

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on July 9, 2008, at the Department of Professional and Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Byrl P. Taylor
Scott Gaeser

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:00 p.m.

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

The following actions were taken:

A. 2 new Proprietary School Applications were approved:

1. Boone Homes, Inc., Manakin-Sabot, VA
Contact: Chris Parks
2. The Genesis Foundation, Inc., Valparaiso, IN
Contact Person: Andrew McMahon

B. 160 Continuing Education Courses were reviewed.
Of these courses:

43 previously approved continuing education courses offered by approved schools were approved:

1. 58276 Basic Real Estate Finance (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.
2. 58277 Methods of Residential Finance (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.
3. 58278 Pricing Property to Sell (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.
4. 58279 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, The Real Estate Academy, Inc.

5. 58280 Consensual Dual Agency (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc.
6. 58281 Real Estate Math (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc.
7. 58282 Tax Free Exchanges (On-line), 4 hours Real Estate Related, The Real Estate Academy, Inc.
8. 58283 Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 1 hour Legal Updates, The Real Estate Academy Inc.
9. 58296 Ethics in Real Estate (On-line), 3 hours Ethics and Standards of Conduct, The Real Estate Academy, Inc.
10. 58312 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Act Web Services
11. 58398 Bringing Mediation Home, 6 hours Real Estate Related, Central Virginia School of Real Estate
12. 58419 Understanding Credit and Improving Credit Scores (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
13. 58420 Virginia 8 hour Mandatory Continuing Education (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Kaplan Real Estate Schools
14. 58421 Homes for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Kaplan Real Estate Schools
15. 58424 Broker: Business Management in a Real Estate Office, 8 hours Broker Management, Act Web Services
16. *58434 Ethics & Standards of Conduct, 3 hours Ethics and Standard of Conduct, 1 hour Real Estate Related, Real Estate III School of Real Estate
17. *58444 Warranty Risk Reduction – Home Protection Program, 2 hours Real Estate Related, Williamsburg Real Estate School
18. *58480 Quality Service Training, 4 hours Real Estate Related, Real Estate III School of Real Estate

19. 58483 8-Hour Mandatory CE Renewal Course (On-line), 3 hours Ethics & Standards of Conduct, 2 hours Fair Housing, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 1 hour Legal Update, Piedmont School of Real Estate
20. 58484 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
21. 58485 Diversity and Doing Business (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
22. 58486 Real Estate & Taxes – What Every Agent Should Know (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
23. 58487 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
24. 58492 Introduction To Commercial Real Estate (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
25. 58493 Risk Management (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
26. 58494 Real Estate Finance Today (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
27. 58495 Fair Housing (On-line), 4 hours Fair Housing, Piedmont School of Real Estate
28. 58496 Commercial Real Estate: Understanding Investments (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
29. 58497 Commercial Real Estate: Listing Properties (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
30. 58498 Real Estate Investment Fundamentals (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
31. 58499 Real Estate Agent/Mortgage Professional (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
32. 58500 Home for All: Serving People with Disabilities (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate
33. 58501 Ethics in Today's Real Estate World (On-line), 4 hours Ethics & Standards of

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| | | Conduct, Piedmont School of Real Estate |
| 34. | 58502 | Electronic Transactions in Real Estate (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate |
| 35. | 58503 | The Truth About Mold (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate |
| 36. | 58504 | Understanding 1031 Tax Free Exchanges (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate |
| 37. | 58505 | Environmental Issues in Real Estate Practices (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate |
| 38. | 58506 | Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate |
| 39. | 58507 | Understanding Credit and Improving Credit Scores (On-line), 4 hours Real Estate Related, Piedmont School of Real Estate |
| 40. | 58544 | Ethics and Real Estate (On-line), 4 hours Ethics & Standards of Conduct, Piedmont School of Real Estate |
| 41. | *58583 | VRLTA and 2008 Legislative Issues, 3 hours Legal Updates; 3 hours Real Estate Related, Peninsula Real Estate School (Retroactive approval to April 29, 2008) |
| 42. | 58603 | Ethics in Real Estate (On-line), 4 hours Real Estate Related, Real Estate Career Academy |
| 43. | 58604 | Senior Real Estate Specialist, 4 hours Real Estate Agency, 4 hours Real Estate Related, Real Estate Career Academy |

115 original applications for continuing education courses offered by approved schools were considered. 110 courses were approved, 2 were approved with a change of hours, 2 were approved with a change of subject, and 1 was not approved:

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| 1. | 58274 | Renovation Financing, 2 hours Real Estate Related, Avery-Hess Academy of Real Estate |
| 2. | 58275 | Realtor Ethics & Standards of Conduct, 3 hours Ethics and Standards of Conduct, Avery-Hess Academy of Real Estate |
| 3. | 58298 | REO and Foreclosure Properties (On-line), 5 hours Real Estate Related, McKissock, LP |

4. *58299 Pitfalls & Possibilities: Presenting and Negotiating Contracts, 3 hours Real Estate Contracts, VAR
5. *58301 Tax Implications of Real Estate, 8 hours Real Estate Related, VAR
6. *58303 Shift Happens - Adapting to the Shifting Communication Needs of Today's Consumers, 3 hours Real Estate Related, VAR
7. 58305 Ten Steps to a Successful Eviction, 2 hours Legal Updates, VAR **(Retroactive approval to February 13, 2008)**
8. *58307 6 Hour Office Operations, 6 hours Real Estate Related, Alpha College of Real Estate
9. *58309 It's Not Easy Going Green... Or Is It?, 2 hours Real Estate Related, VAR
10. *58318 Cover Your Assets, 2 hours Real Estate Related, VAR
11. 58320 Understanding Tenants-in-Common Investments, 3 hours Real Estate Related, Shenandoah Valley Training Center
12. *58321 Home Protection Programs and Risk Management, 2 hours Real Estate Related, GSH Training Co.
13. 58329 Landlord and Tenant Law, 8 hours Legal Updates, Lorman Business Center, Inc. **(Retroactive Approval to June 4, 2008)**
14. 58339 Code of Ethics Case Studies (On-line), 3 hours Ethics & Standards of Conduct, Continuing Ed Express, LLC
15. *58346 Investment Options for 1031 Exchanges, 1 hour Real Estate Related, Coldwell Banker Residential Brokerage School of RE
16. 58348 The Brokers Guide to Understanding Real Estate & Mortgage Fraud (on-line), 4 hours Broker Management, The CE Shop, Inc.
17. 58349 Real Estate Appraisal for Agents (on-line), 8 hours Real Estate Related, The CE Shop, Inc.
18. 58350 Real Estate Technology: The Broker's Guide to Success (on-line), 4 hours Broker Management, The CE Shop, Inc.
19. *58351 Pricing Strategies for the 21st Century, 2 hours Real Estate Related, VAR
20. 58353 Title & Escrow: Two Families, One Transaction (on-line), 4 hours Real Estate Related, The CE Shop, Inc.

21. 58354 Diversity: Your Kaleidoscope of Clients (on-line), 4 hours Real Estate Related, The CE Shop, Inc.
22. 58355 Breaking Barriers: Fair Housing (on-line), 4 hours Real Estate Related, The CE Shop, Inc.
23. 58356 Advanced Real Estate Taxation (on-line), 8 hours Real Estate Related, The CE Shop, Inc.
24. *58357 Negotiation: The Games People Play, 2 hours Real Estate Related, VAR
25. 58384 Social Media Risk Management, 2 hours Broker Management, Real Estate Career Academy
26. *58385 Social Media Risk Management, 2 hours Real Estate Related, Real Estate Career Academy
27. *58387 Practical Property Evaluation, 3 hours Real Estate Related, Coldwell Banker Residential Brokerage School of R.E.
28. *58389 Riding the Waves (Listing & Buying Short Sales), 1 hour Real Estate Related, PWAR
29. *58391 A Day at Sea (Selling from an Estate), 1 hour Real Estate Related, PWAR
30. *58393 "Energy Smart", 4 hours Real Estate Related, Coldwell Banker Res. Brokerage School of R.E.
31. *58395 Green Building for Real Estate Professionals Realtors Course, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
32. *58399 Legal Updates and Emerging Trends, 1 hour Legal Updates, MBH Settlement Group, LLC
33. *58401 Taking the Mystery Out of Real Estate Financing, 3 hours Real Estate Related, Old Dominion Real Estate Institute
34. 58403 RECA Short Sales, 3 hours Broker Management, Real Estate Career Academy **(Not approved. Content not Broker Management and same content as 58404).**
35. *58404 RECA Short Sales, 3 hours Legal Updates, Real Estate Career Academy **(Approved for Real Estate Related - not for Legal Updates)**
36. *58406 Highlight's of NVAR's 2006 Reg. Sales Contract w/ Selected Items from VA Jurisdictional Addendum, 3 hours Real

- Estate Contracts, MBH Settlement Group, LLC
37. *58408 Real Estate 10.0, 6 hours Real Estate Related, VAR
 38. *58411 Divorce, Death, and Bankruptcy, 2 hours Legal Updates, VAR
 39. *58413 Divorce, Death, and Bankruptcy, 3 hours Legal Updates, VAR
 40. *58415 Listing Contract Class, 1 hour Real Estate Contracts, VAR
 41. *58417 Purchase Contract Class, 1 hour Real Estate Contracts, VAR
 42. 58423 Broker Management Issues and Answers, 4 hours Broker Management, Montague Miller Real Estate Academy
 43. *58425 Short Sales, REO Sales and Some Related Tax Issues, 2 hours Real Estate Related, The RGS Title Real Estate Academy
 44. *58427 Issues Involved in Broker/Client Agreement, 2 hours Real Estate Related, 1 hour Real Estate Contracts, VAR
 45. *58429 Anatomy of a Purchase and Sale Agreement, 3 hours Real Estate Contracts, VAR
 46. *58436 New Construction: Handling Objections, 2 hours Real Estate Related, Real Estate III School of Real Estate
 47. *58438 Real Estate 10.0, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
 48. *58440 Systems & Strategies Necessary to Create an Effective and Profitable Real Estate Business, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
 49. *58442 What's in Your Policy Manual?, 2 hours Real Estate Related, VAR
 50. *58446 Business Planning, 1 hour Real Estate Related, Williamsburg Real Estate School
 51. *58448 Sustainable Housing and Building Green - What Every Agent Should Know, 4 hours Real Estate Related, Long and Foster Institute of Real Estate
 52. *58450 Making Sense of the Current Market to Look Towards the Future, 1 hour Real Estate Related, RAR
 53. *58452 The Changing Landscape South of the River, 1 hour Real Estate Related, RAR

54. *58454 The Economy & Housing Market in 2008: An Outlook for 2009, 1 hour Real Estate Related, RAR
55. 58456 Broker Risk Management: Agency Issues, 3 hours Broker Management, RAR
56. *58457 MLS Alliance, 1 hour Real Estate Related, RAR
57. *58459 Top 10 Myths of Real Estate, 1 hour Ethics & Standards of Conduct, RAR
58. *58461 Property Owner Association & Condo Association Laws, 2 hours Legal Updates, RAR
59. *58464 Introduction to Real Estate Auction, 1 hour Legal Updates, 1 hour Real Estate Agency, 2 hours Real Estate Contracts, 2 hours Real Estate Related, RAR
60. *58466 It Ain't Easy Being Green: Understanding "Green" in Real Estate, 2 hours Real Estate Related, VAR
61. *58468 Forms & Faux Pauxs, 1 hour Real Estate Contracts, RAR
62. *58470 Contract Writing: Watch Your Step, 1 hour Real Estate Contracts, Montague Miller Real Estate Academy
63. *58472 2008 VAR Property Management Forms Update, 3 hours Real Estate Contracts, VAR
64. *58474 New Construction: Demonstrating the Product, 2 hours Real Estate Related, Real Estate III School of Real Estate
65. *58476 New Construction: Developing Rapport, 2 hours Real Estate Related, Real Estate III School of Real Estate
66. *58478 New Construction: Generating Momentum, 2 hours Real Estate Related, Real Estate III School of Real Estate
67. 58482 Broker Management and Supervision, 8 hours Broker Management, Real Estate III School of Real Estate
68. *58488 Night Court: Are Your Sellers Coming up Short?, 2 hours Real Estate Related, Peninsula Real Estate School (**Retroactive Approval to April 28, 2008**)
69. *58490 Elder Law, 2 hours Real Estate Related, Peninsula Real Estate School (**Retroactive Approval to May 19, 2008**)
70. 58545 Agent Supervision and Management: Cases in Advertising and Communication (Classroom),

- 1 hour Broker Management, Moseley Real Estate Schools
71. 58546 Agent Supervision and Management: Cases in Advertising and Communication **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
72. 58547 Agent Supervision and Management: Cases in Agency Initiation, Supervision, and Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
73. 58548 Agent Supervision and Management: Cases in Agency Initiation, Supervision, and Management **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
74. 58549 Agent Supervision and Management: Cases in Improper Disclosure and Disclosure Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
75. 58550 Agent Supervision and Management: Cases in Improper Disclosure and Disclosure Management **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
76. 58551 Agent Supervision and Management: Cases in Escrow Account Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
77. 58552 Agent Supervision and Management: Cases in Escrow Account Management **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
78. 58553 Agent Supervision and Management: Cases in Improper Dealing and Financial Management (Classroom), 1 hour Broker Management, Moseley Real Estate Schools
79. 58554 Agent Supervision and Management: Cases in Improper Dealing and Financial Management **(CRP)**, 1 hour Broker Management, Moseley Real Estate Schools
80. 58555 Precautions to take in a Slow Economy, 6 hours Broker Management, VAR
81. 58556 Precautions to take in a Slow Economy, 6 hours Real Estate Related, VAR
82. *58557 Technology for Today's Realtors, 4 hours Real Estate Related, VAR
83. *58559 Business Planning for Today's Realtors, 4 hours Real Estate Related, VAR
84. *58561 Introduction to VRLTA, 2 hours Legal Updates, VAR

85. *58563 A Guide to Virginia Residential Landlord-Tenant Law, 3 hours Legal Updates, VAR
86. *58565 Ethics and Legal Update 2008, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, VAR
87. *58568 Update on Contracts, Agency, and Fair Housing, 1 hour Real Estate Contracts, 1 hour Real Estate Agency, 2 hours Fair Housing, VAR
88. 58570 Broker Management & Agent Supervision, 8 hours Broker Management (Classroom), Xtreme Agent Training, LLC
89. 58571 Broker Management & Agent Supervision, 8 hours Broker Management (**CRP**), Xtreme Agent Training, LLC
90. 58572 Home Inspection, 2 hours Real Estate Related (Classroom), Xtreme Agent Training, LLC
91. 58573 Home Inspection, 2 hours Real Estate Related (**CRP**), Xtreme Agent Training, LLC
92. 58585 Agent Supervision and Management: Cases in Personal Misconduct and Proper Supervision (Classroom), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
93. 58586 Agent Supervision and Management: Cases in Personal Misconduct and Proper Supervision (**CRP**), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
94. 58587 Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions (Classroom), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
95. 58588 Agent Supervision and Management: Cases in Improper Listing, Leasing and Commissions (**CRP**), 1 hour Broker Management, Moseley Schools of Real Estate, Inc.
96. *58589 Home Staging 1 Hour, 1 hour Real Estate Related, Williamsburg Real Estate School
97. 58591 Supervision and Management, 8 hours Broker Management, Housing Consultants Real Estate School
98. 58592 Brokerage Risk and Liability, 4 hours Broker Management, NVAR
99. *58593 Risk and Rewards of Rentals for Today's Market, 2 hours Real Estate Related, NVAR
100. *58596 Stressful Days and Sleepless Nights? 1 hour Legal Updates, NVAR

- 101. 58598 RLI - Tax Implications of Real Estate, 8 hours Real Estate Related, NVAR
- 102. *58599 The Legal Update Clinic, 2 hours Real Estate Related, NVAR
- 103. *58601 The Mortgage Clinic, 2 hours Real Estate Related, NVAR
- 104. *58610 1 Hr Home Owners Insurance New vs. Older Homes, 1 hour Real Estate Related, Alpha College of Real Estate
- 105. *58612 2 Hr Home Owners Insurance New vs. Older Homes, 2 hours Real Estate Related, Alpha College of Real Estate
- 106. *58614 4 Hr Home Owners Insurance New vs. Older Homes, 4 hours Real Estate Related, Alpha College of Real Estate
- 107. *58616 3 Hr Settlement Agent Responsibilities, 3 hours Real Estate Related, Alpha College of Real Estate
- 108. *58618 Special Contracts and Seller Financing, 2 hours Real Estate Contracts, RGS Title Real Estate Academy
- 109. 58620 Introduction to Employee Relocation (on-line), 3 hours Real Estate Related, Americas Best
- 110. 58621 Handling Difficult Personalities, 3 hours Broker Management, William E. Wood Real Estate Academy
- 111. 58622 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Dearborn Financial Publishing
- 112. 58630 Broker Series - Short Sale Management, 3 hours Broker Management, Real Estate Career Academy **(Approved for Real Estate Related - not for Broker Management)**
- 113. *58631 ABR Foreclosure, 8 hours Real Estate Related, Real Estate Career Academy
- 114. *58634 Accredited Seller Representative - Realty U, 8 hours Real Estate Related, Real Estate Career Academy
- 115. 58651 What's in Your Policy Manual?, 2 hours Broker Management, VAR

2 original continuing education courses offered by schools with pending proprietary school applications were approved:

- 1. *58627 Reading and Understanding Construction Drawings and Plats, 2 hours Real Estate Related, Boone Homes, Inc.

2. 58629 Understanding Down Payment Assistance Transactions, 3 hours Real Estate Related, The Genesis Foundation, Inc.

c. 148 Post License Education Courses were reviewed. Of these courses:

62 previously approved post license education courses offered by approved schools were approved:

1. 58266 Risk Management (On-line), 4 hours Property Management Mandatory Topics, Virginia Educators-Century 21 Battlefield
2. 58267 Contract Writing and Agency (On-line), 4 hours Property Management Mandatory Topics, Virginia Educators-Century 21 Battlefield
3. 58268 Appraisals/Structures & Construction Process/USBC, 4 hours Property Management Mandatory Topics, Virginia Educators-Century 21 Battlefield
4. 58269 Board Regulations & Statutes/Escrow Management & Accounting; Ethics (On-line), 4 hours Property Management Mandatory Topics, Virginia Educators-Century 21 Battlefield
5. 58270 Virginia Residential Landlord/Tenant Act and Fair Housing (On-line), 4 hours Property Management Mandatory, Virginia Educators-Century 21 Battlefield
6. 58271 Rental Marketing (On-line), 2 hours Property Management Elective Topics, Virginia Educators-Century 21 Battlefield
7. 58272 Current Industry Issues and Trends (On-line), 2 hours Property Management Elective Topics, Virginia Educators-Century 21 Battlefield
8. 58284 Technology (On-line), 3 hours Residential Real Estate Elective Topics, The Real Estate Academy, Inc.
9. 58285 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, The Real Estate Academy, Inc.
10. 58286 Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, The Real Estate Academy, Inc.

11. 58287 Fair Housing (On-line), 3 hours
Residential Real Estate Mandatory Topics,
The Real Estate Academy, Inc.
12. 58288 Agency Law (On-line), 3 hours Residential
Real Estate Mandatory Topics, The Real
Estate Academy, Inc.
13. 58289 Business Planning (On-line), 2 hours
Residential Real Estate Elective Topics,
The Real Estate Academy, Inc.
14. 58290 Ethics and Standards of Conduct/Current
Industry Issues and Trends (On-line), 3
hours Residential Real Estate Mandatory
Topics, The Real Estate Academy, Inc.
15. 58291 Offer to Purchase (On-line), 3 hours
Residential Real Estate Mandatory Topics,
The Real Estate Academy, Inc.
16. 58292 Selling Process (On-line), 3 hours
Residential Real Estate Elective Topics,
The Real Estate Academy, Inc.
17. 58293 Property Valuation/Listing Process (On-
line), 3 hours Residential Real Estate
Elective Topics, The Real Estate Academy,
Inc.
18. 58294 Real Estate Law (On-line), 3 hours
Residential Real Estate Mandatory Topics,
The Real Estate Academy, Inc.
19. 58295 Finance (Residential) (Finance) (On-line),
3 hours Residential Real Estate Elective
Topics, The Real Estate Academy, Inc.
20. *58435 Ethics & Standards of Conduct, 3 hours
Residential Real Estate Mandatory Topics,
Real Estate III School of Real Estate
21. *58445 Warranty Risk Reduction (Other Real Estate
Related), 2 hours Residential Real Estate
Elective Topics, Williamsburg Real Estate
School
22. *58481 Quality Service Training (Other Real
Estate Related), 4 hours Residential Real
Estate Elective Topics, Real Estate III
School of Real Estate
23. 58509 Franchising (On-line), 1 hour Commercial
Real Estate Elective Topics, Piedmont
School of Real Estate
24. 58510 Hospitality/Entertainment (On-line), 1
hour Commercial Real Estate Elective
Topics, Piedmont School of Real Estate

25. 58511 Consulting Services (On-line), 1 hour
Commercial Real Estate Elective Topics,
Piedmont School of Real Estate
26. 58512 Market Research (On-line), 2 hours
Commercial Real Estate Elective Topics,
Piedmont School of Real Estate
27. 58513 Leasing (On-line), 4 hours Commercial
Real Estate Elective Topics, Piedmont
School of Real Estate
28. 58514 Property Management (On-line), 2 hours
Commercial Real Estate Elective Topics,
Piedmont School of Real Estate
29. 58515 Sales (On-line), 3 hours Commercial Real
Estate Elective Topics, Piedmont School of
Real Estate
30. 58516 Finance (On-line), 2 hours Commercial Real
Estate Elective Topics, Piedmont School of
Real Estate
31. 58517 Contract Writing, Handling Customer
Deposits & Agency (On-line), 3 hours
Commercial Real Estate Mandatory Topics,
Piedmont School of Real Estate
32. 58518 Listing Property (Listing Property; Leasing
Property; Current Industry Issues and
Trends)(On-line), 3 hours Commercial Real
Estate Mandatory Topics, Piedmont School
of Real Estate
33. 58519 VA Property Owners' Association Act & VA
Condominium Act (Property Owners' and
Condominium Association Law)(On-line), 3
hours Commercial Real Estate Mandatory
Topics, Piedmont School of Real Estate
34. 58520 Business Planning (On-line), 2 hours
Residential Real Estate Elective Topics,
Piedmont School of Real Estate
35. 58521 Technology (On-line), 3 hours Residential
Real Estate Elective Topics, Piedmont
School of Real Estate
36. 58522 Land Use Issues (On-line), 1 hour
Residential Real Estate Elective Topics,
Piedmont School of Real Estate
37. 58523 Property Valuation/Listing Process (On-
line), 3 hours Residential Real Estate
Elective Topics, Piedmont School of Real
Estate
38. 58524 Selling Process (On-line), 3 hours
Residential Real Estate Elective Topics,
Piedmont School of Real Estate

39. 58525 Finance (On-line), 3 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
40. 58526 Appraisals; Structures & Construction Process; USBC (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
41. 58527 Risk Management (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
42. 58528 Board Regulations; Escrow Management; Ethics (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
43. 58529 VA Residential Landlord Tenant Act; Fair Housing (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
44. 58530 Current Industry Issues and Trends (On-line), 2 hours Property Management Elective Topics, Piedmont School of Real Estate
45. 58531 Rental Marketing (On-line), 2 hours Property Management Elective Topics, Piedmont School of Real Estate
46. 58532 Government Relations/Government Programs (On-line), 1 hour Commercial Real Estate Elective Topics, Piedmont School of Real Estate
47. 58533 Development (On-line), 1 hour Commercial Real Estate Elective Topics, Piedmont School of Real Estate
48. 58534 Development (On-line), 1 hour Commercial Real Estate Elective Topics, Piedmont School of Real Estate,
49. 58535 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate
50. 58536 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate,
51. 58537 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate
52. 58538 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate

53. 58539 Ethics and Standards of Conduct/Current Issues & Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, Piedmont School of Real Estate
54. 58540 Contractor/Maintenance Employee Relationships (On-line), 2 hours Property Management Elective Topics, Piedmont School of Real Estate
55. 58541 Understanding Property Owner's and Condominium Associations (On-line), 2 hours Property Management Elective Topics, Piedmont School of Real Estate
56. 58542 Tenant/Landlord Relationships (On-line), 2 hours Property Management Elective Topics, Piedmont School of Real Estate
57. 58543 Contract Writing and Agency (On-line), 4 hours Property Management Mandatory Topics, Piedmont School of Real Estate
58. 58582 VRLTA and 2008 Legislative Issues (Other Real Estate Related), 2 hours Property Management Elective Topics, Peninsula Real Estate School (**Retroactive approval to April 29, 2008**)
59. *58584 VRLTA and 2008 Legislative Issues (Tenant/Landlord Relationships), 4 hours Property Management Elective Topics, Peninsula Real Estate School (**Retroactive approval to April 29, 2008**)
60. 58605 Senior Real Estate Specialist (Selling Process), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
61. 58606 Senior Real Estate Specialist (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
62. 58607 Senior Real Estate Specialist (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy

85 original applications for post license education courses offered by approved schools were reviewed. 84 were approved and 1 was approved with a change of subject:

1. *58300 Pitfalls & Possibilities: Presenting and Negotiating Contracts (Offer to Purchase),

- 3 hours Residential Real Estate Mandatory Topics, VAR
2. *58302 Tax Implications of Real Estate (Finance), 4 hours Residential Real Estate Elective Topics, VAR
3. *58304 Shift Happens - Adapting to the Shifting Communication Needs of Today's Consumers (Other Real Estate Related), 3 hours Real Estate Residential Elective Topics, VAR
4. *58308 6 Hour Office Operations (Other Real Estate Related), 4 hours Property Management Elective Topics, Alpha College of Real Estate
5. *58310 It's Not Easy Being Green... Or Is It? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
6. 58311 Tax Implications of Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
7. *58319 Cover Your Assets (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
8. *58322 Home Protection Programs and Risk Management (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, GSH Training Co.
9. *58347 Investment Options for 1031 Exchanges (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Coldwell Banker Residential Brokerage School of RE
10. *58352 Pricing Strategies for the 21st Century (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
11. *58358 Negotiation: The Games People Play (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
12. *58386 Social Media Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, Real Estate Career Academy
13. *58388 Practical Property Evaluation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Coldwell Banker Residential Brokerage School of RE

14. *58390 Riding the Waves (Listing & Buying Short Sales) (Finance), 1 hour Residential Real Estate Elective Topics, PWAR
15. *58392 A Day at Sea (Selling from an Estate) (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, PWAR
16. *58394 "Energy Smart" (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Coldwell Banker Res. Brokerage School of RE
17. *58396 Green Building for Real Estate Professionals Realtors Course (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of RE
18. 58397 Real Estate Law, Title Insurance, and Settlement Issues (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Community Title, LLC
(Retroactive Approval to November 7, 2007)
19. *58400 Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LLC
20. *58402 Taking the Mystery Out of Real Estate Financing (Finance), 3 hours Residential Real Estate Elective Topics, Old Dominion Real Estate Institute
21. *58405 RECA Short-Sales (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy
(Approved for Other Real Estate Related Residential Elective - not for Real Estate Law Residential Mandatory)
22. *58407 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, MBH Settlement Group, LLC
23. *58409 Real Estate 10.0 (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR
24. 58410 Real Estate 10.0 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR

25. *58412 Divorce, Death, and Bankruptcy (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
26. *58414 Divorce, Death, and Bankruptcy (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
27. *58416 Listing Contract Class (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
28. *58418 Purchase Contract Class (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
29. *58426 Short Sales, REO Sales and Some Related Tax Issues (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
30. *58428 Issues Involved in Broker/Client Agreement (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, VAR
31. *58430 Anatomy of a Purchase and Sale Agreement (Leasing), 3 hours Commercial Real Estate Elective Topics, VAR
32. 58431 Accredited Buyer Representative - Real Estate Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Peninsula Real Estate School
(Retroactive Approval to June 2, 2008)
33. 58432 Accredited Buyer Representative - Real Estate Law (Real Estate Law), 3 hours Residential Mandatory Topics, Peninsula Real Estate School**(Retroactive Approval to June 2, 2008)**
34. 58433 Accredited Buyer Representative - Real Estate Related (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Peninsula Real Estate School**(Retroactive Approval to June 2, 2008)**
35. *58437 New Construction: Handling Objections (Selling Process), 2 hours Residential Real Estate Elective Topics, Real Estate II School of Real Estate
36. *58439 Real Estate 10.0 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate

37. *58441 Systems & Strategies Necessary to Create an Effective and Profitable Real Estate Business (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
38. *58443 What's In Your Policy Manual? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
39. *58447 Business Planning (Business Planning), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
40. *58449 Sustainable Housing and Building Green What Every Agent Should Know (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
41. *58451 Making Sense of the Current Market to Look Towards the Future (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
42. *58453 The Changing Landscape South of the River (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
43. *58455 The Economy & Housing Market in 2008: An Outlook for 2009 (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
44. *58458 MLS Alliance (Technology), 1 hour Residential Real Estate Elective Topics, RAR
45. *58460 Top 10 Myths of Real Estate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
46. *58462 Property Owner Association & Condo Association Laws (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
47. 58463 Introduction to Real Estate Auction (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, RAR
48. *58465 Introduction to Real Estate Auction (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, RAR

49. *58467 It Ain't Easy Being Green: Understanding "Green" in Real Estate (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
50. *58469 Forms & Faux Pauxs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
51. *58471 Contract Writing: Watch Your Step (Other Real Estate Related, 1 hour Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
52. *58473 2008 VAR Property Management Forms Update (Current Industry Issues and Trends), 3 hours Property Management Elective Topics, VAR
53. *58475 New Construction: Demonstrating the Product (Selling Process), 2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
54. *58477 New Construction: Developing Rapport (Selling Process), 2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
55. *58479 New Construction: Generating Momentum, (Selling Process)2 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
56. *58489 Night Court: Are Your Sellers Coming Up Short? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
(Retroactive Approval to April 28, 2008)
57. *58491 Elder Law (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
(Retroactive Approval to May 19, 2008)
58. *58558 Technology for Today's Realtors (Technology), 4 hours Residential Real Estate Elective Topics, VAR
59. *58560 Business Planning for Today's Realtors (Business Planning), 4 hours Residential Real Estate Elective Topics, VAR
60. *58562 Introduction to VRLTA (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
61. *58564 A Guide to Virginia Residential Landlord-Tenant Law (Tenant/Landlord

- Relationships), 3 hours Property Management Elective Topics, VAR
62. *58566 Ethics and Legal Update 2008 (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, VAR
63. 58567 Ethics and Legal Update 2008 (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
64. *58569 Update on Contracts, Agency, and Fair Housing (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
65. *58590 Home Staging 1 Hour (Property Valuation/Listing Process), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
66. *58594 Risk and Rewards of Rentals for Today's Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
67. 58595 Risk and Rewards of Rentals for Today's Market (Other Real Estate Related), 2 hours Property Management Elective Topics, NVAR
68. *58597 Stressful Days and Sleepless Nights? (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, NVAR
69. *58600 The Legal Update Clinic (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
70. *58602 The Mortgage Clinic, (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
71. 58608 RECA Cyber Agent - Real Estate Related (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
72. 58609 RECA Cyber Agent - Technology (Technology) 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
73. *58611 1 Hr Home Owners Insurance New vs. Older Homes (Other Real Estate), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
74. *58613 2 Hr Home Owners Insurance New vs. Older Homes (Other Real Estate Related), 2 hours

- Residential Real Estate Elective Topics,
Alpha College of Real Estate
75. *58615 4 Hr Home Owners Insurance New vs. Older Homes (Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics,
Alpha College of Real Estate
76. *58617 3 Hr Settlement Agent Responsibilities (Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics,
Alpha College of Real Estate
77. *58619 Special Contracts and Seller Financing (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics,
RGS Title Real Estate Academy
78. 58623 Business Planning (On-line), 2 hours
Residential Real Estate Elective Topics,
Dearborn Financial Publishing, Inc.
79. 58624 Land Use Issues (On-line), 2 hours
Residential Real Estate Elective Topics,
Dearborn Financial Publishing, Inc.
80. 58625 Technology (On-line), 3 hours
Residential Real Estate Elective Topics,
Dearborn Financial Publishing, Inc.
81. 58626 Property Valuation (On-line) (Property Valuation/Listing Process), 3 hours
Residential Real Estate Elective Topics,
Dearborn Financial Publishing, Inc.
82. *58632 ABR Foreclosure - Part I (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics , Real Estate Career Academy
83. 58633 ABR Foreclosure - Part II (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics , Real Estate Career Academy
84. *58635 Accredited Seller Representative - Realty U (Other Real Estate Related) 4 hours
Residential Real Estate Elective Topics ,
Real Estate Career Academy
85. 58636 Accredited Seller Representative - Realty U - Part II (Other Real Estate Related) 4 hours
Residential Real Estate Elective Topics , Real Estate Career Academy

1 original application for a post license education course offered by a school with a pending proprietary school application was reviewed and approved:

1. *58628 Reading and Understanding Construction Drawings and Plats (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Boone Homes, Inc.

D. 4 Limited Service Agency courses were reviewed. Of these:

4 previously approved limited service agency courses offered by approved schools were approved:

1. 58273 Understanding the Limited Service Broker, 2 hours Limited Service Agency, Avery-Hess Academy of Real Estate
2. 58297 Limited Service Agency (On-line), 2 hours Limited Service Agency, The Real Estate Academy, Inc.
3. 58422 Limited Service Agency in VA Mandatory 2 hour Course (On-line), 2 hours Limited Service Agency, Kaplan Real Estate Schools
4. 58508 Limited Service Agency (On-line), 2 hours Limited Service Agency, Piedmont Real Estate School

E. 1 original application for a salesperson pre-licensing course offered by an approved school was considered and approved.

1. Principles and Practices of Real Estate, Real Estate Career Academy

4 original applications for broker pre-licensing courses offered by an approved school were considered and approved.

1. Real Estate Brokerage, Entry Realty School, LLC
2. Real Estate Finance, Entry Realty School, LLC
3. Real Estate Law, Entry Realty School, LLC
4. Real Estate Property Law, Entry Realty School, LLC

F. 27 Pre-Licensing Instructor Applications were reviewed. Of these, 21 applications were approved, 1 application was approved only for Principles and Practices of Real Estate and 5 applications were not approved.

1. Sherry S. Andrews
2. Donald W. Mathias
3. Joseph J. Toth
4. William L. Chandler, Jr.
5. Matthew V. Rathbun(**Approval effective July 18, 2008**)
6. Donna M. Paton

7. Rajesh Patel
8. David G. Bridges, Sr.
9. Derick Hammond
10. Guy D. Allen
11. Sandra L. Baldwin
12. Tanya Michelle Judon-Winston
13. Stephen M. Zolnowski
14. Claudell O. Claiborne
15. Paul Delkaso
16. Augusto Arostegui - **denied due to past disciplinary action**
17. Sarah Catherine Gordon (**Expert**)
18. Rudy Lee Garcia (**Expert**) - **denied due to lack of expertise**
19. John E. Torrey (**Expert**)
20. Richard Jasper Bridges (**Expert**) - **denied due to lack of expertise**
21. Christopher B. Shead, Jr. (**Expert**) - **denied due to lack of expertise**
22. Jeremy J. Gaudreau (**Expert**) - **denied due to lack of expertise**
23. Nardos Assegahegn (**Expert**)
24. David G. Bridges, Jr. (**Expert**) - **approved only for Principles and Practices**
25. William Crespo, Jr. (**Expert**)
26. Cindy S. Adams (**Expert**)
27. Lucy G. Gimbel (**Expert**)

G. 9 continuing/post license education instructors were approved to teach previously approved courses

1. **Patricia Pachak** 55713 (Accredited Staging Professional), StagedHomes.com
2. **Mary Beth Pauley** 52592/53623 (Understanding Virginia's Agency Law), 52593/52594 (2007 Ethics Seminar), 52585 (Business Planning), 53358 (The Selling Process), 52586/52587 (Offer to Purchase), 53586/53587 (The Listing Process), GSH Training
3. **Howard Williams, Jr.** 52191/52192 (Ethics and Standards of Conduct), 52197/52198 (Agency), 52201/56616 (Property Valuation/Working with Sellers), 52359/52360 (Land Use), 52195/52196 (Real Estate Law), 52205/52206 (Contracts, Offer to Purchase), 52213 (Selling Process), 55993/55994 (Limited Service Agency), 56615 (Business Planning), Alpha College of Real Estate
4. **Pat Widhalm** 52838/55572 (Constructing Real Estate Agreements for Your Clients), 56979/56980

- (Constructing Real Estate Agreements for Your Clients), 54671/54672 (Best Agency Practices), 53907/53540 (Best Agency Practices), VAR
5. **Catherine L. Gillman** - 58149 & 58150 (Fair Housing in Virginia), 57959 (Limited Service Agency), 57957 & 57958 (Regional Sales Contract), 58141 & 58142 (Pre and Post Settlement Agreement), 58147 & 58148 (Details of Real Estate Transaction), 58153 & 58154 (Legislation and Laws Affecting your Virginia Real Estate Transaction), 58159 & 58160 (Nuances of the Virginia Jurisdictional Addendum), 58143 & 58144 (HOA and CONDO Resale's), 58155 & 58156 (Superior Approach to Short Sales), 58151 & 58152 (Taking the Fear out of the REO Addendum - Typical Provisions and Related Strategies), 58157 & 58158 (Fearless Approach to Short Sales), Institute of Continuing Education, LC
 6. **Sue Puleo & Robert Butcher** 57209/57076 (Fair Housing), 57231/57232 (Real Estate Financing), 58033/58034 (Legislative Update), 57107 (Real Estate Ethics), 57072/57073 (From Contract to Settlement), 57074/57075 (Common Contract Addenda), 55633/57061 (Agency), 57108/57109 (Preparing a Competitive Market Analysis), 56992 (Limited Service Agency), Carruthers Academy of Real Estate
 7. **Mary Moseley & Kathleen McTeague Dartez** 55827/55828 (Real Property Rights & Public Records), 54763 (Settlement Form Review), 54571/54572 (The IRC 1031 Tax Deferred Exchange), 53425/53426 (1031 Tax Deferred Exchange & IRS), 54569/54570 (The Settlement Process), 57072/57073 (From Contract to Settlement), 53785/52029 (Real Estate Contract to Closing), 57720/57721 (Short Sale Strategies), 57718/57719 (Short Sale Strategies), 58138 (Virginia Agency & Regional Contract Review), CBRB School of Real Estate

H. Other Business

1. The Committee requested that staff inform all approved education providers that retroactive approval of courses will no longer be granted by the Board unless the Board determines extraordinary circumstances exist.
2. The Committee requested that staff investigate the meaning of the term "expertise" as used in 18 VAC 135-20-360.B.d and 18 VAC 135-20-360.C of the Board's Regulations and that staff contact some other states to

discover their standards for approving pre-license education instructors and report these findings to the Committee at its September 17, 2008, meeting.

3. The Committee recommended that the Board require classroom continuing education courses for all licensees whose disciplinary action includes a continuing education sanction.
 4. The Committee discussed requiring that a certain percentage of classroom continuing education courses be completed as a license renewal requirement. The *Code of Virginia* authorizes the Board to approved continuing education courses as "classroom, correspondence or other distance learning instruction." The Committee discussed the Board's primary role in approving the content of continuing education courses. The Committee also pointed out that if the Board requires that a certain percentage of classroom continuing education courses be completed then this may imply that the Board does not have as much confidence in the correspondence and on-line continuing education courses it approves. Donald Moseley of Moseley-Flint Real Estate Schools indicated that his firm is opposed to this requirement and that it would be a step in the wrong direction for Virginia. Howard Williams of Alpha College of Real Estate indicated that the North Carolina Real Estate Commission may require its licensees to complete their mandatory subject continuing education hours in a classroom setting.
- I. There being no further business or public comment, the meeting adjourned at 4:50 p.m.

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