

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE MEETING DRAFT AGENDA

July 8, 2015, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
  - A. Broker Management and Agent Supervision Continuing Education Course Credit for Experienced Salespersons
- IV. Proprietary School Applications
  - 1. General Land Title & Escrow Corporation, Ashburn, VA  
Contact Person: Kipling K. Hurley
- V. Continuing Education Course Applications
  - A. Previously-approved Continuing Education Course Applications, Approved Schools (**Review for Instructor Only - Attachment 2**):
    - 1. 20319 Sustainable Housing and Building Green (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools (**Dan Daniels**)
    - 2. 20400 Virginia 8-hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Kaplan Real Estate School (**Dan Daniels**)
  - B. Original Continuing Education course applications, Approved schools:
    - 1. 20161 Home Energy Score for Real Estate Professionals (On-line), 2 hours Real Estate Related, International Association of Certified Home Inspectors
    - 2. 20162 Home Energy Efficiency for Real Estate Professionals (On-line), 4 hours Real Estate Related, International Association of Certified Home Inspectors

3. 20292 Financing Issues, 2 hours Real Estate Related, Real Estate Empower, Inc.
4. 20293 Commercial Real Estate from A to Z, 7 hours Real Estate Related, NBI, Inc.
5. 20298 All Under One Roof (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
6. 20299 Demystifying Appraisals (On-line), 3 hours Real Estate Related, McKissock LLC
7. 20300 The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges (On-line), 3 hours Real Estate Related, McKissock LLC
8. 20301 Mortgages, Loans and Laws - How They Help Your Client (On-line), 3 hours Real Estate Related, McKissock LLC
9. 20302 Common Mistakes Every Agent Should Avoid (On-line), 3 hours Real Estate Related, McKissock LLC
10. 20303 Commercial Real Estate: From the Beginning (On-line), 4 hours Real Estate Related, McKissock LLC
11. 20304 A New Look at Contract Law (On-line), 3 hours Real Estate Related, McKissock LLC
12. 20305 Essential Closing Strategies, 8 hours Real Estate Related, Alpha College of Real Estate
13. 20308 DPOR Investigations & Broker Responsibility 1 hour Broker Management, VAR
14. 20309 DPOR Investigations & Broker Responsibility 1 hour Legal Updates, VAR
15. 20310 STDB - 6 Hour Training Course, 6 hours Real Estate Related, CCIM of VA
16. 20313 Sealing and Insulating a Home (On-line), 2 hours Real Estate Related, McKissock LLC
17. 20314 What Real Estate Professionals Need to Know about FHA (CRP), 4 hours Real Estate Related, McKissock LLC
18. 20315 Real Estate Investing Beyond the Basics (On-line), 4 hours Real Estate Related, McKissock LLC
19. 20316 Listing Agreements (CRP), 3 hours Real Estate Related, McKissock LLC
20. 20317 Virginia Agency, 1 hour Real Estate Agency, The Settlement Group, Inc.
21. 20318 Position Your Team for Profit, 8 hours Broker Management, CBRB
22. 20320 Understanding Credit and Improving Credit Scores (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools

23. 20321 CFPB Closing Disclosure Requirements Workshop, 1 hour Legal Updates, 1 hour Real Estate Contracts, RAR
24. 20323 CFPB Closing Disclosure Requirements Workshop, 2 hours Broker Management, RAR
25. 20324 Virginia Legal Updates, Emerging Trends and Ethics (CRP), 3 hours Ethics & Standards of Conduct, 1 hour Legal Update, McKissock LLC
26. 20327 Know Before You Owe: New Industry Forms, 2 hours Legal Updates, Long and Foster Institute of Real Estate
27. 20328 Virginia Legal Update, Emerging Trends and Ethics (On-line), 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, McKissock, LLC
28. 20329 Certified Negotiation Expert 3, 8 hours Real Estate Related, PWAR
29. 20330 Commercial Documents Workshop, 1 hour Legal Updates, 1 hour Real Estate Contracts, RAR
30. 20332 It's 2 AM, Do You Know What Your Data is Doing? 2 hours Real Estate Related, Blue Ridge Real Estate School
31. 20333 It's 2 AM, Do You Know What Your Data is Doing? 2 hours Broker Management, Blue Ridge Real Estate School
32. 20341 Running Property Management as a Business, 8 hours Real Estate Related, Millennium School of Real Estate
33. 20342 Running Property Management as a Business, 8 hours Broker Management, Millennium School of Real Estate
34. 20349 Crawl Space Science, 1 hour Real Estate Related, RAR
35. 20353 What & Why Real Estate Professionals Need to Know about FIRPTA and Knowing Who Their Clients Are, 1 hour Real Estate Related, The Settlements Group, Inc. R. E. School
36. 20354 Septic Systems, 1 hour Real Estate Related, RAR
37. 20355 Mechanic's Liens, 1 hour Real Estate Related, RECA
38. 20360 Powerful Presentations for Buyers and Sellers, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
39. 20361 FEMA Flood Maps and Elevation Certificates, 1 hour Real Estate Related, Harrisonburg Rockingham Association of Realtors

40. 20362 TILA-RESPA Integrated Disclosure - Countdown to Implementation, 2 hours Legal Updates, ICE, LC
41. 20364 CFPB Best Practices: What Real Estate Agents Need to Know, 3 hours Real Estate Related, Old Dominion Settlements, Inc.
42. 20372 Advertising Rules for Real Estate Agents, 2 hours Real Estate Related, NVAR
43. 20373 Anatomy of a House, 2 hours Real Estate Related, VAR
44. 20374 Advertising Rules for Real Estate Agents, 2 hours Broker Management, NVAR
45. 20375 Certified Negotiation Expert 2, 8 hours Real Estate Related, PWAR
46. 20376 CFPB & VREB Regulatory Update for Real Estate Professionals, 2 hours Legal Updates, NVAR
47. 20377 CFPB & VREB Regulatory Update for Real Estate Professionals, 2 hours Broker Management, NVAR
48. 20378 The CFPB's TILA RESPA Integrated Disclosure Rule: A New Way of Closing a Real Estate Transaction, 1 hour Legal Updates, NVAR
49. 20379 The CFPB's TILA RESPA Integrated Disclosure Rule: A New Way of Closing a Real Estate Transaction, 1 hour Broker Management, NVAR
50. 20381 Anatomy of an Appraisal, 2 hours Real Estate Related, VAR
51. 20383 When Price Meets Preparation, 2 hours Real Estate Related, GCAAR
52. 20384 How to Become an Effective Coach, 2 hours Broker Management, VAR
53. 20386 TILA-RESPA Integrated Disclosure, 1 hour Real Estate Related, GCAAR
54. 20394 Commercial Real Estate Overview, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC
55. 20401 CFPB Integrated Mortgage Disclosure-Are You Ready to Close Transactions..., 2 hours Real Estate Related, Hometown Title & Escrow, LLC
56. 20408 Safety Matters: Safe Business=Smart Business, 1 hour Real Estate Related, CVSRE
57. 20409 Safety Matters: Safe Business=Smart Business, 3 hours Real Estate Related, CVSRE

## VI. Post License Education Course Applications

### A. Original Post License Education Course Applications, Approved Schools:

1. 20306 Essential Closing Strategies, 2 hours  
Current Industry Issues and Trends, Alpha  
College of Real Estate
2. 20322 CFPB Closing Disclosure Requirements  
Workshop, 2 hours Current Industry Issues  
and Trends, RAR
3. 20331 Commercial Documents Workshop, 2 hours  
Current Industry Issues and Trends, RAR
4. 20334 It's 2 AM, Do You Know What Your Data is  
Doing? 2 hours Current Industry Issues and  
Trends, Blue Ridge Real Estate School
5. 20365 Powerful Presentations for Buyers and  
Sellers, 2 hours Current Industry Issues  
and Trends, Cindy Bishop Worldwide, LLC
6. 20366 TILA-RESPA Integrated Disclosure -  
Countdown to Implementation, 2 hours  
Current Industry Issues and Trends, ICE, LC
7. 20388 Anatomy of a House, 2 hours Current  
Industry Issues and Trends, VAR
8. 20389 Advertising Rules for Real Estate Agents,  
2 hours Current Industry Issues and Trends,  
NVAR
9. 20390 Anatomy of an Appraisal, 2 hours Current  
Industry Issues and Trends, VAR
10. 20395 Commercial Real Estate Overview, 2 hours  
Current Industry Issues and Trends, Cindy  
Bishop Worldwide, LLC
11. 20405 Safety Matters: Safe Business=Smart  
Business, 2 hours Current Industry Issues  
and Trends, CVSRE
12. 20411 CFPB & VREB Regulatory Update for Real  
Estate Professionals, 2 hours Current  
Industry Issues & Trends, NVAR

## VII. Pre-License Education Instructors

1. Gwendolyn M. Walton
2. James K. Sonnhalter
3. Bradley M. Boykin
4. Angela M. Sherrill
5. Joseph M. Mallory
6. Peggy H. Yee
7. Ann M. Yanagihara
8. Mary E. Covell

9. Shelly L. Sullivan - **expert (Principles)**
10. Garrett T. Baker - **expert (Brokerage, Finance, Law, Principles)**
11. Lucy Michaud - **expert (Law and Principles)**
12. Latedra S. Jones - **expert (Principles)**
13. Elaine Molina - **expert (Principles)**
14. Agnes E. Selph - **expert (Brokerage)**
15. John D. Vickery, Jr. - **expert (Principles)**
16. Dawn A. Dodson - **expert (Principles)**
17. Mahama G. Grayson - **expert (Principles)**

#### VIII. Pre-License Education Courses

1. 20343 45-hour Broker Real Estate Brokerage (CRP), Shaffer Realty, LLC
2. 20344 45-hour Broker Real Estate Appraisal (CRP), Shaffer Realty, LLC
3. 20345 45-hour Broker Real Estate Finance (CRP), Shaffer Realty, LLC
4. 20346 45-hour Broker Property Management (CRP), Shaffer Realty, LLC
5. 20347 45-hour Broker Real Estate Law (CRP), RAR
6. 20348 60-hour Principles & Practices of Real Estate (CRP), RAR
7. 20352 45-hour Broker Real Estate Appraisal (CRP), RAR
8. 20359 60-hour Principles & Practices of Real Estate (On-line), Dearborn Financial Publishing, Inc.
9. 20370 45-hour Broker Real Estate Finance (CRP), RAR
10. 20371 45-hour Broker Real Estate Brokerage (CRP), RAR
11. 20387 60-hour Principles & Practices of Real Estate (Classroom), John Hicks
12. 20397 45-hour Broker Real Estate Finance (On-line), Moseley Real Estate Schools, Inc.
13. 20398 45-hour Broker Real Estate Property Law (On-line), Moseley Real Estate Schools, Inc.
14. 20399 45-hour Broker Real Estate Law (On-line), Moseley Real Estate Schools, Inc.
15. 20410 45-hour Broker Real Estate Brokerage (On-line), Moseley Real Estate Schools, Inc.

## IX. Additional Continuing/Post License Education Instructors

1. **Paul K. Campsen, John M. Ryan Jr. and William R. Baldwin III** - 13153 (VA Foreclosures and Workouts), **NBI, Inc.**
2. **Larry Anderson** - 17991 (Advertising Real Estate in VA), 18574 (Agency Law Review), 14642 (Seller Prep Session), 14975 (Realtor Property Resource (RPR)), 15742 (Fair Housing Opens Doors), 15743 (Contracts and Contract Writing), 15747 (Real Estate Law and Legal Updates), 15821 (Risk Management-What are a Brokers Duties), 15829 (For Your Eyes Only-RE Brokers), 17755 (The Code is Good Business), 17917 (Code of Ethics Cycle - 4), 17918 (Code of Ethics Cycle - 4), 18007 (Broker Price Opinion), 18009 (Broker Price Opinion), 18053 (Fair Housing: It's Not An Option It's The Law), 18075 (Fair Housing: It's Not An Option It's The Law), 18093 (E-PRO), 18094 (Generational Buy), 18096 (Real Estate Marketing Reboot), 18117 (E-Pro), 18118 (Generational Buy), 18121 (Real Estate Marketing Reboot), 18171 (Real Estate Law VREB Regulations), 18204 (Risk Marketing), 18283 (Military Relocation Professional), 18284 (Global Real Estate Local Markets), 18285 (Green 100), 18286 (Green 200), 18287 (Green 300), 18295 (VAR Contract Writing Class), 18301 (CRB: The Art of Recruiting Day 1), 18302 (CRB: The Art of Recruiting Day 2), 18303 (VA Agency Law), 18305 (VA Agency Law), 18317 (Effective Negotiating for RE Professionals), 18333 (VAR Contract Writing Class), 18395 (Senior Residential Specialist Day 1), 18396 (Senior Residential Specialist Day 2), 18515 (Supervision & Management of Real Estate Agents), 18516 (Management of R.E. Brokerage Firm), 18565 (Real Estate Legal Update), 18626 (Elements of a Contract), 18645 (Escrow Requirements), 18678 (Escrow Requirements), 17737 (The Code is Good Business), 18646 (Escrow Requirements), **CVSRE**
3. **Gary E. Duda** - 18574 (Agency Law Review), 14642 (Seller Prep Session), 15743 (Contracts and Contract Writing), 15747 (Real Estate Law and Legal Updates), 15821 (Risk Management-What are a Brokers Duties), 15829 (For Your Eyes Only-RE Brokers), 17755 (The Code is Good Business), 17917 (Code of Ethics Cycle - 4), 17918 (Code of Ethics Cycle - 4), 18093 (E-PRO), 18094 (Generational Buy), 18096 (Real Estate Marketing Reboot), 18117 (E-Pro), 18118 (Generational Buy), 18121 (Real Estate Marketing Reboot), 18171 (Real Estate Law VREB Regulations), 18204 (Risk Marketing), 18295 (VAR Contract Writing Class), 18303 (VA Agency Law), 18305 (VA Agency Law), 18317 (Effective Negotiating for RE Professionals), 18333 (VAR Contract Writing Class),

- 18515 (Supervision & Management of Real Estate Agents),  
 18516 (Management of R.E. Brokerage Firm), 18565 (Real  
 Estate Legal Update), 18626 (Elements of a Contract),  
 18645 (Escrow Requirements), 18678 (Escrow  
 Requirements), 17737 (The Code is Good Business), 18646  
 (Escrow Requirements), **CVSRE**
4. **Patsy Rodgers** - 19469 (8 HR Real Estate Management and  
 Agent Supervision), **Alpha College of Real Estate**
  5. **Amy Trumbull** - 17991 (Advertising Real Estate in  
 Virginia), 18574 (Agency Law Review), 14975 (Realtor  
 Property Resource), 15742 (Fair Housing Opens Doors),  
 15743 (Contracts and Contract Writing), 15747 (Real  
 Estate Law and Legal Updates), 15821 (Risk Management-  
 What are a Brokers Duties), 15829 (For Your Eyes Only-RE  
 Brokers), 17755 (The Code is Good Business), 17917 (Code  
 of Ethics Cycle - 4), 17918 (Code of Ethics Cycle - 4),  
 18053 (Fair Housing: It's Not an Option It's the Law),  
 18075 (Fair Housing: It's Not an Option It's the Law),  
 18171 (Real Estate Law VREB Regulations), 18204 (Risk  
 Marketing), 18295 (VAR Contract Writing Class), 18303 (VA  
 Agency Law), 18305 (VA Agency Law), 18333 (VAR Contract  
 Writing Class), 18515 (Supervision & Management of Real  
 Estate Agents), 18516 (Management of R.E. Brokerage  
 Firm), 18565 (Real Estate Legal Update), 18626 (Elements  
 of a Contract), 18645 (Escrow Requirements), 18678  
 (Escrow Requirements), 17737 (The Code is Good Business),  
 18646 (Escrow Requirements), **CVSRE**
  6. **Robert Pizzimenti** - 15764 (Certified Negotiation Expert)  
**PWAR**
  7. **David L. Arnold, F. Adam Cherry, III, Allen G. Dorin,  
 Jeffrey H. Geiger, D. Rossen S. Greene, Dennis W.  
 Gruelle, Robert L. Hodges, Ashley P. Holmes, Bryan W.  
 Horn, Henry E. Howell, and Jack Wilson III** - 18504  
 (Advanced Eminent Domain and Valuation), **NBI**
  8. **Dawn Jarvis** - 19877/19867 (Closing the Gap), 19812/19813  
 (Targeting & Servicing 1<sup>st</sup> Time Buyers), **Cindy Bishop  
 Worldwide**
  9. **Michael Guthrie** - 18574 (Agency Law Review), 18565 (Real  
 Estate Legal Update), 18626 (Elements of a Contract),  
**CVSRE**
  10. **Keith Barrett, Sean Everhart, and Scott Mozingo** - 18947  
 (Fair Housing), 18946 (Agency), 19162 (Risk Management),  
 18989 (Escrow Management), 18990 (Real Estate Law), **DAAR**
  11. **Sean Everhart and Scott Mozingo** - 20015 (Fair Housing),  
 20014 (Contracts), **DAAR**
  12. **Carl Mazzan Sr.** - 19293 (Credit History, Analysis and  
 Loan), 19320 (Credit History, Analysis and Loan), **Alltech  
 Title**
  13. **Scott Mozingo** - 20029 (Real Estate Law, Legal Updates &



- Emerging Trends), **DAAR**
14. **Todd Mitchell** - 19010 (Agency Demystified), 17294 (Agency Demystified), **Piedmont School of Real Estate**
  15. **Jennifer Du Plessis** - 19277 (Business Planning), **DAAR**
  16. **William A. Roth and Gina Parello** - 18947 (Fair Housing), 20015 (Fair Housing), **DAAR**
  17. **Mary Roth** - 18989 (Broker Supervision & Escrow Management), 18992 (Broker Risk Management), **DAAR**
  18. **Daniel Watson** - 20029 (Legal Updates), 20015 (Fair Housing), 20014 (Contracts), 20013 (Agency), **DAAR**
  19. **Larry Anderson, Gary Duda, Michael Guthrie, Barbara McMurry, Virginia Nelson, Donna Patton and Amy Trumbull** - 20363 (2015 Ethics Seminar), 20367 (2015 Ethics Seminar) **CVSRE**
  20. **A. Christopher Parks** - 19867/0214019877 (Closing the Gap), **Cindy Bishop Worldwide**
  21. **Daniel Watson** - 18947 (Fair Housing), 18946 (Agency), 19162 (Risk Management), 18989 (Escrow Management), 18990 (Real Estate Law), **DAAR**
  22. **James F. Perkins, David J. Olivero, and A. Christopher Parks** - 19812/19813 (Targeting & Services First Time Buyers), **Cindy Bishop Worldwide**
  23. **Gary Duda and Rachel Reynolds** - 18549 (Instanet Forms/Transaction Desk), 18551 (Transaction Desk), 18552 (Instanet Forms/Transaction Desk), **CVSRE**

X. Other Business

XI. Public Comment

XII. Adjourn