

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

March 16, 2011 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Vesta Settlements, LLC, Leesburg, VA
Contact Person: Keith Barrett
2. eLearner Solutions, LLC. Fredericksburg, VA
Contact Person: Tina Hunt
3. CPG School of Real Estate, Inc. Chesapeake, VA
Contact Person: DeAnne P. Young

IV. Continuing Education Course Applications

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

1. *62621 Excellence in Profession, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, L.C.

End of Phase I

2. *62807 Fair Housing Opens Doors, 2 hours Fair Housing, Piedmont School of Real Estate

B. Original Continuing Education course applications, approved school:

1. *62590 VA Real Estate Contracts, 1 hour Real Estate Contracts, Real Estate Empower, Inc.
2. *62592 Financing Issues/Update, 3 hours Real Estate Related, Real Estate Empower, Inc.
3. 62594 Broker Supervision, 8 hours Broker Management, Real Estate Empower, Inc.
4. *62597 Death, Divorce, & Bankruptcy - The Ins & Outs of these Unconventional Transactions, 2 hours Real Estate Related, MBH Settlement Group, L.C.
5. *62599 Understanding Real Estate Tax Assessment

- Appeals, 2 hours Legal Updates and 5 hours Real Estate Related, VA CLE
6. *62601 2011 Ethics Seminar, 3 hours Ethics & Standards of Conduct, NRVAR
 7. *62603 Information Security Threats, 1 hour Real Estate Related, CVSRE
 8. *62605 50 Tech Tips in 50 Minutes, 1 hour Real Estate Related, CVSRE
 9. *62607 Understanding Deeds and Tenancy - Effectively Transferring Title to Real Property, 1 hour Real Estate Related, MBH Settlement Group, L.C.
 10. 62609 Basics of Green Building of Real Estate (On-line), 4 hours Real Estate Related, McKissock, LP
 11. 62610 Common Mistakes Made by Rookies and the Rest of Us (On-line), 3 hours Real Estate Related, McKissock, LP
 12. 62611 Marketing and Selling Vacation Home Fractional Interests (On-line), 4 hours Real Estate Related, McKissock, LP
 13. 62612 National Marketing, Negotiations and Closing the Sale (On-line), 3 hours Real Estate Related, McKissock, LP
 14. 62613 Sound Practice for the Preparation and Presentation of Effective Contracts (On-line), 3 hours Real Estate Related, McKissock LP
 15. 62614 Understanding RESPA and the New HUD - 1 (On-line), 3 hours Real Estate Related, McKissock LP
 16. *62615 A Down & Dirty Seminar, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
 17. *62617 Ethics of Being Green, 3 hours Ethics and Standards of Conduct, Kirks Institute
 18. *62623 HUD Good Neighbor Next Door Program, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
 19. *62625 A Down and Dirty Business Planning Seminar for Real Estate Salespeople & Broker/Managers, 3 hours Real Estate Related, VAR
 20. *62627 A Game Changing Seminar, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
 21. *62629 The Psychology of Pricing & Secrets of the CMA (On-line), 3 hours Real Estate Related,

- Continuing Ed Express, LLC
22. *62631 Tax Deferred IRS 1031 Exchanges (On-line), 4 hours Real Estate Related, Continuing Ed Express, LLC
 23. *62633 Green Remodeling (On-line), 3 hours Real Estate Related, Continuing Ed Express, LLC
 24. *62637 Using the Free Power of Google, 1 hour Real Estate Related, Alpha College of Real Estate
 25. *62642 Seller Representative Specialist Designat. Course, 8 hours Real Estate Related, Long & Foster Institute of Real Estate
 26. 62661 Social Media Risks and Liability, 2 hours Broker Management, VAR
 27. 62662 Social Media Risks and Liability, 2 hours Legal Updates, VAR
 28. *62663 SRES 2 Day Designation Course, 8 hours Real Estate Related, NRVAR
 29. 62670 Fair Housing and Ethics in Real Estate, 4 hours Fair Housing, 4 hours Ethics & Standards of Conduct, WVAR
 30. *62671 Surveys and Easements-Mapping Out an Approach, 1 hour Real Estate Related, RGS Title Real Estate Academy
 31. *62673 Closing Real Estate Sales in Virginia, 1 hour Real Estate Related, MBH Settlement Group, L.C.
 32. *62675 Debunking Popular Myths of FHA Financing, 1 hour Real Estate Related, Blue Ridge Real Estate School
 33. *62677 Where Do I Find My Next Client? 3 hours Real Estate Related, Blue Ridge Real Estate School
 34. *62679 Agency Demystified, 3 hours Real Estate Agency, MBH Settlement Group, L.C.
 35. *62681 2011 SIOR Spring World Conference, 8 hours Real Estate Related, SIOR (**Course Materials Needed**)
 36. *62683 Federal Fair Housing Laws & Practice (On-line), 3 hours Fair Housing, Continuing ED Express, LLC

End of Phase I

37. *62687 Real Estate Contracts, 1 hour Real Estate Contracts, CBRE SRE
38. *62689 Real Estate Agency, 1 hour Real Estate Agency, CBRE SRE

- 39. 62691 Residential Financing, 4 hours Real Estate Related, MAI Institute
- 40. *62692 FIRPTA Requirements in Real Estate Transactions, 1 hour Real Estate Related, RGS Title RE Academy
- 41. *62694 Evaluating & Financing the Fixer-Uppers, 4 hours Real Estate Related, New Millennium University
- 42. *62696 Title Insurance and Surveys, 2 hours Real Estate Related, MBH Settlement Group, L.C.
- 43. 62700 CRS 112 "Guiding the Buyer in the Distressed Property Market", 8 hours Real Estate Related, Council of Residential Specialists
- 44. 62701 Fair Housing and Ethics in Real Estate, 4 hours Fair Housing, 4 hours Ethics and Standards of Conduct, WVAR
- 45. *62708 The Short Sale Era: Success in Closing Short Sales, 1 hour Legal Updates, 2 hours Real Estate Contracts, Institute of Continuing Education, LC
- 46. *62710 The Short Sale Era: Primer, 1 hour Legal Updates, Institute of Continuing Education, LC
- 47. *62712 Tenancy Matters, 1 hour Real Estate Related, Institute of Contin. Education, LC
- 48. *62714 Successful Settlements: Primer, 1 hour Real Estate Related, Institute of Continuing Education, LC
- 49. *62716 Successful Settlements, 3 hours Real Estate Related, Institute of Continuing Education, LC
- 50. *62718 Resolving Walk Thru Issues, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
- 51. *62720 Legal Implications of Short Sales & Foreclosures Primer, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
- 52. *62722 Legal Implications of Short Sales & Foreclosures, 1 hour Legal Updates, 2 hours Real Estate Contracts, Institute of Continuing Education, LC
- 53. *62724 Agency II, 2 hours Real Estate Agency, Institute of Continuing Education, LC
- 54. *62726 Environmental Due Diligence & Real Estate Transactions, 1 hour Real Estate Related, CVSRE

- 55. *62728 Perfect Price Does Not Mean Perfect Condition, 1 hour Real Estate Related, CVSRE
- 56. *62730 Social Media, 1 hour Real Estate Related, CVSRE
- 57. *62732 Agency Law, 3 hours Real Estate Agency, Moseley Real Estate Schools
- 58. *62734 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Moseley Real Estate Schools
- 59. *62736 Fair Housing, 3 hours Fair Housing, Moseley Real Estate Schools
- 60. *62738 Offers to Purchase, 3 hours Real Estate Contracts, Moseley Real Estate Schools
- 61. *62740 Real Estate Law, 3 hours Real Estate Related, Moseley Real Estate Schools
- 62. *62742 Real Estate Technology, 3 hours Real Estate Related, Moseley Real Estate Schools
- 63. *62744 Real Estate Property Law, 3 hours Real Estate Related, Moseley Real Estate Schools
- 64. *62746 Property Valuation and Listing Process, 3 hours Real Estate Related, Moseley Real Estate Schools
- 65. *62748 Land Use Issues, 3 hours Real Estate Related, Moseley Real Estate Schools
- 66. *62750 Finance, 3 hours Real Estate Related, Moseley Real Estate Schools
- 67. *62752 How to Identify, Analyze and Utilize Real Estate Market Trends, 3 hours Real Estate Related, VAR
- 68. *62754 2011 Ethics Seminar, 3 hours Ethics & Standards of Conduct, VAR
- 69. *62756 Residential Financing, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
- 70. *62758 Energy Star, 1 hour Real Estate Related, Long and Foster Institute of Real Estate
- 71. *62760 Roanoke Valley Historic Architectural Styles 1800-2000, 3 hours Real Estate Related, The Real Estate School, Inc.
- 72. *62762 Safety in Real Estate, 1 hour Real Estate Related, CBRB SRE
- 73. *62764 Regional Contract Review, 3 hours Real Estate Contracts, CBRB SRE
- 74. *62766 Legal Updates and Emerging Trends, 1 hour Legal Updates, CBRB SRE
- 75. 62768 The Compliance Pyramid: CVRMLS Rules &

- Regulations, 1 hour Ethics & Standards of Conduct, 1 hour Real Estate Related, RAR
76. 62769 Legal Update: Broker Supervision & Year in Review, 3 hours Legal Updates, RAR
77. 62770 Legal Update: Broker Supervision & Year in Review, 3 hours Broker Management, RAR
78. 62771 Instanet Broker Docbox Training, 3 hours Real Estate Related, RAR
79. 62772 Instanet Broker Docbox Training, 3 hours Broker Management, RAR
80. *62774 Selling Distressed Properties, 3 hours Real Estate Related, TRSRE
81. *62776 What's Happening in Chesterfield?, 2 hours Real Estate Related, RAR
82. *62778 Real Estate Auctions - Getting It Sold, 1 hour Real Estate Agency, 2 hours Real Estate Related, RAR
83. *62780 Fort Lee BRAC Expansion Update, 1 hour Real Estate Related, RAR
84. *62782 Termite and Moisture Inspections - How They Relate to the REIN Contract, 2 hours Real Estate Related, Peninsula Real Estate School
85. *62784 Business Planning for Your Target Market, 3 hours Real Estate Related, PWAR
86. *62786 Utilizing Linked-In in Real Estate, 1 hour Real Estate Related, TRSRE
87. *62788 Utilizing YouTube in Real Estate, 1 hour Real Estate Related, TRSRE
88. *62790 Utilizing Twitter in Real Estate, 1 hour Real Estate Related, TRSRE
89. *62792 Utilizing Facebook in Real Estate, 1 hour Real Estate Related, TRSRE
90. *62794 Utilizing Blogs in Real Estate, 1 hour Real Estate Related, TRSRE
91. *62796 Selling A HUD-Owned Home, 1 hour Real Estate Related, TRSRE
92. 62798 Docusign Training, 3 hours Broker Management, Xtreme Agent Training, LLC
93. *62799 Problems in Newer Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc.
94. *62801 Reverse Mortgages for Purchase, 1 hour Real Estate Related, RECA
95. *62803 Staging Homes to Sell, 1 hour Real Estate Related, RECA
96. *62805 Facts About Underground Storage Tanks, 1 hour Real Estate Related, RECA
97. *62809 Wills, Estates, and Title Issues, 1 hour

- Real Estate Related, MBH Settlement Group, L.C.
98. *62811 Why Didn't My Short Sale Close? 2 hours Real Estate Related, MBH Settlement Group, L.C.
99. *62813 Unconventional Transactions, 3 hours Real Estate Related, MBH Settlement Group, L.C.
100. *62815 Transactions Involving FHA/VA Financing, 1 hour Real Estate Related, MBH Settlement Group, L.C.
101. *62817 Foreclosures, REO's and Short Sales, 3 hours Real Estate Related, MBH Settlement Group, L.C.
102. *62819 Fair Housing Law, 3 hours Fair Housing, MBH Settlement Group, L.C.
103. *62821 Ethics for Real Estate Agents, 3 hours Ethics and Standards of Conduct, MBH Settlement Group, L.C.
104. 62823 16-hour Continuing Education Course, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 2 hours Real Estate Agency, 1 hour Real Estate Contracts, 1 hour Legal Updates, 7 hours Real Estate Related, Housing Consultants Real Estate School
105. 62824 Residential Contracts, Addenda & Related Forms, 4 hours Real Estate Related, MAI Institute
106. *62825 Update on Legislation and Fair Housing, 2 hours Fair Housing, 4 hours Real Estate Related, FutureLaw, LLC
107. *62827 Update on Legislation and Property Management Issues - 6 hours, 2 hours Legal Updates, 4 hours Real Estate Related, FutureLaw, LLC
108. *62829 Update on Legislation and Property Management Issues - 3 hours, 1 hour Legal Updates, 2 hours Real Estate Related, FutureLaw, LLC
109. *62831 How to Avoid Wet Basements, 1 hour Real Estate Related, Home Inspection Pros, Inc.
110. *62833 Wells & Septic Systems, 1 hour Real Estate Related, Home Inspection Pros, Inc.
111. *62835 The Unsick House, 1 hour Real Estate Related, Home Inspection Pros, Inc.
112. *62837 Older Homes, 1 hour Real Estate Related, Home Inspection Pros, Inc.

- 113. *62839 Mold, 1 hour Real Estate Related, Home Inspection Pros, Inc.
- 114. *62886 Docusign Training, 3 hours Real Estate Related, Xtreme Agent Training, LLC
- 115. 62889 Property Management Bootcamp, 6 hours Broker Management, Xtreme Agent Training, LLC
- 116. *62891 Landlord/Tenant Bankruptcy in Commercial Leases, 1 hour Real Estate Related, Kaufman & Canoles, P.C.
- 117. *62894 Real Estate Finance Today, 3 hours Real Estate Related, Hometown Title & Escrow, LLC
- 118. *62896 Fair Housing II, 2 hours Fair Housing, Institute of Continuing Education
- 119. *62898 Comprehensive Guide to Real Estate Finance, 3 hours Real Estate Related, Peninsula Real Estate School
- 120. *62900 Financing Contingencies and Form 100 in the NVAR Contract, 1 hour Real Estate Contracts, Champion University
- 121. *62902 Everything You Wanted To Know - Title Insurance in One Hour, 1 hour Real Estate Related, Champion University
- 122. *62904 Everything You Wanted To Know About the RESPA, HUD 1 and GFE, 1 hour Real Estate Related, Champion University
- 123. *62906 Everything You Wanted To Know - Residential Finance, 1 hour Real Estate Related, Champion University
- 124. *62908 What Agents Should Know About Short Sales, Trustee Auctions and REO's, 1 hour Real Estate Related, CVSRE
- 125. *62910 Credit Score & Its Importance in Today's Market, 1 hour Real Estate Related, CVSRE
- 126. *62912 Economic Affairs, 2 hours Real Estate Related, Alpha College of Real estate
- 127. 62914 Economic Affairs, 2 hours Broker Management, Alpha College of Real Estate
- 128. 62915 2011 Legal Updates, 2 hours Broker Management, Alpha College of Real Estate
- 129. *62916 2011 Legal Updates, 2 hours Legal Updates, Alpha College of Real Estate

- C. Original Continuing Education course application, pending school application:
1. *62685 The Regional Sales Contract, 3 hours Real Estate Contracts, Vesta Settlements, LLC
 2. *62698 Short Sales & REO's, 2 hours Real Estate Related, Vesta Settlements, LLC
 3. *62702 Fair Housing, 3 hours Fair Housing, Vesta Settlements, LLC
 4. *62704 FTC Mars Ruling - An Overview, 2 hours Legal Updates, Vesta Settlements, LLC
 5. *62706 RESPA Reform, 2 hours Legal Updates, Vesta Settlements, LLC
 6. *62841 Distressed Properties, 3 hours Legal Updates, eLearner Solutions, LLC
 7. *62843 VRLTA, 3 hours Legal Updates, eLearner Solutions, LLC
 8. *62845 Fair Housing, 3 hours Fair Housing, eLearner Solutions, LLC
 9. *62847 Agency, 3 hours Real Estate Agency, eLearner Solutions, LLC
 10. *62849 Short Sale, 3 hours Legal Updates, eLearner Solutions, LLC
 11. *62851 Powerful Contract Negotiating, 3 hours Real Estate Contracts, eLearner Solutions, LLC
 12. *62853 Marketing & Advertising, 3 hours Real Estate Related, eLearner Solutions, LLC
 13. *62855 Ethics, 3 hours Ethics & Standards of Conduct, eLearner Solutions, LLC
 14. *62857 Fair Housing - B, 3 hours Fair Housing, eLearner Solutions, LLC
 15. *62859 Agency - B, 3 hours Real Estate Agency, eLearner Solutions, LLC
 16. *62861 Contracts, 3 hours Real Estate Contracts, eLearner Solutions, LLC
 17. *62863 Road to Successful Marketing, 3 hours Real Estate Related, eLearner Solutions, LLC
 18. *62865 Serving Those Who Serve - Working with the Military, 3 hours Real Estate Related, eLearner Solutions, LLC
 19. *62867 Servicing Your Listing, 3 hours Real Estate Related, eLearner Solutions, LLC
 20. *62869 Technology, 3 hours Real Estate Related, eLearner Solutions, LLC
 21. *62871 Google Business Resources, 3 hours Real Estate Related, eLearner Solutions, LLC
 22. *62873 Real Estate Addendums, 3 hours Real Estate Contracts, eLearner Solutions, LLC

V. Post License Education Course Applications

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

1. *62622 Excellence in Profession (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.

End of Phase 1

2. *62808 Fair Housing Opens Doors (Other Real Estate Related), 2 hour Residential Real Estate Elective Topics, Piedmont School of Real Estate
3. 62875 Fair Housing (online), 3 hours Residential Real Estate Mandatory Topics, Act Web Real Estate School, Inc.
4. 62876 Real Estate Law (online), 3 hours Residential Real Estate Mandatory Topics, Act Web Real Estate School, Inc.
5. 62877 Ethics & Standards of Conduct (online), 3 hours Residential Real Estate Mandatory Topics, Act Web Real Estate School, Inc.
6. 62878 Offer to Purchase (online), 3 hours Residential Real Estate Mandatory Topics, Act Web Real Estate School, Inc.
7. 62879 Agency Law (online), 3 hours Residential Real Estate Mandatory Topics, Act Web Real Estate School, Inc.
8. 62880 Property Valuation/Listing Process (online), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.
9. 62881 Financing Properties (Finance - online), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.
10. 62882 VA Real Estate: Selling Process (Selling Process- on-line), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.
11. 62883 Technology (on-line), 3 hours Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.
12. 62884 Land Use Issues (on-line), 1 hour Residential Real Estate Elective Topics, Act Web Real Estate School, Inc.

13. 62885 Business Planning (on-line), 2 hours
Residential Real Estate Elective Topics,
Act Web Real Estate School, Inc.

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

1. *62591 VA Real Estate Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Real Estate Empower, Inc.
2. *62593 Financing Issues/ Update (Finance), 3 hours Real Estate Related, Real Estate Empower, Inc.
3. *62598 Death, Divorce, & Bankruptcy - The Ins & Outs of these Unconventional Transactions (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
4. *62600 Understanding Real Estate Tax Assessment Appeals (Other Real Estate Related), 7 hours Commercial Real Estate Elective Topics, VA CLE
5. *62602 2011 Ethics Seminar (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Elective Topics, NRVAR
6. *62604 Information Security Threats (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
7. *62606 50 Tech Tips in 50 Minutes (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
8. *62608 Understanding Deeds and Tenancy - Effectively Transferring Title to Real Property (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
9. *62616 A Down & Dirty Seminar (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
10. *62618 Ethics of Being Green (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
11. *62624 HUD Good Neighbor Next Door Program (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate

12. *62626 A Down and Dirty Business Planning Seminar for Real Estate Salespeople & Broker/Managers (Business Planning), 3 hours Residential Real Estate Elective Topics, VAR
13. *62628 A Game Changing Seminar (Selling Process), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
14. *62630 The Psychology of Pricing & Secrets of the CMA (Property Valuation/Listing Process - online), 3 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
15. *62632 Tax Deferred IRS 1031 Exchanges (Other Real Estate Related - online), 4 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
16. *62636 Green Remodeling (Other Real Estate Related - online), 3 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
17. *62638 Using the Free Power of Google (Technology) 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
18. *62643 Seller Representative Specialist Designation Course (Other Real Estate Related), 12 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
19. *62664 SRES 2 Day Designation Course (Other Real Estate Related), 13 hours Residential Real Estate Elective Topics, NRVAR
20. *62672 Surveys and Easements-Mapping Out an Approach (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
21. *62674 Closing Real Estate Sales in Virginia (Other Real Estate Related), 1 hour Residential Real Estate Elective Topic, MBH Settlement Group, LC
22. *62676 Debunking Popular Myths of FHA Financing (Finance), 1 hour Residential Real Estate Elective Topics, Blue Ridge Real Estate School
23. *62678 Where Do I Find My Next Client? (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Blue Ridge Real Estate School
24. *62680 Agency Demystified (Agency Law), 3 hours

- Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
25. *62682 2011 SIOR Spring World Conference (Other Real Estate Related), 8 hours Commercial Real Estate Elective Topics, SIOR (**Course Materials Needed**)
26. *62684 Federal Fair Housing Laws & Practice (Fair Housing - On-line), 3 hours Residential Real Estate Mandatory Topics, Continuing ED Express, LLC

End of Phase 1

27. *62688 Real Estate Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRE SRE
28. *62690 Real Estate Agency (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRE SRE
29. *62693 FIRPTA Requirements in Real Estate Transactions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RGS Title RE Academy
30. *62695 Evaluating & Financing the Fixer-Uppers (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, New Millennium University
31. *62697 Title Insurance and Surveys (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
32. *62709 The Short Sale Era: Success in Closing Short Sales (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Institute of Continuing Education, LC
33. *62711 The Short Sale Era: Primer (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
34. *62713 Tenancy Matters (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
35. *62715 Successful Settlements: Primer (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
36. *62717 Successful Settlements (Other Real

- Estate Related), 3 hours Residential Real Estate Elective Topics, Institute of Continuing Education, LC
37. *62719 Resolving Walk Thru Issues (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
38. *62721 Legal Implications of Short Sales & Foreclosures Primer (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
39. *62723 Legal Implications of Short Sales & Foreclosures (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Institute of Continuing Education, LC
40. *62725 Agency II (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Institute of Continuing Education, LC
41. *62727 Environmental Due Diligence & Real Estate Transactions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
42. *62729 Perfect Price Does Not Mean Perfect Condition (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
43. *62731 Social Media (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
44. *62733 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
45. *62735 Ethics & Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
46. *62737 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
47. *62739 Offers to Purchase, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
48. *62741 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate Schools
49. *62743 Real Estate Technology (Technology), 3

- hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
50. *62745 Real Estate Property Law (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
51. *62747 Property Valuation and Listing Process, 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
52. *62749 Land Use Issues, 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
53. *62751 Finance, 3 hours Residential Real Estate Elective Topics, Moseley Real Estate Schools
54. *62753 How to Identify, Analyze and Utilize Real Estate Market Trends (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
55. *62755 2011 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
56. *62757 Residential Financing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
57. *62759 Energy Star (Other Real Estate Related), 1 hour Commercial Real Estate Elective Topics, Long and Foster Institute of Real Estate
58. *62761 Roanoke Valley Historic Architectural Styles 1800-2000 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, The Real Estate School, Inc.
59. *62763 Safety in Real Estate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE
60. *62765 Regional Contract Review (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
61. *62767 Legal Updates and Emerging Trends (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CBRB SRE
62. 62773 Advanced Contract Writing (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, RAR

- 63. *62775 Selling Distressed Properties (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, TRSRE
- 64. *62777 What's Happening in Chesterfield (Development), 2 hours Commercial Real Estate Elective Topics, RAR
- 65. *62779 Real Estate Auctions - Getting It Sold (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
- 66. *62781 Fort Lee BRAC Expansion Update (Market Research), 1 hour Commercial Real Estate Elective Topics, RAR
- 67. *62783 Termite and Moisture Inspections - How They Relate to the REIN Contract (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
- 68. *62785 Business Planning for Your Target Market (Business Planning), 3 hours Residential Real Estate Elective Topics, PWAR
- 69. *62787 Utilizing Linked-In in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE
- 70. *62789 Utilizing YouTube in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE
- 71. *62791 Utilizing Twitter in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE
- 72. *62793 Utilizing Facebook in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE
- 73. *62795 Utilizing Blogs in Real Estate (Technology), 1 hour Residential Real Estate Elective Topics, TRSRE
- 74. *62797 Selling a HUD-Owned Home (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, TRSRE
- 75. *62800 Problems in Newer Homes (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
- 76. *62802 Reverse Mortgages for Purchase (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RECA
- 77. *62804 Staging Homes to Sell (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RECA
- 78. *62806 Facts about Underground Storage Tanks

- (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
RECA
79. *62810 Wills, Estates, and Title Issues (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
80. *62812 Why Didn't My Short Sale Close? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
81. *62814 Unconventional Transactions (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
82. *62816 Transactions Involving FHA/VA Financing (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
83. *62818 Foreclosures, REO's and Short Sales (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
84. *62820 Fair Housing Laws (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
85. *62822 Ethics for Real Estate Agents (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
86. *62826 Update on Legislation and Fair Housing (Tenant-Landlord Relationships), 6 hours Property Management Elective Topics, FutureLaw, LLC
87. *62828 Update on Legislation and Property Management Issues - 6 hours, (Tenant-Landlord Relationships), 6 hours Property Management Elective Topics, FutureLaw, LLC
88. *62830 Update on Legislation and Property Management Issues - 3 hours, (Tenant-Landlord Relationships), 3 hours Property Management Elective Topics, FutureLaw, LLC
89. *62832 How to Avoid Wet Basements (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.

- 90. *62834 Wells & Septic Systems (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
- 91. *62836 The Unsick House (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
- 92. *62838 Older Homes (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
- 93. *62840 Mold (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
- 94. *62887 DocuSign Training (Technology), 3 hours Residential Real Estate Elective Topics, Xtreme Agent Training, LLC
- 95. 62888 Property Management Bootcamp (Other Real Estate Related), 6 hours Property Management Elective Topics, Xtreme Agent Training, LLC
- 96. 62890 Property Management Bootcamp (Other Real Estate Related), 6 hours Residential Real Estate Elective Topics, Xtreme Agent Training, LLC
- 97. *62892 Landlord/Tenant Bankruptcy in Commercial Leases (Other Real Estate Related), 1 hour Commercial Real Estate Elective Topics, Kaufman & Canoles, P.C.
- 98. 62893 Landlord/Tenant Bankruptcy in Commercial Leases (Tenant/Landlord Relationships), 1 hour Property Management Elective Topics, Kaufman & Canoles, P.C.
- 99. *62895 Real Estate Finance Today (Finance), 3 hours Residential Real Estate Elective Topics, Hometown Title & Escrow, LLC
- 100. *62897 Fair Housing II (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Institute of Continuing Education
- 101. *62899 Comprehensive Guide to Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
- 102. *62901 Financing Contingencies and Form 100 in the NVAR Contract (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
- 103. *62903 Everything You Wanted To Know - Title Insurance in One Hour (Other Real Estate

- Related), 1 hour Residential Real Estate Elective Topics, Champion University
104. *62905 Everything You Wanted To Know About the RESPA, HUD 1 and GFE (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
105. *62907 Everything You Wanted To Know - Residential Finance (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Champion University
106. *62909 What Agents Should Know About Short Sales, Trustee Auctions and REO's (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
107. *62911 Credit Score & Its Importance in Today's Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, CVSRE
108. *62913 Economic Affairs (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
109. *62917 2011 Legal Updates (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate

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

1. *62686 The Regional Sales Contract (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Vesta Settlements, LLC
2. *62699 Short Sales & REO's (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Vesta Settlements, LLC
3. *62703 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Vesta Settlements, LLC
4. *62705 FTC Mars Ruling - An Overview (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Vesta Settlements, LLC
5. *62707 RESPA Reform (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Vesta Settlements, LLC
6. *62842 Distressed Properties (Real Estate Law), 3 hours Residential Real Estate Mandatory

7. *62844 Topics, eLearner Solutions, LLC
VRLTA (Tenant/Landlord Relationships), 3
hours Property Management Elective
8. *62846 Topics, eLearner Solutions, LLC
Fair Housing, 3 hours Residential Real
Estate Mandatory Topics, eLearner
Solutions, LLC
9. *62848 Agency (Agency Law), 3 hours Residential
Real Estate Mandatory Topics, eLearner
Solutions, LLC
10. *62850 Short Sale (Real Estate Law), 3 hours
Residential Real Estate Mandatory Topics,
eLearner Solutions, LLC
11. *62852 Powerful Contract Negotiating (Offer to
Purchase), 3 hours Residential Real Estate
Mandatory Topics, eLearner Solutions, LLC
12. *62854 Marketing & Advertising (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, eLearner Solutions, LLC
13. *62856 Ethics (Ethics and Standards of Conduct), 3
hours Residential Real Estate Mandatory
Topics, eLearner Solutions, LLC
14. *62858 Fair Housing - B (Fair Housing), 3
hours Residential Real Estate Mandatory
Topics, eLearner Solutions, LLC
15. *62860 Agency - B (Agency Law), 3 hours
Residential Real Estate Mandatory Topics,
eLearner Solutions, LLC
16. *62862 Real Estate Contracts (Offer to Purchase),
3 hours Residential Real Estate Mandatory
Topics, eLearner Solutions, LLC
17. *62864 Road to Successful Marketing (Other Real
Estate Related), 3 hours Residential Real
Estate Elective Topics, eLearner Solutions,
LLC
18. *62866 Serving Those Who Serve - Working with the
Military (Other Real Estate Related), 3
hours Residential Real Estate Elective
Topics, eLearner Solutions, LLC
19. *62868 Servicing Your Listing (Property
Valuation/Listing Process), 3 hours
Residential Real Estate Elective Topics,
eLearner Solutions, LLC
20. *62870 Technology (Other Real Estate Related), 3
hours Residential Real Estate Elective
Topics, eLearner Solutions, LLC
21. *62872 Google Business Resources (Other Real
Estate Related), 3 hours Residential Real

- Estate Elective Topics, eLearner Solutions, LLC
22. *62874 Real Estate Addendums (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, eLearner Solutions, LLC

VI. Pre-License Education Courses

1. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Chesapeake Bay & Rivers School of Real Estate
2. 45-hour Broker Property Management (Classroom), Extreme Agent Training, LLC

VII. Pre-License Education Instructors

1. Sweth V. Chandramouli - **Expert (Principles)**
2. Joshua K. Ballengee
3. Michael Thomas Crosby
4. Michael Patrick McGorman
5. Ann M. Powers-Koch

VIII. Additional Continuing/Post License Education Instructors

1. **Thomas M. Spengler** - 61356/61357 (Legal Instruments of Real Estate Finance, 61129/61130 (Real Estate Ethics and Standards of Conduct, **Hometown Real Estate Academy, LLC**
2. **Cynthia Bishop** - 62254/62255/62256 - (Short Sales), 62309/62310 - (Fair Housing), 62311/62312 - (Contracts), 62291/62292 - (Addendums), 62288/62289/62290 - (Agency), 62283/62284 - (Ethics) 58026/61230 - (Finance), 62307/62308 - (Personal Marketing), 61863/61864 - Ethics Mock Hearing, **RECA**
3. **Craig Buck** - 62254/62255/62256 - (Short Sales), 62311/62312 - (Contracts), 62291/62292 - (Addendums), 62288/62289/62290 - (Agency), 61867/61866 (Helping Your Clients with the 3 H's, **RECA**
4. **Joyce Compton** - 62254/62255/62256 - (Short Sales), 62283/62284 - (Ethics), 62307/62308 - (Personal Marketing), 62291/62292 - (Addendums), 61863/61864 - Ethics Mock Hearing, 58026/61230 - (Finance), **RECA**
5. **Linda Fosdick** - 62254/62255/62256 - (Short Sales), 62309/62310 - (Fair Housing), 62311/62312 - (Contracts), 62288/62289/62290 - (Agency), 61863/61864 - Ethics Mock Hearing, 58026/61230 - (Finance), **RECA**
6. **John Haid** - 62258/62257 (Technology Marketing),

- 62287/62286/62285 (Technology Risk Management),
62308/62307 (Personal Marketing), 60355 (Social Media Risk Management), **RECA**
7. **Tina Hunt** - 62258/62257 (Technology Marketing),
58026/61230 - (Finance), 60355 (Social Media Risk Management), **RECA**
 8. **Debra Klingensmith** - 62309/62310 - (Fair Housing),
62311/62312 - (Contracts), 62291/62292 - (Addendums),
62288/62289/62290 - (Agency), 58026/61230 - (Finance), 62307/62308 - (Personal Marketing),
61863/61864 - Ethics Mock Hearing, **RECA**
 9. **Brooke Miller** - 62254/62255/62256 - (Short Sales),
62309/62310 - (Fair Housing), 62311/62312 -
(Contracts), 62291/62292 - (Addendums),
62288/62289/62290 - (Agency), 62283/62284 - (Ethics)
58026/61230 - (Finance), 62306/62305 - (Cyber Agent),
61869/61868 (Visual Information Specialist), 60355
(Social Media Risk Management), **RECA**
 10. **Thomas Murphy** - 62258/62257 (Technology Marketing),
62287/62286/62285 (Technology Risk Management), 60355
(Social Media Risk Management), **RECA**
 11. **Matthew Rathbun** - 62254/62255/62256 - (Short Sales),
62311/62312 - (Contracts), 62291/62292 - (Addendums),
62288/62289/62290 - (Agency), 62283/62284 - (Ethics)
58026/61230 - (Finance), 62307/62308 - (Personal
Marketing), 61863/61864 - Ethics Mock Hearing,
62258/62257 (Technology Marketing), 62287/62286/62285
(Technology Risk Management), 62306/62305 - (Cyber
Agent), 61869/61868 (Visual Information Specialist),
RECA
 12. **Rene Daniels** - 62258/62257 (Technology Marketing),
62287/62286/62285 (Technology Risk Management),
61869/61868 (Visual Information Specialist),
62307/62308 - (Personal Marketing), 60355
(Social Media Risk Management), **RECA**
 13. **Pricilla Sheeley** - 62284/62283 (Ethics), 61864/61863
(Ethics Mock Hearing), **RECA**
 14. **Julie Nelson** - 62533/62532 - (Tax Strategies for
Realtors), 58026/61230 - (Finance), **RECA**
 15. **Phillip Blake** - 62254/62255/62256 - (Short Sales),
62311/62312 - (Contracts), 62291/62292 - (Addendums),
62288/62289/62290 - (Agency), 58026/61230 - Finance,
RECA
 16. **Michael Winderl** - 62258/62257 (Technology Marketing),
62287/62286/62285 (Technology Risk Management),
62307/62308 - (Personal Marketing), 60355 (Social
Media Risk Management), 61869/61868 (Visual
Information Specialist), 62306/62305 - (Cyber

- Agent), **RECA**
17. **Jane Ford Clark** - 54979/54980 - (Accredited Buyer's Representative), 54981/54982 - (Accredited Buyer's Representative), 61941/61942 - (Short Sale & Foreclosures), Pending CE/PLE - (Seller Representative Specialist Designation), **Long and Foster Institute of Real Estate**
 18. **Jenny Ann Hunter** - 57351/57352 - (Title Insurance Basics: What is it and how it works), 57353/57354 - The Closing Process, **RGS Title RE Academy**
 19. **Asia Froton** - 57351/57352 - (Title Insurance Basics: What is it and how it works), 57353/57354 - The Closing Process, 61768/61769 - (Preparing for Success: Keeping Issues from Becoming Problems), **RGS Title RE Academy**
 20. **Kelly Calamitsis (fka Kelly M. Lively), Jennifer L. Hutcherson, Christopher Joseph Patt, and Suzanne Feinstein**, 55816/57925 - (Contract/Offer to Purchase), 56396/56397 - (The Code for Ethics for Real Estate Professionals), **RGS Title RE Academy**
 21. **Sara Mendez Rodriguez, and James C. Pope**, - 55816/57925 - (Contract/Offer to Purchase), **RGS Title RE Academy**
 22. **Kristin K. West** - 55628/55629 - (Introduction to Contracts), 55816/57925 - (Contracts/Offer to Purchase), 55823/55824 - (Agency Law in Virginia) 55835/55836 - (Tax Matters in Real Estate Sales) 55884/55885 - (Fair Housing), 56396/56397 - (The Code of Ethics for Real Estate Professionals), 56398/56399 - (How to Help Clients Avoid Foreclosure), 56400/56401 - (The New Limited Service Agency in Virginia), 56617/56618 - (Virginia Real Estate Law) 56629/56630 - (Contract Update: Current Issues - Practical Problems), 57345/57346 - (Residential Contract of Purchase (VAR) 57349/57350 - (Living Trusts in Real Estate), 57351/57352 - (Title Insurance Basics: What is it and How it Works), 57353/57354 - (The Closing Process), 57355/57356 - (Property Disclosure in Virginia) 57357/57358 - (Contract Review - A Tale of Two Contracts), 57359/57360 - (Selected Issues in Agency Law in Virginia), 57347/57348 - (Legal Updates) 58425/58426 - (Short Sales, REO Sales & Some Related Tax Issues), 58618/58619 - (Special Contracts & Seller Financing), **RGS Title RE Academy**
 23. **Jennifer Epler McCarthy & Maryann Korman** - 55628/55629 - (Introduction to Contracts), 55816/57925 - (Contracts/Offer to Purchase),

- 55823/55824 - (Agency Law in Virginia) 55835/55836 - (Tax Matters in Real Estate Sales) 55884/55885 - (Fair Housing), 56396/56397 - (The Code of Ethics for Real Estate Professionals), 56398/56399 - (How to Help Clients Avoid Foreclosure), 56400/56401 - (The New Limited Service Agency in Virginia), 56617/56618 - (Virginia Real Estate Law) 56629/56630 - (Contract Update: Current Issues - Practical Problems), 57345/57346 - (Residential Contract of Purchase (VAR) 57349/57350 - (Living Trusts in Real Estate), 57351/57352 - (Title Insurance Basics: What is it and How it Works), 57353/57354 - (The Closing Process), 57355/57356 - (Property Disclosure in Virginia_ 57357/57358 - (Contract Review - A Tale of Two Contracts), 57359/57360 - (Selected Issues in Agency Law in Virginia), 57347/57348 - (Legal Updates) 58425/58426 - (Short Sales, REO Sales & Some Related Tax Issues), 58618/58619 - (Special Contracts & Seller Financing), **59899/59900 - (RESPA Reforms Rule - New GFE and HUD - 1 Review - Jennifer Epler McCarthy only)**, 61400/61401 - (Current Legal Issues & Ethical Pitfalls), 61543/61544 - (Deeds of Conveyance), 61768/61769 - (Preparing for Success: Keeping Issues from Becoming Problems), 62018/62019 - Handling Sales of Properties in Decedent's Estates, **RGS Title RE Academy**
24. **Marc Sinclair Wiltshire** - 55628/55629 - (Introduction to Contracts), 55816/57925 - (Contracts/Offer to Purchase), 55884/55885 - (Fair Housing), 56396/56397- (The Code of Ethics for Real Estate Professionals), 56400/56401 - (The New Limited Service Agency in Virginia), 56617/56618 - (Virginia Real Estate Law) 56629/56630 - (Contract Update: Current Issues - Practical Problems), **RGS Title RE Academy**
25. **Jeffrey M. Nowak** - 55628/55629 - (Introduction to Contracts), 55816/57925 - (Contracts/Offer to Purchase), 55823/55824 - (Agency Law in Virginia) 55835/55836 - (Tax Matters in Real Estate Sales) 55884/55885 - (Fair Housing), 56396/56397 - (The Code of Ethics for Real Estate Professionals), 56398/56399 - (How to Help Clients Avoid Foreclosure), 56400/56401 - (The New Limited Service Agency in Virginia), 56617/56618 - (Virginia Real Estate Law) 56629/56630 - (Contract Update: Current Issues - Practical Problems), 57345/57346 - (Residential Contract of Purchase (VAR) 57349/57350 - (Living Trusts in Real Estate), 57351/57352 - (Title Insurance Basics: What is it and

How it Works), 57353/57354 - (The Closing Process), 57355/57356 - (Property Disclosure in Virginia_ 57357/57358 - (Contract Review - A Tale of Two Contracts), 57359/57360 - (Selected Issues in Agency Law in Virginia), 57347/57348 - (Legal Updates) 58425/58426 - (Short Sales, REO Sales & Some Related Tax Issues), 58618/58619 - (Special Contracts & Seller Financing), 61400/61401 - (Current Legal Issues & Ethical Pitfalls), 61543/61544 - (Deeds of Conveyance), 61768/61769 - (Preparing for Success: Keeping Issues from Becoming Problems), 62018/62019 - Handling Sales of Properties in Decedent's Estates, **RGS Title RE Academy**

26. **Todd Mitchell** - 56405 (2007 New Agency Law in VA), 62538/62539 - (A Mock Settlement), 56403/56404 (Agency Law Demystified), 59617/59618 (An Introduction to Short Sales and the Short Sale Addendum), 57203/57204 (Bankruptcy and Foreclosure), 60553/60554 (Contracts with Escalators An Elevator to the Top Sales Price), 59439/59440 Earnest Money Deposits), 56919/56920 (Ethics for RE Agents), 56402/56550, (Ethics for RE Agents - The Basics), 56921/569221 (Fair Housing), 57587/57588 (Foreclosures, REOs, Short Sales), 57585/57586- (Foreclosure, REOs and Short Sales - A Primer), 57239/57240 (Foreign Sellers and Buyers), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), 57266/57267 (Home Inspections) 58399/58400 (Legal Updates and Emerging Trends), 56585/56586 (Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the VA Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract), 57921/57922 (New Forms for 2008), 57919/57920 (NVAR's 2007 Listing Agreement), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 62530/62531 - (Taxes for the Independent Contractor), 59437/59438 (The Final RESPA Rule), 55557/55558 (New Regional Sales Contract - Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (New VA Residential Property Disclosure Statement), 57499/57500 (Newest Appraisal & Financing Contingencies), 56593/56594 (Title Insurance - What is It?), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your upcoming VA Transaction), 57201/57202 (What is Delivery?), **MBH Settlement Group. L.C.**

27. **Bill Burkart, Scott Mazingo, Stacy McKone, and Sherry Lynch** - 62524/62525 (Fair Housing - Shared Neighborhoods, Equal Opportunities), **CBRE SRE**
28. **Dexter Godfrey** - 56351/56352 (Contract Presentation & Negotiations), 60294/60295 (Contract to Closing), 54008/54009 (Ethics & Standards of Conduct), 62091 (Fair Housing Practically Speaking), 60642/60643 (Helping Seller Clients Make Better Decisions) 56046/56047 (Offer to Purchase (Sales Contract), 60646/60647 (Professional Agent 103 (Agency), 60227/60228 (Professional Agent 104 (Fair Housing) 60642/60643 (Helping Seller Clients Make Better Decisions), 61941/61942 (Short Sale and Foreclosures) 62261 (Legal Updates and Emerging Trends), 54978/54979/54980/54981/54982 (Accredited Buyer's Representative), **Long & Foster Real Estate Institute**
29. **Phillip W. Blake and Peter W. Smith, IV** - 56351/56352 (Contract Presentation & Negotiations), 60294/60295 (Contract to Closing), 56046/56047 (Offer to Purchase (Sales Contract), 60646/60647 (Professional Agent 103 (Agency), 60227/60228 (Professional Agent 104 (Fair Housing), 62001/62002 (Ethics & Standards of Conduct) 62261 (Legal Updates and Emerging Trends), 62091 (Fair Housing Practically Speaking), 62381 (Agency), 62380 (Contracts), **Long and Foster Real Estate Institute**
30. **Win Singleton** - 56351/56352 (Contract Presentation & Negotiations), 60294/60295, (Contract to Closing), 56046/56047 (Offer to Purchase (Sales Contract), 60646/60647 (Professional Agent 103 (Agency), 60227/60228 (Professional Agent 104 (Fair Housing), 62001/62002 (Ethics & Standards of Conduct), 56377/56378 (Business Planning - 202), 62261 (Legal Updates and Emerging Trends), 62091 (Fair Housing Practically Speaking), 62381 (Agency), 62380 (Contracts), **Long and Foster Real Estate Institute**
31. **Robert H. Pearsall Jr. and Richard Brain Campbell** - 57915/57916 - (The REIN Contract Uncovered), **Alpha College of Real Estate**
32. **Sadaf Saberi, Jennifer Somma and Mary Hurley** - 62559/62560 (Title Insurance 101: What Every Real Estate Agent Should Know About Title Insurance), 62536/62537 (Real Estate Finance 101: Home Loans & The NVAR Contract), **Champion University**
33. **Jane Clawson and Sara Mendez Rodriguez** - 59475/59476 (Agency Primer), 59479/59480 (An Introduction to NAR Code of Ethics), 59481/59482 (Update to Fearless

- Approach to Short Sales), 59477/59478 (Real Property Appraisals in Virginia), 59471/59472 (Pre and Post Settlement Agreements - A Primer), 59473/59474 (Bank Owned Property), 60580/60581 (RESPA GUIDELINES), 60576/60577 (RESPA GUIDELINES: A Primer) 60578/60579 (Management of Escrow Accounts) 60574/60575 (Signed, Sealed but Did You Deliver? Updates on the Contract), **Institute of Continuing Education, LC**
34. **Jim Tomasello** - 61068/61069 (CVRMLS New Member Training), 58964/58965 (CVRMLS Rules and Regulations) 56144/56145 (Digital Cameras & MLS Photography) 59173/59174 (CMA - Price it Right), 62550/62551 (IMAP/Tax Records Workshop), 62553/62554 (Top 10 Tempo Tips), 62546/62547 (Instanet Workshop) 59843 (RE Stats Basic), **RAR**
35. **Robert T. Heltzel and Edda Burglund** - 59813/59814 (Credit Reporting), **PWAR**
36. **Cynthia Nahorney** - 60709/60710 (Impact of the RESPA Rules on Settlement Agents), 57077/57078 (Foreclosure, Liens and Bankruptcy), 55894/56043 (Deed Warranties, Tenancies and Decedents' Estates)
37. **Pam Wharton** - 58026/61230 (Finance) & **Kathy Deal** - 60316/60315 (HUD 101), 62501/62500 (The Key HUD and the FHA Loan), **RECA**
38. **Mumtaz Bhatti, Sandra Hood, Daniel Rochon, Dawn Cales, and Kaera Mims** - 58806 (Real Estate Contracts) 58840 (Virginia Legislative Updates), 58796 (Real Estate Agency), 58802 (Smart Growth in Virginia) 58804 (Internet's Effect on Virginia Real Estate Transactions), 58800 (Real Estate Fair Housing) 58842 (Legal Ethics and Professionalism 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), **Moseley Real Estate Schools**
39. **Mumtaz Bhatti, Sandra Hood, Daniel Rochon, and Kaera Mims** - 58848 (Virginia Broker CE: Mandatory and Elective Topics)
 58587 - Agent Supervision and Management:
 Cases in Improper Listing, Leasing and Commissions
 58585 - Agent Supervision and Management:
 Cases Personal Misconduct and Proper Supervision
 58545 - Agent Supervision and Management:

Cases in Advertising and Communication
58547 - Agent Supervision and Management:
Cases in Agency Initiation, Supervision and
Management
58549 - Agent Supervision and Management:
Cases in Improper Disclosures
58551 - Agent Supervision and Management:
Cases in Escrow Account Management
58553 - Agent Supervision and Management:
Cases in Improper Dealing and Financial Management
57941 - Agent Supervision and Management:
Cases in Agent Misconduct
58794 - Agent Supervision and Management, **Moseley
Real Estate School**

40. **Mary Ann Korman, James C. Pope, and Jennifer McCarthy**
62644/62645 (Virginia Real Estate Law), 62646/62647
(The Closing Process), 62648/62649 (Selected Issues
in Agency Law in VA), 62650/62651 (Property
Disclosure in VA), 62652/62653 (Preparing for
Success: Keeping Issues from Becoming Problems)
62654/62655 (Contracts for Real Estate
Professionals/Offer to Purchase for the Real Estate
Professionals), 62656/62657 (Contract Review - A
Tale of Two Contracts), 62668/62669 (Agency Law in
Virginia), **Piedmont Area Association of Realtors**
41. **Jay W. DeBoer** - 62196/62197/62198 (Virginia Real
Estate Regulations Review, **Alpha College of Real
Estate**

IX. Other Business

- A. Broker Pre-license Education Requirements for Reciprocal
License Applicants

X. Public Comment

XI. Adjourn

- * **Continuing Ed. Post License Ed. Course Companion Applications**