Estate
 88. *62202 Writing Effective Contracts (On-line), 2
hours Real Estate Contracts, Alpha College
of Real Estate
 89. 62204 Writing Effective Contracts (On-line), 2
hours Broker Management, Alpha College of
Real Estate
 90. *62205 Social Media (On-line), 2 hours Real Estate
Related, Alpha College of Real Estate
 91. 62207 Social Media (On-line), 2 hours Broker
Management, Alpha College of Real Estate
 92. *62208 Short Sales (On-line), 2 hours Real Estate
Related, Alpha College of Real Estate
 93. 62210 Short Sales (On-line), 2 hours Broker
Management, Alpha College of Real Estate
 94. *62211 Legal Updates (On-line), 1 hour Legal
Updates, Alpha College of Real Estate
 95. 62213 Legal Updates (On-line), 1 hour Broker
Management, Alpha College of Real Estate
 96. *62214 Contracts (On-line), 1 hour Real Estate
Contracts, Alpha College of Real Estate,
 97. *62216 Limited Service Agency (On-line), 2 hours
Real Estate Agency, Alpha College of Real
Estate
 98. 62218 Limited Service Agency (On-line), 2 hours
Broker Management, Alpha College of Real
Estate
 99. 62219 Supervising Agents in a Distressed Market,

- 2 hours Legal Updates, VAR
100. 62220 Supervising Agents in a Distressed Market, 2 hours Broker Management, VAR
101. 62221 Preparing Your Listing for the Buyer's Home Inspection, 1 hour Broker Management, WAAR
102. *62222 Top 5 Issues for Residential Agents and Brokers, 1 hour Legal Updates, RAR
103. *62224 Selling Richmond Schools, 1 hour Real Estate Related, RAR
104. *62226 Essential Skills of Leadership, 1 hour Real Estate Related, WAAR
105. 62228 Essential Skills of Leadership, 1 hour Broker Management, WAAR
106. 62229 Managing Complaints, 1 hour Broker Management, WAAR
107. *62230 Managing Complaints, 1 hour Real Estate Related, WAAR
108. *62232 Improving Work Habits, 1 hour Real Estate Related, WAAR
109. 62234 Improving Work Habits, 1 hour Broker Management, WAAR
110. 62235 Essential Skills of Communicating, 1 hour Broker Management, WAAR
111. *62236 Essential Skills of Communicating, 1 hour Real Estate Related, WAAR
112. *62238 Leading with the Heart the Coach 'K' Way, 1 hour Real Estate Related, WAAR
113. 62240 Leading with the Heart the Coach 'K' Way, 1 hour Broker Management, WAAR
114. *62241 Preparing Your Listing for the Buyer's Home Inspection, 1 hour Real Estate Related, WAAR
115. 62243 Environmental Issues, 4 hours Broker Management, WAAR
116. *62244 Environmental Issues, 4 hours Real Estate Related, WAAR
117. 62246 Environmental Issues, 2 hours Broker Management, WAAR
118. *62247 Environmental Issues, 2 hours Real Estate Related, WAAR
119. 62249 VA Real Estate Board Random Inspections - Get Ready..., 1 hour Real Estate Related, WAAR
120. 62250 VA Real Estate Board Random Inspections - Get Ready..., 1 hour Broker Management, WAAR
121. 62251 VA Real Estate Board Random Inspections -

- Get Ready..., 1 hour Legal Updates,
WAAR
122. *62252 A Game-Changing Seminar, 4 hours Real
Estate Related, VAR
123. *62254 RECA Short Sale, 3 hours Legal Updates,
RECA
124. 62256 RECA Short Sale, 3 hours Broker Management,
RECA
125. *62257 Technology Marketing, 3 hours Real Estate
Related, RECA
126. *62259 Buyer Beware: Foreclosed and Neglected
Properties, 4 hours Real Estate Related,
NVAR
127. 62261 Legal Updates & Emerging Trends, 1 hour
Legal Updates, Long and Foster Institute of
Real Estate
128. *62276 Fair Housing, 3 hours Fair Housing, PWAR
129. *62281 Technology & the Internet Age, 3 hours Real
Estate Related, Towne Realty School of Real
Estate
130. *62283 RECA Ethics, 3 hours Ethics & Standards of
Conduct, RECA
131. 62285 Technology Risk Management, 2 hours Broker
Management, RECA
132. *62286 Technology Risk Management, 2 hours Real
Estate Related, RECA
133. 62288 Elite Agency Representation, 3 hours Broker
Management, RECA
134. *62289 Elite Agency Representation, 3 hours Real
Estate Agency, RECA
135. *62291 RECA Addendums, 3 hours Real Estate
Contracts, RECA
136. *62293 Using Statistics & Market Trends
Effectively, 1 hour Real Estate Related,
Liz Moore University
137. *62295 Lease Options, 1 hour Real Estate Related,
Liz Moore University
138. *62297 Pricing 101, 1 hour Real Estate Related,
Liz Moore University
139. *62299 Negotiating Home Inspections, 1 hour Real
Estate Related, Liz Moore University
140. *62301 Positioning, 2 hours Real Estate Related,
Liz Moore University
141. *62303 Disclosure Case Studies, 1 hour Real
Estate Related, Liz Moore University
142. *62305 RECA Cyber Agent, 8 hours Real Estate
Related, RECA
143. *62307 RECA Personal Marketing, 3 hours Real

Estate Related, RECA

144. *62309 Fair Housing, 3 hours Fair Housing, RECA

145. *62311 RECA Contracts, 3 hours Real Estate Contracts, RECA

146. *62316 How to Keep Yourself and Your Broker Out of Court, 1 hour Real Estate Related, WAAR

147. 62318 How to Keep Yourself and Your Broker Out of Court, 1 hour Broker Management, WAAR

148. *62319 Taxes - Not All Doom & Gloom, 1 hour Real Estate Related, WAAR

149. 62321 Taxes - Not All Doom & Gloom, 1 hour Broker Management, WAAR

150. *62322 RE Stats, 1 hour Real Estate Related, WAAR

151. 62324 RE Stats, 1 hour Broker Management, WAAR

152. *62326 Managing Risk, 4 hours Real Estate Related, Moseley-Dickinson Academy of RE

153. *62336 The Fact on Lead-Based Paint for Residential Property Managers, 2 hours Real Estate Related, VAR

154. *62338 The "Big 3" Social Media, 1 hour Real Estate Related, Towne Realty School of Real Estate

155. 62340 Credit - It's a Brand New Day, 4 hours Real Estate Related, Entry Realty School

156. 62341 16-Hour Continuing Education, 3 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 2 hours Real Estate Agency, 1 hour Real Estate Contracts, 6 hours Real Estate Related, Alpha College of Real Estate

157. *62342 8-Hour Required Continuing Education (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,

158. *62345 16-Hour Continuing Education (On-line), 3 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 2 hours Real Estate Agency, 1 hour Real Estate Contracts, 6 hours Real Estate Related, Alpha College of Real Estate

159. *62349 Today's Appraisals, 2 hours Real Estate Related, Alpha College of Real Estate

160. 62351 Today's Appraisals, 2 hours Broker Management, Alpha College of Real Estate

161. 62352 Fair Housing - Playing Fair in Virginia, 2 hours Fair Housing, CallSource Professional Services

162. *62353 Business Planning for 2011, 3 hours Real Estate Related, Montague Miller Real Estate Academy
163. 62355 Certified Short Sale Agent (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
164. *62356 Battle of the Contracts, 3 hours Real Estate Contracts, Real Estate Empower, Inc.
165. *62358 Commercial Analysis! 3 hours Real Estate Related, Real Estate Empower, Inc.
166. 62360 DC Legislative, 3 hours Real Estate Related, Real Estate Empower, Inc.
167. *62361 Expanding Housing Opportunities, 6 hours Real Estate Related, Real Estate Empower, Inc.
168. *62363 How Do You Become the Most Ethical Agent! 3 hours Ethics and Standards of Conduct, Real Estate Empower, Inc.
169. 62365 Maryland Real Estate Ethics, 3 hours Ethics & Standards of Conduct, Real Estate Empower, Inc.
170. 62366 Maryland Legislative, 3 hours Real Estate Related, Real Estate Empower, Inc.
171. *62367 New HUD - 1: You Really Need to Know this Stuff, 3 hours Legal Updates, Real Estate Empower, Inc.
172. *62369 VA Real Estate Agency, 1 hour Real Estate Agency, Real Estate Empower, Inc.
173. *62371 Forecasts of the Regional Economy, 3 hours Real Estate Related, Real Estate Empower, Inc.
174. *62373 HAFA Short Sale, 3 hours Legal Updates, Real Estate Empower, Inc.
175. *62375 VA Real Estate Ethics, 3 hours Ethics & Standards of Conduct, Real Estate Empower, Inc.
176. 62377 About House Construction (On-line), 4 hours Real Estate Related, ICE
177. 62378 About Real Estate and Water (On-line), 4 hours Real Estate Related, ICE
178. 62379 About Critters, Pests and Real Estate (On-line), 4 hours Real Estate Related, ICE
179. 62380 Contracts, 1 hour Real Estate Contracts, Long and Foster Institute of Real Estate
180. 62381 Agency, 1 hour Real Estate Agency, Long and Foster Institute of Real Estate

C. Original Continuing Education course application, pending school application:

1. *62262 M-100: The Essentials of Community Association Management, 1 hour Ethics & Standards of Conduct, 3 hours Legal Updates, 1 hour Real Estate Contracts, and 11 hours Real Estate Related, CAI
2. *62264 M-201: Facilities Management, 4 hours Real Estate Contracts, and 8 hours Real Estate Related, CAI
3. *62266 M-202: Association Communications, 12 hours Real Estate Related, CAI
4. *62268 M-203: Community Leadership, 12 hours Real Estate Related, CAI
5. *62270 M-204: Community Governance, 1 hour Ethics & Standards of Conduct, 4 hours Legal Updates, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, CAI
6. *62272 M-205: Risk Management, 14 hours Real Estate Related, CAI
7. *62274 M-206: Financial Management, 14 hours Real Estate Related, CAI
8. *62314 "Introduction to Septic Systems & Heating Oil Tanks", 1 hour Real Estate Related, Simon & Associates

V. Post License Education Course Applications

A. Previously-approved Post License Education course applications, approved school:

1. 62072 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NRVAR
2. 62073 Ethics & Standards of Conduct (Ethics & Standards of Conduct/Current Industry Issues & Trends - On-line), 3 hours Residential Real Estate Mandatory Topics, NRVAR
3. 62095 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, NRVAR
4. 62096 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, NRVAR
5. 62097 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NRVAR
6. 62098 Technology (On-line), 3 hours

- 7. 62122 Residential Real Estate Elective Topics, NRVAR
Business Planning (On-line), 2 hours
Residential Real Estate Elective Topics, NRVAR
- 8. 62125 Land Use Issues (On-line), 1 hour
Residential Real Estate Elective Topics, NRVAR
- 9. 62126 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, NRVAR
- 10. 62127 Finance (On-line), 3 hours Residential Real Estate Elective Topics, NRVAR
- 11. 62128 Property Valuation/Listing Process (On-line), 3 hours Residential Real Estate Elective Topics, NRVAR
- 12. 62129 Selling Process (On-line), 3 hours
Residential Real Estate Elective Topics, NRVAR

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- 13. *62140 Limited Service Agency (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NRVAR
- 14. 62164 Fair Housing (Online), 3 hours Residential Real Estate Mandatory Topics, PDI
- 15. 62165 Real Estate Law (On-line), 3 hours
Residential Real Estate Mandatory Topics, PDI
- 16. 62166 Technology (On-line), 3 hours
Residential Real Estate Elective Topics, PDI
- 17. 62167 Land Issues (Land Use Issues - On-line), 1 hour
Residential Real Estate Elective Topics, PDI
- 18. 62168 Property Valuation/Listing Process (On-line), 3 hours
Residential Real Estate Elective Topics, PDI
- 19. 62169 Finance (On-line), 3 hours Residential Real Estate Elective Topics, PDI
- 20. 62170 Ethics & Standards of Conduct/Current Industry Issues & Trends (On-line), 3 hours
Residential Real Estate Mandatory Topics, PDI
- 21. 62171 Offer to Purchase (On-line), 3 hours
Residential Real Estate Mandatory Topics, PDI
- 22. 62174 Business Planning (On-line), 2 hours

- Residential Real Estate Elective Topics,
PDI
23. *62279 Highlight's of NVAR's 2006 Reg. Sales Contract w/ Selected Items from VA Jurisdictional Addendum (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, PWAR

B. Original Post License Education course applications, approved school:

1. *61989 Today's Buyers & Sellers: What They Need to Know (Selling Process), 3 hours Residential Real Estate Elective Topics, VAR
2. *61991 Navigating the New Appraisal Rules (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, VAR
3. *61995 1031 Tax Exchange (Finance), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
4. *62002 Ethics (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Long & Foster Institute of Real Estate
5. *62012 Understanding RESPA: How to Stay Out of Jail and Save \$10,000! (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics. VAR
6. *62015 Financial Literacy (Finance), 3 hours Commercial Real Estate Elective Topics, VAR
7. *62017 20th Annual Real Estate Trends Conference (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, VCU School of Business - Real Estate Program
(Need Course Materials)
8. *62019 Handling Sales of Properties in Decedent's Estates (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
9. *62027 Executing, Explaining, & Enforcing Contracts: Understanding the Glue to Real Estate Agreements, 2 hours Residential Real Estate Elective Topics, VAR
10. *62031 Making Money with Social Media (Technology), 2 hours Residential Real

- Estate Elective Topics, Piedmont School of Real Estate
11. *62035 Compliant Advertising for Licensees (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Liz Moore University
 12. *62037 Packaging a Short Sale (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Liz Moore University
 13. *62039 Dealing with Parties Not Acting on Their Own Behalf (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Provident School of Real Estate
 14. *62041 10 Ideas to Help You Leverage Social Media (Technology), 2 hours Residential Real Estate Elective Topics, VAR
 15. *62044 Serving and Protecting Clients in the Internet Age (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
 16. *62046 Tenant Applicants (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
 17. *62052 Moving Forward (Other Real Estate Related), 2 hours Commercial Real Estate Elective Topics, RAR
 18. *62075 Buyer Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Cindy Bishop Worldwide, LLC
 19. 62077 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
 20. 62078 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
 21. 62079 Real Estate Contracts (Offer to Purchase) 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
 22. *62081 The World of Title Insurance (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Cindy Bishop Worldwide, LLC
 23. 62082 Ethics and Standards of Conduct ((Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real

- Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
24. *62084 Advanced Mortgage Products (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 25. *62086 Listing Agreement Workshop (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, RAR
 26. *62088 Lessons in Agency: VREB Case Studies (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
 27. *62090 Lessons in Agency: VREB Case Studies (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 28. *62094 Fundamentals of Commercial Real Estate (Other Real Estate Related), 6 hours Commercial Real Estate Elective Topics, PDI
 29. 62100 Business Planning, 2 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 30. *62102 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate (**CE Companion Course 62114**)
 31. 62103 Financing Real Estate (Finance), 3 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 32. 62104 Land Use Issues, 1 hour Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 33. *62106 Property Valuation/Listing Process, 3 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 34. *62108 Real Estate Agency & Legal Updates - Bob Ruloff (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 35. *62111 Selling Process, 3 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 36. *62115 Real Estate Technology (Technology), 3 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate (**CE Companion Course 62112**)
 37. *62118 Zoning and Land Use Issues (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Moseley-Flint

- Schools of Real Estate
38. *62121 Credit Scoring (Other Real Estate Related),
2 hours Residential Real Estate Elective
Topics, Moseley-Flint Schools of Real
Estate
39. *62124 Mortgage Basics (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, Moseley-Flint Schools of
Real Estate

SENT TO COMMITTEE MEMBERS ON OCTOBER 18, 2010

40. *62143 Staying Compliant with Social Media (Other
Real Estate Related), 1 hour Residential
Real Estate Elective Topics, Piedmont
School of Real Estate
41. *62145 Identity Theft (Other Real Estate Related),
4 hours Residential Real Estate Elective
Topics, WAAR
42. *62148 "Tech" Talk on Poly Pipes, EIFS & Aluminum
Wiring (Property Valuation/Listing
Process), 1 hour Residential Real Estate
Elective Topics, WAAR
43. *62151 FLEXMLS Basic Computer Class (Technology),
3 hours Residential Real Estate Elective
Topics, WAAR
44. *62154 Home Construction (Property
Valuation/Listing Process), 2 hours
Residential Real Estate Elective Topics,
WAAR
45. *62157 Home Construction (Property
Valuation/Listing Process), 3 hours
Residential Real Estate Elective Topics,
WAAR
46. *62181 Crawl Space Science (Property
Valuation/Listing Process), 3 hours
Residential Real Estate Elective Topics,
WAAR
47. *62184 VREB Random Inspections - Get Ready (Other
Real Estate Related), 1 hour Residential
Real Estate Elective Topics, RECA
48. *62187 The Home Inspection ((Property
Valuation/Listing Process), 1 hour
Residential Real Estate Elective Topics,
WAAR
49. *62191 Using the Free Power of Google
(Technology), 2 hours Residential Real
Estate Elective Topics, Alpha College of

- Real Estate
50. *62194 50 Ways to Lose your License (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 51. *62197 Virginia Real Estate Regulation Review (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 52. *62201 Death Divorce & Bankruptcy (Other Real Estate Related - On-line), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 53. *62203 Writing Effective Contracts (Selling Process - On-line), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 54. *62206 Social Media (Technology - On-line), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 55. *62209 Short Sales (Other Real Estate Related - On-line), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 56. *62212 Legal Updates (Other Real Estate Related - On-line), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 57. *62215 Contracts (Selling Process - On-line), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 58. *62217 Limited Service Agency (Other Real Estate Related - On-line), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 59. *62223 Top 5 Issues for Residential Agents and Brokers (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
 60. *62225 Selling Richmond Schools (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
 61. *62227 Essential Skills of Leadership (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
 62. *62231 Managing Complaints (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR

- 63. *62233 Improving Work Habits (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
- 64. *62237 Essential Skills of Communicating (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
- 65. *62239 Leading with the Heart the Coach 'K' Way (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
- 66. *62242 Preparing Your Listing for the Buyer's Home Inspection (Property Valuation/Listing Process), 1 hour Residential Real Estate Elective Topics, WAAR
- 67. *62245 Environmental Issues (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, WAAR
- 68. *62248 Environmental Issues (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, WAAR
- 69. *62253 A Game-Changing Seminar (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
- 70. *62255 RECA Short Sale (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RECA
- 71. *62258 Technology Marketing (Technology), 3 hours Residential Real Estate Elective Topics, RECA
- 72. *62260 Buyer Beware: Foreclosed and Neglected Properties (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
- 73. *62277 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, PWAR
- 74. *62282 Technology & the Internet Age (Technology), 3 hours Residential Real Estate Elective Topics, Towne Realty School of Real Estate
- 75. *62284 RECA Ethics (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, RECA
- 76. *62287 Technology Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, RECA
- 77. *62290 Elite Agency Representation (Agency Law), 3

- hours Residential Real Estate Mandatory Topics, RECA
78. *62292 RECA Addendums (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, RECA
79. *62294 Using Statistics & Market Trends Effectively (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Liz Moore University
80. *62296 Lease Options (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Liz Moore University
81. *62298 Pricing 101 (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Liz Moore University
82. *62300 Negotiating Home Inspections (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Liz Moore University
83. *62302 Positioning (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University
84. *62304 Disclosure Case Studies (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Liz Moore University
85. *62306 RECA Cyber Agent (Technology), 8 hours Residential Real Estate Elective Topics, RECA
86. *62308 RECA Personal Marketing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, RECA
87. *62310 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, RECA
88. *62312 RECA Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, RECA
89. *62317 How to Keep Yourself and Your Broker Out of Court (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
90. *62320 Taxes - Not All Doom & Gloom (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WAAR
91. *62323 RE Stats (Property Valuation/Listing Process), 1 hour Residential Real Estate Elective Topics, WAAR
92. 62325 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy

- of RE
93. *62327 Managing Risk (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of RE
 94. 62328 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of RE
 95. 62329 Agency and Agency Agreements (Agency Law), 3 hours Residential Real Estate Mandatory Topics, MAI Institute
 96. 62330 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, MAI Institute
 97. 62331 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, MAI Institute
 98. 62332 Representing Sellers (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, MAI Institute
 99. 62333 Working with Buyers (Selling Process), 4 hours Residential Real Estate Elective Topics, MAI Institute
 100. 62334 Residential Contracts, Addenda & Related Forms, Virginia (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, MAI Institute
 101. 62335 Residential Financing (Finance), 4 hours Residential Real Estate Elective Topics, MAI Institute
 102. *62337 The Facts on Lead-Based Paint for Residential Property Managers (Current Industry Issues & Trends), 2 hours Property Management Elective Topics, VAR
 103. *62339 The "Big 3" Social Media (Technology), 1 hour Residential Real Estate Elective Topics, Towne Realty School of Real Estate
 104. *62343 8-Hour Required Continuing Education - PLE Part 1 (On-line - Other Real Estate Related), 5 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 105. 62344 8-Hour Required Continuing Education - PLE Part 2 (On-line - Ethics & Standards of Conduct & Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
 106. *62346 16-Hour Continuing Education - PLE Part 1 (On-line - Other Real Estate Related), 10

- hours Residential Real Estate Elective Topics, Alpha College of Real Estate
107. 62347 16-Hour Continuing Education - PLE Part 2 (On-line - Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
108. 62348 16-Hour Continuing Education - PLE Part 3 (On-line - Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
109. *62350 Today's Appraisals (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
110. *62354 Business Planning for 2011 (Business Planning), 3 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
111. *62357 Battle of the Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Real Estate Empower, Inc.
112. *62359 Commercial Analysis (Sales), 3 hours Commercial Real Estate Elective Topics, Real Estate Empower, Inc.
113. *62362 Expanding Housing Opportunities (Finance), 6 hours Residential Real Estate Elective Topics, Real Estate Empower, Inc.
114. *62364 How Do You Become the Most Ethical Agent! (Ethics and Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Real Estate Empower, Inc.
115. *62368 New HUD - 1: You Really Need to Know this Stuff (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Real Estate Empower, Inc.
116. *62370 VA Real Estate Agency (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Real Estate Empower, Inc.
117. *62372 Forecasts of the Regional Economy (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Real Estate Empower, Inc.
118. *62374 HAFA Short Sale (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Real Estate Empower, Inc.
119. *62376 VA Real Estate Ethics (Ethics and Standards

of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Real Estate Empower, Inc.

C. Original Post License Education course application, pending school application:

1. *62263 M-100: The Essentials of Community Association Management (Other Real Estate Related), 16 hours Property Management Elective Topics, CAI
2. *62265 M-201: Facilities Management (Other Real Estate Related), 12 hours Property Management Elective Topics, CAI
3. *62267 M-202: Association Communications (Other Real Estate Related), 12 hours Property Management Elective Topics, CAI
4. *62269 M-203: Community Leadership (Other Real Estate Related), 12 hours Property Management Elective Topics, CAI
5. *62271 M-204: Community Governance (Other Real Estate Related), 14 hours Property Management Elective Topics, CAI
6. *62273 M-205: Risk Management (Other Real Estate Related), 14 hours Property Management Elective Topics, CAI
7. *62275 M-206: Financial Management (Other Real Estate Related), 14 hours Property Management Elective Topics, CAI
8. *62315 "Introduction to Septic Systems & Heating Oil Tanks" (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Simon & Associates

VI. Pre-License Education Courses

1. 60-hour Salesperson Principles and Practices of Real Estate (Online), Moseley Real Estate Schools
2. 45-hour Broker - Real Estate Brokerage (Online), Moseley Real Estate Schools
3. 45-hour Broker - Real Estate Finance (Online), Moseley Real Estate Schools
4. 45-hour Broker - Real Estate Law (Online), Moseley Real Estate Schools
5. 45-hour Broker - Real Estate Property Law (Online), Moseley Real Estate Schools

VII. Pre-License Education Instructors

1. Wanda Joanne Himes
2. Young W. Rhee
3. Kriste Ann Salamon
4. Judith Ann Graham
5. Sabrina J. Anderson
6. Nancy K. Mann
7. Dorothy K. McGinnis
8. Robert S. Ross
9. Carla I. Tittle
10. Ellen S. Gadjia
11. John D. Aimone - **Expert** - (Principles & Practices)
12. Brian J. Terrebone - **Expert**- (Principles & Practices)
13. Hanan Sabah - **Expert** - (Principles & Practices)
14. Arthur Caccese - **Expert** - (Principles & Practices)
15. Kevin D. Onizuk - **Expert** - (Real Estate Finance)
16. Daniel F. Rochon - **Expert** - (Real Estate Brokerage)

VIII. Additional Continuing/Post License Education Instructors

1. **Steven Crime** - 60646/60647 - (Professional Agent 103)
(Agency Law), 60227/60228 - (Fair Housing), 56046/56047 -
(Offer to Purchase Rev. 1 (Sales Contract 601)
56349/56350 - (Settlement the Complete Transaction 1001)
54013/54014 - (Finance 801)
56351/56352 - (Contract Presentation/Negotiation 901)
56377/56378 - (Business Planning 202), **Long & Foster Real
Estate**
2. **Richard Coffman** - 61492/61493 - (Reverse Mortgages), **Blue
Ridge Association of Realtors**
3. **Ardeshir Shahriari, Allison Olweiler, Stacy Hinkle, Kim
Kurkowski and Kathryn Welsh** - 54013/54014 - (Finance 801),
Long and Foster Real Estate
4. **Gee Dunsten and Aaron Rice** - 60562/60563 (Certified
Distressed Property Expert), 60564/60565 - (Certified
Distressed Property Expert - Part 3 - 4) - **Alpha College
of Real Estate**
5. **William Heyer** - 56405 (2007 New Agency Law in VA)
56403/56404 (Agency Law Demystified)
59617/59618 (An Introduction to Short Sales and the
Short Sale Addendum), 57203/57204 (Bankruptcy and
Foreclosure), 60553/60554 (Contracts with Escalators
An Elevator to the Top Sales Price), 59439/59440
(Earnest Money Deposits), 56919/56920 (Ethics for RE
Agents), 56402/56550, (Ethics for RE Agents - The
Basics), 56921/569221 (Fair Housing), 57587/57588
(Foreclosures, REOs, Short Sales), 57585/57586-

(Foreclosure, REOs and Short Sales - A Primer), 57239/57240 (Foreign Sellers and Buyers), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), 57266/57267 (Home Inspections) 58399/58400 (Legal Updates and Emerging Trends), 56585/56586 (Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the VA Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract), 57921/57922 (New Forms for 2008), 57919/57920 (NVAR's 2007 Listing Agreement), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 59437/59438 (The Final RESPA Rule), 55557/55558 (New Regional Sales Contract - Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (New VA Residential Property Disclosure Statement), 57499/57500 (Newest Appraisal & Financing Contingencies), 56593/56594 (Title Insurance - What is It?), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your upcoming VA Transaction), 57201/57202 (What is Delivery?), **MBH Settlement Group. L.C.**

6. **Stacy Hinkle and Kim Kurkowski** - 61941/61942 (Short Sales & Foreclosures), **Long and Foster Real Estate, Inc.**
7. **Brooke Miller** - 56355/56356 (Buyer and Listing Forms 603) 56351/56352 (Contract Presentation & Negotiations) 60294/60296 (Contract to Closing), 54008/54009 (Ethics & Standards of Conduct), 60227/60228 (Fair Housing) 54013/54014 (Finance), 60642/60643 (Helping Seller clients Make Better Decisions), 56046/56047 (Offer to Purchase) 60646/60647 (Professional Agent 103 - Agency) 60227/60228 (Professional Agent 104 - Fair Housing) 56347/56348 (Working with Sellers), **Long and Foster Real Estate, Inc.**
8. **Karin Knowles** - 56355/56356 (Buyer and Listing Forms 603) 56351/56352 (Contract Presentation & Negotiations) 60294/60296 (Contract to Closing), 54008/54009 (Ethics & Standards of Conduct), 60227/60228 (Fair Housing) 54013/54014 (Finance), 60642/60643 (Helping Seller clients Make Better Decisions), 56046/56047 (Offer to Purchase) 60646/60647 (Professional Agent 103 - Agency) 60227/60228 (Professional Agent 104 - Fair Housing) 56347/56348 (Working with Sellers), **Long and Foster Real Estate, Inc.**
9. **Ellen Ailsworth** - 60168/60169 (Renovation Finance), **Alpha College of Real Estate**

IX. Other Business

X. Public Comment

XI. Adjourn

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