

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE AGENDA

September 9, 2009 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Virginia Land Title Association School  
Alpharetta, GA  
Contact Person: Karenlee Oreo
2. Success Training & Consulting Inc.  
Norfolk, VA  
Contact Person: Brenda Wise

IV. Continuing Education Courses

A. Previously approved continuing education course application, approved school:

1. 59941 VA Broker Management & Agent Supervision (On-line), 8 hours Broker Management, Dulles Area Real Estate School
2. 59942 VA 8 hour Mandatory Continuing Education (On-line), 1 hour Legal Updates, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Dulles Area Real Estate School
3. 59943 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
4. 59944 Commercial Real Estate: Understanding Investments (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
5. 59945 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
6. 59946 Foreclosures, Short Sales, REOS, and Auctions (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
7. 59947 Homes for All: Serving People with

- Disabilities (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
8. 59948 Introduction to Commercial Real Estate Sales (on-line), 4 hours Real Estate Related, Dulles Area Real Estate School
  9. 59949 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
  10. 59950 Red Flags Property Inspection Guide (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
  11. 59951 Risk Management (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
  12. 59952 Sustainable Housing & Building Green (On-line), 8 hours Real Estate Related, Dulles Area Real Estate School
  13. 59953 Understanding Credit & Improving Credit Scores (On-line), 4 hours Real Estate Related, Dulles Area Real Estate School
  14. 60272 VA 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, 1 hour Real Estate Contracts, NVAR
  15. 60273 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, NVAR
  16. 60274 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, NVAR

B. Original continuing education course application, approved school:

1. \*59923 Green Elective Designation, 8 hours Real Estate Related, Alpha College of Real Estate
2. \*59926 NAR'S Green Designation Residential Elective Course - Part 1, 8 hours Real Estate Related, NRVAR
3. 59929 Accredited Staging Professional (ASP) (On-line), 6 hours Real Estate Related, The CE Shop, Inc.
4. \*59930 Technology and Blogging, 1 hour Real Estate Related, Realtor Association of Prince William

5. \*59939 Short Sales and Foreclosures, 2 hours Real Estate Related, Blue Ridge Real Estate School
6. \*59954 Green Designation Core Course - Day 1, 7 hours Real Estate Related, Realtor Association of Prince William
7. \*59957 Green Designation Core Course - Day 2, 7 hours Real Estate Related, Realtor Association of Prince William
8. \*59960 Use E-Mail to Stay Top-of-Mind with Clients (and Out of Trouble with the Law), 2 hours Real Estate Related, VAR
9. \*59962 Serving and Protecting Clients with Your Own Web Site, 2 hours Real Estate Related, VAR
10. \*60115 19<sup>th</sup> Annual Real Estate Trends Conference, 4 hours Real Estate Related, VCU School of Business-Real Estate Program (**Need Course Materials**)
11. \*60136 Secrets of Social Networking, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
12. \*60138 Real Estate, The Next Generation, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
13. 60140 Safety Precautions for Real Estate Professionals (On-line), 3 hours Real Estate Related, McKissock, LP
14. 60141 Real Estate Ethics and Communication (On-line), 3 hours Ethics and Standards of Conduct, McKissock, LP
15. 60142 Size Matters: Residential Square Footage (On-line), 4 hours Real Estate Related, McKissock, LP
16. 60143 Brokerage Relationships (On-line), 5 hours Real Estate Related, McKissock, LP
17. 60144 The Qualifying Process (On-line), 3 hours Real Estate Related, McKissock, LP
18. 60145 Personal Marketing for Real Estate Professionals (On-line), 3 hours Real Estate Related, McKissock, LP
19. \*60146 Owner/Client Relations, 8 hours Real Estate Related, Alpha College of Real Estate
20. 60149 Closing Procedures and Settlement Costs (On-line), 4 hours Real Estate Related, McKissock, LP
21. 60150 Property Pricing and CMAS (On-line), 3

- 22. 60151 hours Real Estate Related, McKissock, LP Sustainable Real Estate Management, 6 hours Real Estate Related, Institute of Real Estate Management
- 23. \*60152 Virginia Landlord and Tenant Act, 8 hours Real Estate Related, Alpha College of Real Estate
- 24. \*60154 RI 404: The Cyber Realtor, 7 hours Real Estate Related, VAR
- 25. 60156 Broker Management - VA Landlord and Tenant Act, 8 hours Broker Management, Alpha College of Real Estate
- 26. \*60160 Understanding Mold in the Property Restoration Industry, 2 hours Real Estate Related, VAR
- 27. \*60162 2009 Property Management Update, 2 hours Legal Updates and 1 hour Real Estate Contracts, VAR
- 28. \*60164 VREB Escrow Management Course, 3 hours Real Estate Related, Alpha College of Real Estate
- 29. \*60168 Renovation Finance, 4 hours Real Estate Related, Alpha College of Real Estate
- 30. \*60170 8-hour Required Continuing Education Classroom Course, 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, Alpha College of Real Estate
- 31. \*60172 Risk Reduction for Real Estate Technology, 2 hours Real Estate Related, NRVAR
- 32. 60174 Risk Reduction for Real Estate Technology for Brokers, 2 hours Broker Management, NRVAR
- 33. \*60181 Buyers Representation, 1 hour Real Estate Agency, Realtor Association of Prince William
- 34. \*60183 Legal Updates, 1 hour Legal Updates, Realtor Association of Prince William
- 35. \*60185 Recipe for Finding, Contacting & Maintaining Your Client Base, 3 hours Real Estate Related, Realtor Association of Prince William
- 36. \*60187 Bringing Residential Construction into the 21<sup>st</sup> Century, 1 hour Real Estate Related, Moseley-Dickinson Academy of Real Estate
- 37. \*60189 Appliances & Fixtures: Helping the

- Homebuyer Make the Best Choice, 1 hour  
Real Estate Related, Moseley-Dickinson  
Academy of Real Estate
38. \*60191 Know Your Foundation, Wood Species &  
Architectural Molding, 1 hour Real Estate  
Related, Moseley-Dickinson Academy of Real  
Estate
39. \*60193 Identifying & Choosing the Best  
Insulation, Windows & Water Heater, 1 hour  
Real Estate Related, Moseley-Dickinson  
Academy of Real Estate
40. \*60195 Anatomy of a Closing, 2 hours Legal  
Updates, Liz Moore University
41. \*60197 Fraud and Consequences, 2 hours Real  
Estate Related, Blue Ridge Real Estate  
School
42. \*60199 Understanding & Using the 2009 Virginia  
Residential Contract of Purchase, 2 hours  
Real Estate Contracts, VAR
43. \*60201 Fair Housing for Rookies, 2 hours Fair  
Housing, VAR
44. \*60203 A Guide to VRLTA and Successful Evictions,  
3 hours Legal Updates, VAR
45. 60205 Agency and Disclosure under Virginia's  
Agency Law, 4 hours Real Estate Agency,  
NVAR
46. 60206 A Guide to VRLTA and Successful Evictions,  
3 hours Broker Management, VAR
47. 60207 2009 Property Management Update, 3 hours  
Broker Management, VAR
48. 60208 Current Issues in Appraising (On-line), 7  
hours Real Estate Related, McKissock, LP
49. 60209 Introduction to Expert Witness Testimony  
(On-line), 7 hours Real Estate Related,  
McKissock, LP
50. 60210 Foreclosures and Short Sales: Practical  
and Ethical Considerations, 1 hour Legal  
Updates, 2 hours Real Estate Contracts,  
VAR
51. \*60211 How to Sell HUD Homes Successfully, 1  
hour Real Estate Related, VAR
52. \*60213 Certified Distressed Property Expert  
(CDPE) - Part 1, 8 hours Real Estate  
Related, NVAR
53. \*60216 Certified Distressed Property Expert  
(CDPE) - Part 2, 8 hours Real Estate  
Related, NVAR
54. \*60219 FHA 203K Loan Program, 2 hours Real Estate

- Related, NVAR
55. \*60221 Introduction to Short Sales: Move with the Market, 1 hour Real Estate Related, VAR
  56. \*60223 Short Sales & REO'S, 2 hours Real Estate Related, Champion Title & Settlement, Inc.
  57. \*60225 Risk Reduction for Real Estate Technology, 1 hour Real Estate Related, VAR
  58. \*60227 Fair Housing, 3 hours Fair Housing, Long & Foster Institute of Real Estate
  59. 60229 Code of Ethics & Standards of Practice of the National Association of Realtors, 4 hours Ethics & Standards of Conduct, Gracious School of Real Estate
  60. \*60230 The Curb Appeal Course, 3 hours Real Estate Related, NVAR
  61. \*60232 Financial Strategies to Facilitate Sales, 2 hours Real Estate Related, Central Virginia School of Real Estate
  62. 60234 Legal Updates, 2 hours Legal Updates, SML School of Real Estate
  63. 60235 Real Estate Agency, 2 hours Real Estate Agency, SML School of Real Estate
  64. 60236 Real Estate Contracts, 2 hours Real Estate Contracts, SML School of Real Estate
  65. 60237 Fair Housing, 2 hours Fair Housing, SML School of Real Estate
  66. 60238 Seller Representative Specialist, 8 hours Real Estate Related, Real Estate Career Academy
  67. 60239 Possession and Addendums Review, 3 hours Broker Management, Alpha College of Real Estate
  68. 60240 Contingency/Removal and Disclosure Review, 3 hours Broker Management, Alpha College of Real Estate
  69. 60241 Pre-Contract Disclosure Review, 3 hours Broker Management, Alpha College of Real Estate
  70. 60242 Standard Listing Agreement Review, 3 hours Broker Management, Alpha College of Real Estate
  71. 60243 Standard Purchase Agreement Review, 5 hours Broker Management, Alpha College of Real Estate
  72. 60244 Residential Real Estate Loan Modification Course, 4 hours Real Estate Related, Shenandoah Valley Training Center
  73. \*60245 Understanding Green Landscaping & the

- Science of Green Building and Renovation,  
3 hours Real Estate Related, Old Dominion  
Real Estate Institute
74. 60247 Broker Workshop, 4 hours Broker  
Management, RAR
75. \*60248 Legal Update: Revisions to the CVRMLS  
Purchase Agreement & the New HUD-1  
Settlement Statement, 2 hours Real Estate  
Contracts, RAR
76. \*60250 RESPA Reform, 2 hours Real Estate Related,  
Champion Title & Settlements, Inc.
77. \*60252 Listen Closely: Your Tenants are Tweeting,  
2 hours Real Estate Related, VAR
78. \*60254 ADA and the Real Estate Professional -  
Making it Work for You, 2 hours Fair  
Housing, VAR
79. \*60256 Community Associations Update: Legislative  
Process and Recent Developments in the  
Laws Governing Community Associations, 2  
hours Real Estate Related, VAR
80. \*60258 Representing Buyers in a Distressed  
Market, 2 hours Legal Updates, VAR
81. \*60260 Representing Buyers in a Distressed  
Market, 3 hours Legal Updates, VAR
82. 60262 Representing Buyers in a Distressed  
Market, 3 hours Broker Management, VAR
83. 60263 Representing Buyers in a Distressed  
Market, 2 hours Broker Management, VAR
84. \*60264 Web Site Marketing for Real Estate  
Professionals, 2 hours Real Estate  
Related, RAR
85. \*60266 Blueprint Reading, 3 hours Real Estate  
Related, Alpha College of Real Estate
86. 60268 Legal Updates, 1 hour Legal Updates, NVAR
87. 60284 Broker CE Part 1: Productive Agents &  
Profitable Offices, 4 hours Broker  
Management, NVAR
88. \*60285 Secrets Friends Won't Share About Social  
Media & Technology, 3 hours Real Estate  
Related, VAR
89. \*60287 Risky Business: Risk Reduction for Today's  
Agent, 2 hours Real Estate Related, VAR
90. \*60289 Fair Housing is for Everyone, 4 hours Fair  
Housing, RAR
91. 60293 Broker Management, 8 hours Broker  
Management, Old Dominion Real Estate  
Institute
92. \*60294 Contract to Closing, 3 hours Real Estate

- Related, Long and Foster Institute of Real Estate
93. 60296 Ethics and Standards of Conduct, 3 hours  
Ethics and Standards of Conduct, SML  
School of Real Estate
94. 60297 Broker Management, 8 hours Broker  
Management, SML School of Real Estate
95. \*60301 A Review of Fair Housing Laws, 3 hours  
Fair Housing, NVAA
96. 60303 LMC - Loss Mitigation Certification, 7  
hours Real Estate Related, Real Estate  
Career Academy
97. \*60304 The Economic Outlook-the-Recession,  
Financial Crisis & Recovery Impact on Real  
Estate, 1 hour Real Estate Related, WRES
98. \*60306 The Strategic Realtor, 1 hour Real Estate  
Related, WRES
99. \*60308 Contract Case Studies on Acceptance and  
Delivery, 2 hours Real Estate Contracts,  
WRES
100. \*60310 Intro to Commercial Real Estate, 2 hours  
Real Estate Related, WRES
101. \*60312 Credit Restoration, 1 hour Real Estate  
Related, WRES
102. 60316 HUD 101, 3 hours Real Estate Related, Real  
Estate Career Academy
103. \*60317 Mortgage Fraud: Understanding and Avoiding  
Fraud on Lending, 2 hours Legal Updates,  
**VAR (May Need Additional Materials)**
104. 60319 Mortgage Fraud: Understanding and Avoiding  
Fraud on Lending, 2 hours Broker  
Management, **VAR (May Need Additional  
Materials)**
105. \*60320 Mortgage Fraud: Understanding and Avoiding  
Fraud on Lending, 3 hours Legal Updates,  
**VAR (May Need Additional Materials)**
106. 60322 Mortgage Fraud: Understanding and Avoiding  
Fraud on Lending, 3 hours Broker  
Management, **VAR (May Need Additional  
Materials)**
107. 60323 Supervising Agents in a Distressed Market,  
2 hours Legal Updates, VAR
108. 60324 Supervising Agents in a Distressed Market,  
2 hours Broker Management, VAR
109. 60325 Supervising Agents in a Distressed Market,  
3 hours Broker Management, VAR
110. 60326 Supervising Agents in a Distressed Market,  
3 hours Legal Updates, VAR



- 111. 60327 Fair Housing, 2 hours Fair Housing, NVAR
- 112. \*60328 Fair Housing, 3 hours Fair Housing, Alpha College of Real Estate
- 113. \*60330 Fair Housing (Online & CRP), 3 hours Fair Housing, Alpha College of Real Estate
- 114. \*60332 Business Planning, 3 hours Real Estate Related, Alpha College of Real Estate
- 115. \*60334 Agency Law, 3 hours Real Estate Agency, Alpha College of Real Estate
- 116. \*60336 Ethics & Standards of Conduct/Current Industry Issues & Trends, 3 hours Ethics & Standards of Conduct, Alpha College of Real Estate
- 117. \*60338 Real Estate Contracts, 6 hours Real Estate Contracts, Alpha College of Real Estate
- 118. \*60340 Real Estate Finance, 3 hours Real Estate Related, Alpha College of Real Estate
- 119. \*60342 Real Estate Law, 3 hours Real Estate Related, Alpha College of Real Estate
- 120. \*60344 Working with Sellers/Property Valuations, 6 hours Real Estate Related, Alpha College of Real Estate
- 121. \*60346 8-Hour Required Continuing Education Classroom, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Alpha College of Real Estate
- 122. 60352 CRM - Certified Social Media Marketer - Day 1, 7 hours Real Estate Related, Real Estate Career Academy
- 123. 60353 CRM - Certified Social Media Marketer - Day 2, 6 hours Real Estate Related, Real Estate Career Academy
- 124. \*60356 Successful Settlements, 2 hours Legal Updates, Real Estate Career Academy
- 125. \*60360 The Standard Purchase Agreement Overview, 3 hours Legal Updates, William E. Wood and Associates
- 126. \*60362 REIN Commonly Used Contract Addenda, 3 hours Real Estate Related, William E. Wood and Associates

C. Original continuing education courses, pending school application:

- 1. \*60298 RESPA Reform: The Final Rule, 4 hours

- Legal Updates, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, VA Land Title Association School
- 2      \*60348      Living Safely in a Dangerous World, 1 hour Real Estate Related, Success Training & Consulting, Inc.

V. Post License Education Course Applications

A. Previously approved post license education course applications, approved school:

1.      60270      Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
2.      60271      Technology (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
3.      60275      Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, NVAR
4.      60276      Property Valuation (Property Valuation/Listing Process) (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
5.      60277      Land Use Issues (On-line), 2 hours Residential Real Estate Elective Topics, NVAR
6.      60278      Financing Properties (Finance) (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
7.      60279      Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
8.      60280      Ethics & Standards of Conduct (Ethics & Standards of Conduct/Current Industry Issues and Trends) (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
9.      60281      Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
10.     60282      Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
11.     60283      Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR

B. Original post license education course applications, approved school:

1. \*59924 Green Elective Designation - Part 1 (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
2. 59925 Green Elective Designation - Part 2 (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
3. \*59927 NAR'S Green Designation Residential Elective Course - Part 1 (Land Use Issues), 4 hours Residential Real Estate Elective Topics, NRVAR
4. 59928 NAR'S Green Designation Residential Elective Course - Part 2 (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, NRVAR
5. \*59931 Technology and Blogging (Technology), 1 hour Residential Real Estate Elective Topics, Realtor Association of Prince William
6. \*59940 Short Sales and Foreclosures (Selling Process), 2 hours Residential Real Estate Elective Topics, Blue Ridge Real Estate School
7. \*59955 Green Designation Core Course Day 1 - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
8. 59956 Green Designation Core Course Day 1 - Part 2 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
9. \*59958 Green Designation Core Course Day 2 - Part 1 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
10. 59959 Green Designation Core Course Day 2 - Part 2 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
11. \*59961 Use E-Mail to Stay Top-of-Mind with Clients (and Out of Trouble with the Law)(Technology), 2 hours Residential Real Estate Elective Topics, VAR
12. \*59963 Serving and Protecting Clients with Your

- Own Web Site (Technology), 2 hours  
Residential Real Estate Elective Topics,  
VAR
13. 60110 Unconventional Transactions - Avoiding Problems at Settlement (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
  14. \*60116 19<sup>th</sup> 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)**
  15. \*60137 Secrets of Social Networking (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
  16. \*60139 Real Estate, The Next Generation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
  17. \*60147 Owner/ Client Relations - Part 1 (Other Real Estate Related), 4 hours Property Management Elective Topics, Alpha College of Real Estate
  18. 60148 Owner/Client Relations - Part 2 (Other Real Estate Related), 4 hours Property Management Elective Topics, Alpha College of Real Estate
  19. \*60153 Virginia Landlord and Tenant Act - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  20. \*60155 RI 404: The Cyber Realtor (Technology), 4 hours Residential Real Estate Elective Topics, VAR
  21. 60157 Virginia Landlord and Tenant Act - Part 2 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  22. \*60161 Understanding Mold in the Property Restoration Industry (Current Industry Issues and Trends), 2 hours Property Management Elective Topics, VAR
  23. \*60163 2009 Property Management Update (Current Industry Issues and Trends), 3 hours Property Management Elective Topics, VAR
  24. \*60165 VREB Escrow Management Course (Other Real

- Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
25. \*60169 Renovation Finance (Finance), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
26. \*60171 Ethics and Standards of Conduct/Current Industry Issues and Trends, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
27. \*60173 Risk Reduction for Real Estate Technology (Technology), 2 hours Residential Real Estate Elective Topics, NRVAR
28. \*60182 Buyers Representation (Selling Process), 1 hour Residential Real Estate Elective Topics, Realtor Association of Prince William
29. \*60184 Legal Updates (Other Real Estate Related) 1 hour Residential Real Estate Elective Topics, Realtor Association of Prince William
30. \*60186 Recipe for Finding, Contacting & Maintaining Your Client Base (Business Planning), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
31. \*60188 Bringing Residential Construction into the 21<sup>st</sup> Century (Other Real Estate Related), 1 hour Residential Real Estate Related, Moseley-Dickinson Academy of Real Estate
32. \*60190 Appliances & Fixtures: Helping the Homebuyer Make the Best Choice (Other Real Estate Related), 1 hour Residential Real Estate Related, Moseley-Dickinson Academy of Real Estate
33. \*60192 Know Your Foundation, Wood Species & Architectural Molding (Other Real Estate Related), 1 hour Residential Real Estate Related, Moseley-Dickinson Academy of Real Estate
34. \*60194 Identifying & Choosing the Best Insulation, Windows & Water Heater (Other Real Estate Related), 1 hour Residential Real Estate Related, Moseley-Dickinson Academy of Real Estate
35. \*60196 Anatomy of a Closing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University

36. \*60198 Fraud and Consequences (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Blue Ridge Real Estate School
37. \*60200 Understanding & Using the 2009 Virginia Residential Contract of Purchase (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
38. \*60202 Fair Housing for Rookies (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
39. \*60204 A Guide to VRLTA and Successful Eviction (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, VAR
40. \*60212 How to Sell HUD Homes Successfully (Selling Process), 1 hour Residential Real Estate Elective Topics, VAR
41. \*60214 Certified Distressed Property Expert (CDPE) - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
42. 60215 Certified Distressed Property Expert (CDPE) - Part 2 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
43. \*60217 Certified Distressed Property Expert (CDPE) - Part 3 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
44. 60218 Certified Distressed Property Expert (CDPE) - Part 4 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
45. \*60220 FHA 203K Loan Program (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
46. \*60222 Introduction to Short Sales: Move with the Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
47. \*60224 Short Sales & REO'S (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Champion Title & Settlement, Inc.
48. \*60226 Risk Reduction for Real Estate Technology (Technology), 1 hour Residential Real Estate Elective Topics, VAR
49. \*60228 Fair Housing (Fair Housing), 3 hours

- Residential Real Estate Mandatory Topics,  
Long & Foster Institute of Real Estate
50. \*60231 The Curb Appeal Course (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
51. \*60233 Financial Strategies to Facilitate Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
52. \*60246 Understanding Green Landscaping & the Science of Green Building and Renovation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Old Dominion Real Estate Institute
53. \*60249 Legal Update: Revisions to the CVRMLS Purchase Agreement & the New HUD-1 Settlement Statement (Finance), 2 hours Residential Real Estate Elective Topics, RAR
54. \*60251 RESPA Reform (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Champion Title & Settlement, Inc.
55. \*60253 Listen Closely: Your Tenants are Tweeting (Technology), 2 hours Residential Real Estate Elective Topics, VAR
56. \*60255 ADA and the Real Estate Professional - Making it Work for You (Other Real Estate Related), Property Management Elective Topics, VAR
57. \*60257 Community Associations Update: Legislative Process and Recent Developments in the Laws Governing Community Associations (Understanding Property Owners' and Condominium Associations), 2 hours Property Management Elective Topics, VAR
58. \*60259 Representing Buyers in a Distressed Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
59. \*60261 Representing Buyers in a Distressed Market (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
60. \*60265 Web Site Marketing for Real Estate Professionals (Technology), 2 hours Residential Real Estate Elective Topics, RAR
61. \*60267 Blueprint Reading (Other Real Estate

- Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
62. 60269 Offer to Purchase, 3 hours Residential Real Estate Mandatory Topics, NVAR
63. \*60286 Secrets Friends Won't Share About Social Media & Technology (Technology), 3 hours Residential Real Estate Elective Topics, VAR
64. \*60288 Risky Business: Risk Reduction for Today's Agent (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
65. \*60290 Fair Housing is for Everyone (VA Residential Landlord/Tenant Act & Fair Housing), 4 hours Property Management Mandatory Topics, RAR
66. \*60295 Contract to Closing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
67. \*60302 A Review of Fair Housing Laws (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, NVAA
68. \*60305 The Economic Outlook-the-Recession, Financial Crisis & Recovery Impact on Real Estate (Finance), 1 hour Residential Real Estate Elective Topics, WRES
69. \*60307 The Strategic Realtor - One Hour (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, WRES
70. \*60309 Contract Case Studies on Acceptance and Delivery (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, WRES
71. \*60311 Intro to Commercial Real Estate (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, WRES
72. \*60313 Credit Restoration (Finance), 1 hour Residential Real Estate Elective Topics, WRES
73. 60315 HUD 101 (Selling Process), 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy
74. \*60318 Mortgage Fraud: Understanding and Avoiding Fraud on Lending (Finance), 2 hours Residential Real Estate Elective Topics, VAR **(May Need Additional Materials)**



75. \*60321 Mortgage Fraud: Understanding and Avoiding Fraud on Lending (Finance), 3 hours Residential Real Estate Elective Topics, VAR **(May Need Additional Materials)**
76. \*60329 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
77. \*60331 Fair Housing (On-line and CRP), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
78. \*60333 Business Planning, 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
79. \*60335 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
80. \*60337 Ethics & Standards of Conduct/Current Industry Issues & Trends, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
81. \*60339 Offer to Purchase, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
82. \*60341 Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
83. \*60343 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
84. \*60345 Working with Sellers/Property Valuation (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
85. \*60347 Ethics & Standards of Conduct/Current Industry Issues & Trends, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
86. 60350 Seller Representative Specialist - Day 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
87. 60351 Seller Representative Specialist - Day 2 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
88. 60354 CSM - Certified Social Media Marketer -

- Day 1 (Technology), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 89. 60355 CSM - Certified Social Media Marketer - Day 2 (Technology), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 90. \*60357 Successful Settlements (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 91. 60358 Loss Mitigation Certification - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 92. 60359 Loss Mitigation Certification - Part 2 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy
- 93. \*60361 The Standard Purchase Agreement Overview (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood and Associates
- 94. \*60363 REIN Commonly Used Contract Addenda (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood and Associates

B. Original post license education courses, pending school application:

- 1. \*60299 RESPA Reform: The Final Rule - Part I (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, VA Land Title Association School
- 2. 60300 RESPA Reform: The Final Rule - Part II (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VA Land Title Association School
- 3. \*60349 Living Safely in a Dangerous World (Other Real estate Related), 1 hour Residential Real Estate Elective Topics, Success Training & Consulting, Inc.

VI. Pre-License Education Instructors

- 1. Claudine L. Ellis
- 2. Brenda Ratliff Puckett
- 3. Penny Aylene Glenn

4. Brenda C. Stensney
5. Donald J. Milton
6. Catherine F. McGivern
7. Ella R. Hubbard
8. Terrylynn Harrell
9. Sharon L. Daniels
10. Nickolas A. Livanos Brownn
11. John W. Brockwell
12. Cynthia K. Avery - **Expert (Principles)**
13. Kelli D. Gatewood - **Expert (Principles)**
14. Marie S. Spodek - **Expert (Prin., Brokerage, Law, Finance)**

VII. Additional Continuing/Post License Education Instructors

1. **Louise Baker**, 52580 (Fair Housing), 58242 - (Fair Housing & Anti - Trust Law for Brokers, **NRVAR**)
2. **Maria Deligiorgis**, 56405 (2007 New Agency Law in Virginia 56403/56404 (Agency Law Demystified), 59617/59618 (An Introduction to Short Sales & the Short Sale Addendum), 57203/57204 (Bankruptcy and Foreclosure), 52543 Congratulations - You Got the Listing!, 52283 (Contracts with Escalating), 59439/59440 (Earnest Money Deposits), 56919/56920 (Ethics for Real Estate Agents), 56402/56550 (Ethics for Real Estate Agents - The Basics, 56921/56922 (Fair Housing Law), 57587/57588 (Foreclosure, REOs and Short Sales), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57239/57240 (Foreign Buyers and Sellers), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract w/ Selected Items from VJA), 57266/57267 - (Home Inspection), 52542 (IRC 1031 Tax Deferred Exchanges) 58399/58400 (Legal Updates and Emerging Trends), 56585/56586 (Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the Virginia Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract - What's Working & What's Not), 57921/57922 (New Forms for 2008 for Your Northern VA Real Estate Practice), 57919/57920 (NVAR's 2007 Listing Agreement) 57923/57924 NVAR's 2008 CONTINGENCIES/CLAUSES ADDENDUM TO SALES CONTRACT, 59437/59438 (The Final RESPA Rule), 55557/55558 (The New Regional Sales Contract 2006 - A Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (The New Virginia Residential Property Disclosure Statement), 57499/57500 (The Newest Appraisal and Financing Contingencies), 56593/56594 (Title Insurance: What Is It? Why Get It?), 52544 (Unconventional Transactions - A Primer), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your Upcoming Virginia Transaction), 57201/57202 (What Is Delivery?), **MBH**)

**Settlement Group**

3. **David Rotell, 54013/54014 (Finance 801), Long and Foster Institute of Real Estate**
4. **Bill Jourdan, 52317/52308 - Professional Agent 103 (Agency Law), 53361/53365 - Professional Agent 104 (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 and Foster Institute of Real Estate**
5. **Elizabeth "Betsy" Morgan, 54953/54954 - (NARPM Marketing PPM course), Alpha College of Real Estate**
6. **Sylvia Hill, Vickie Gaskill, Betty Fletcher, Betsy Morgan, Mark H. Kreditor and Peter Meer, 58307/58308 - (Office Operations), Alpha College of Real Estate**
7. **Ray Scarabosio, Suzanne Cameron, Sylvia Hill, Vickie Gaskill, Betty Fletcher, Darryl Kazen, and Peter Meer, 59372/59373/59374 - (Tenancy), Alpha College of Real Estate**
8. **Fred Thompson and Betty Fletcher, 54953/54954 - (NARPM Marketing PPM Course), Alpha College of Real Estate**
9. **Sallye Trobaugh, 53907/53540 - (Agency: Best Agency Practices), VAR**
10. **Jill Malloy and Diane Moreland, 54008/54009 - (Ethics and Standards of Conduct), Long and Foster Institute of Real Estate**
11. **Micah Bumps and Dennis Brinck, 59444/59445 - (Understanding FHA & VA Mortgages), Alpha College of Real Estate**
12. **Linda Deemer, 58243 - (VA Agency Law - Topic Area), 58219 - (The Independent Contractor in Real Estate), NRVAR**
13. **Joseph T. Jones, 58241 - (Misrepresentation & Failure to Disclose), 58219 - (The Independence Contractor in Real Estate), 58243 - (VA Agency Law), 58221 (Workplace Law & Office Policies), 58242 (Fair Housing & Anti-trust Law for Brokers) NRVAR**
14. **Helena S. Talbot, Kamil T. Tunador, Edward S. Stock, Mary M. Pelot, Linda W. Medaris, Charles T. Conner, Michael T. Minnery, Matthew L. Durbin, Richard J. Bridges, Brian A. Block, Helen R. Chapman, Philip H. Dorn, and Sarah B. Santa Ana, 58806 - (Real Estate Contracts), 58840 - (Virginia Legislative Updates), 58796 - (Real Estate Agency), 58802 - (Smart Growth in Virginia), 58804 - (Internet's Effect on VA Real Estate Transaction), 58800 - Real (Estate Fair Housing), 58842 - (Legal Ethics and Professional in Real Estate Law), 58792 - (Home Sales and the Economy), 58790 - (Do Not Call Rules and**

Regulations), 58798 - (Ethics and Standards of Conduct), 53564 - (Virginia Real Estate Trends and Legal Ethics), 58844 - (Virginia Real Estate Law Update), 58699 - (Limited Service Agency), 58846 - (Virginia Salesperson CE: Mandatory and Elective Topics), 53780/53781 - (Ethics and Standard of Conduct), 53748/53749 - (Fair Housing), 53772/53773 - (Finance), 53742/53743 - (Property Law), 53750/53751 - (Real Estate Technology), 53756/53757 - (Real Estate Law), 53758/53759 - (Agency Law), 53762/53763 - (Land Use Issues), 53764/53765 - (Property Valuation & Listing Process), 53776/53777 - Offers to Purchase, **Moseley Real Estate Schools**

15. **Helena S. Talbot, Kamil T. Tunador, Edward S. Stock, Mary M. Pelot, Linda W. Medaris, Charles T. Conner, Michael T. Minnery, Brian A. Block, Helen R. Chapman, Philip H. Dorn, and Sarah B. Santa Ana**, 58848 - (Virginia Broker CE: Mandatory & Elective Topics), 58587 - Agent Supervision & Management, (Cases in Improper Listing, Leasing, and Commissions), 58585 - Agent Supervision & Management (Cases in Personal Misconduct and Proper Supervision), 58545 - Agent Supervision & Management (Cases in Advertising and Communication), 58547 - Agent Supervision & Management (Cases in Agency Initiation, Supervision and Management), 58549 - Agent Supervision & Management (Cases in Improper Disclosures and Disclosures Management, 58551 - Agent Supervision & Management (Cases in Escrow Account Management), 58553 - Agent Supervision & Management (Cases in Improper Dealing and Financial Management), 57941 - Agent Supervision & Management (Cased in Agent Misconduct), 58794 - Agent Supervision and Management, **Moseley Real Estate Schools**

#### XIII. Other Business

1. Pre-license Education Instructor Requirements
2. Regulatory Review Education Items

#### IX. Public Comment

#### X. Adjourn

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