

Last Update 05-15-2012

REAL ESTATE BROKER MANAGEMENT CONTINUING EDUCATION APPROVED

COURSES

Classroom, Correspondence (CRP), and On-line (ON-LINE)

Courses

Virginia Real Estate Board

360 TRAINING.COM, INC.
T/A AGENTCAMPUS.COM
13801 BURNET ROAD
SUITE 100
AUSTIN TX 78727
PH: (512) 539-2705 FAX: (512) 853-2657
EMAIL: ACCREDITATION@360TRAINING.COM

C O U R S E S

Course Number: 059146 Expiration Date: 12-31-2014
VIRGINIA BROKER MANAGEMENT 8 hour(s)

ACT WEB REAL ESTATE SCHOOL INC
T/A VAREALTY SCHOOL.COM
2201 QUARTERMASTER LANE
RESTON VA 20191
PH: (703) 476-1747 FAX: (703) 466-0812
EMAIL: INFO@VAREALTY SCHOOL.COM

C O U R S E S

Course Number: 058424 Expiration Date: 12-31-2013
BROKER: BUSINESS MANAGEMENT IN A REAL ESTATE OFFICE (ON-LINE) 8
hour(s)
Course Number: 058958 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

ALPHA COLLEGE OF REAL ESTATE INC OF VA
T/A ALPHA-OMEGA COLLEGE OF REAL ESTATE
638 INDEPENDENCE PARKWAY
SUITE 100
CHESAPEAKE VA 23320
PH: (757) 427-1740 FAX: (757) 430-9897
EMAIL: CMOCK@ALPHACOLLEGE OF REAL ESTATE.COM

C O U R S E S

Course Number: 061996 Expiration Date: 12-31-2015
1031 TAX EXCHANGE 2 hour(s)
Course Number: 062915 Expiration Date: 12-31-2016
2011 LEGAL UPDATES 2 hour(s)

Course Number: 062195 Expiration Date: 12-31-2015
 50 WAYS TO LOOSE YOUR LICENSE 2 hour(s)
 Course Number: 057103 Expiration Date: 12-31-2012
 8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION 8
 hour(s)
 Course Number: 057105 Expiration Date: 12-31-2012
 8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION (ON-LINE &
 CRP) 8 hour(s)
 Course Number: 063556 Expiration Date: 12-31-2016
 BPOS: THE AGENT'S ROLE IN THE VALUATION PROCESS 8 hour(s)
 Course Number: 060511 Expiration Date: 12-31-2014
 BROKER MANAGEMENT - UNDERSTANDING SHORT SALES 4 hour(s)
 Course Number: 062199 Expiration Date: 12-31-2015
 BROKER MANAGEMENT AGENT SUPERVISION (ON-LINE) 8 hour(s)
 Course Number: 059434 Expiration Date: 12-31-2014
 BROKER MANAGEMENT LEGAL UPDATES 09 2 hour(s)
 Course Number: 060508 Expiration Date: 12-31-2014
 BROKER MANAGEMENT UNDERSTANDING SHORT SALES 2 hour(s)
 Course Number: 062436 Expiration Date: 12-31-2016
 CERTIFIED DISTRESSED PROPERTY EXPERT (ON-LINE) 8 hour(s)
 Course Number: 062387 Expiration Date: 12-31-2015
 COMMON LEGAL HOTLINE QUESTIONS AND ANSWERS 2 hour(s)
 Course Number: 061917 Expiration Date: 12-31-2015
 COMMUNITY CONNECTION/ADVERTISING REGULATION COURSE (ON-LINE) 4
 hour(s)

 Course Number: 060240 Expiration Date: 12-31-2014
 CONTINGENCY/REMOVAL AND DISCLOSURE REVIEW 3 hour(s)
 Course Number: 059392 Expiration Date: 12-31-2014
 CONTRACTS: HOW TO NEGOTIATE, MAKE, AMEND, & TERMINATE THEM 2
 hour(s)
 Course Number: 061425 Expiration Date: 12-31-2015
 CRS-READING THE SIGNS OF THE TIME 7 hour(s)
 Course Number: 062390 Expiration Date: 12-31-2015
 DILEMMAS FACING REAL ESTATE LICENSEES 2 hour(s)
 Course Number: 062914 Expiration Date: 12-31-2016
 ECONOMIC AFFAIRS 2 hour(s)
 Course Number: 063186 Expiration Date: 12-31-2016
 FACEBOOK FOR REALTORS 2 hour(s)
 Course Number: 063189 Expiration Date: 12-31-2016
 GETTING FOUND ONLINE 2 hour(s)
 Course Number: 062981 Expiration Date: 12-31-2016
 HOW TO BUY AND SELL HUD HOMES 2 hour(s)
 Course Number: 060400 Expiration Date: 12-31-2014
 HRRRA SHORT SALES BASICS 2 hour(s)
 Course Number: 060544 Expiration Date: 12-31-2014
 LAND USE - BROKER MANAGEMENT (CRP) 1 hour(s)
 Course Number: 062213 Expiration Date: 12-31-2015
 LEGAL UPDATES (ON-LINE) 1 hour(s)
 Course Number: 061422 Expiration Date: 12-31-2015
 LEGAL UPDATES LEAD BASED PAINT AND GOOD FAITH ESTIMATE (ON-LINE)
 2 hour(s)
 Course Number: 059388 Expiration Date: 12-31-2014
 LEGAL UPDATES/BROKER MANAGEMENT (ON-LINE) 2 hour(s)

Course Number: 062218 Expiration Date: 12-31-2015
 LIMITED SERVICE AGENCY (ON-LINE) 2 hour(s)
 Course Number: 063202 Expiration Date: 12-31-2016
 LINKEDIN FOR REALTORS 2 hour(s)
 Course Number: 060239 Expiration Date: 12-31-2014
 POSSESSION AND ADDENDUMS REVIEW 3 hour(s)
 Course Number: 060241 Expiration Date: 12-31-2014
 PRE-CONTRACT DISCLOSURE REVIEW 3 hour(s)

Course Number: 063009 Expiration Date: 12-31-2016
 PROPERTY MANAGEMENT "HOW TO GROW YOUR BUSINESS" 2 hour(s)
 Course Number: 063006 Expiration Date: 12-31-2016
 PROPERTY MANAGEMENT "THE TRAIL TO ESCROW ACCOUNT JAIL" 2 hour(s)
 Course Number: 063003 Expiration Date: 12-31-2016
 PROPERTY MANAGEMENT "WHY BEHIND FORMS" 2 hour(s)
 Course Number: 064071 Expiration Date: 12-31-2014
 PROPERTY MANAGEMENT IN A ROILED MARKET 2 hour(s)
 Course Number: 060121 Expiration Date: 12-31-2014
 PROPERTY MANAGEMENT: HANDLING ESCROW ACCOUNTS 2 hour(s)
 Course Number: 059167 Expiration Date: 12-31-2013
 RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
 Course Number: 062210 Expiration Date: 12-31-2015
 SHORT SALES (ON-LINE) 2 hour(s)
 Course Number: 062207 Expiration Date: 12-31-2015
 SOCIAL MEDIA (ON-LINE) 2 hour(s)
 Course Number: 060621 Expiration Date: 12-31-2014
 SOCIAL MEDIA - BROKER MANAGEMENT (ON-LINE) 2 hour(s)
 Course Number: 060242 Expiration Date: 12-31-2014
 STANDARD LISTING AGREEMENT REVIEW 3 hour(s)
 Course Number: 060243 Expiration Date: 12-31-2014
 STANDARD PURCHASE AGREEMENT REVIEW 5 hour(s)
 Course Number: 062351 Expiration Date: 12-31-2015
 TODAY'S APPRAISALS 2 hour(s)
 Course Number: 060973 Expiration Date: 12-31-2015
 TODAY'S CMA AND BPO'S 2 hour(s)
 Course Number: 063192 Expiration Date: 12-31-2016
 TWITTER FOR REALTORS 1 hour(s)
 Course Number: 062192 Expiration Date: 12-31-2015
 USING THE FREE POWER OF GOOGLE 2 hour(s)
 Course Number: 062198 Expiration Date: 12-31-2015
 VIRGINIA REAL ESTATE REGULATION REVIEW 2 hour(s)
 Course Number: 062204 Expiration Date: 12-31-2015
 WRITING EFFECTIVE CONTRACTS (ON-LINE) 2 hour(s)

Course Number: 059389 Expiration Date: 12-31-2014
 WRITING EFFECTIVE CONTRACTS/BROKER MANAGEMENT (ON-LINE) 2
 hour(s)

PH: (757) 873-8884 FAX: () -
EMAIL: CMOCK@ALPHACOLLEGE OF REAL ESTATE.COM

C O U R S E S

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1031 TAX EXCHANGE 2 hour(s)
Course Number: 062195 Expiration Date: 12-31-2015
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Course Number: 060508 Expiration Date: 12-31-2014
BROKER MANAGEMENT UNDERSTANDING SHORT SALES 2 hour(s)
Course Number: 060156 Expiration Date: 12-31-2014
BROKER MANAGEMENT VA LANDLORD AND TENANT ACT 8 hour(s)
Course Number: 062436 Expiration Date: 12-31-2016
CERTIFIED DISTRESSED PROPERTY EXPERT (ON-LINE) 8 hour(s)
Course Number: 062387 Expiration Date: 12-31-2015
COMMON LEGAL HOTLINE QUESTIONS AND ANSWERS 2 hour(s)
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Course Number: 060240 Expiration Date: 12-31-2014
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Course Number: 061425 Expiration Date: 12-31-2015
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Course Number: 062981 Expiration Date: 12-31-2016
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2 hour(s)
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Course Number: 060239 Expiration Date: 12-31-2014
POSSESSION AND ADDENDUMS REVIEW 3 hour(s)
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PROPERTY MANAGEMENT "HOW TO GROW YOUR BUSINESS 2 hour(s)

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 Course Number: 063003 Expiration Date: 12-31-2016
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 Course Number: 064071 Expiration Date: 12-31-2014
 PROPERTY MANAGEMENT IN A ROILED MARKET 2 hour(s)
 Course Number: 059167 Expiration Date: 12-31-2013
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 Course Number: 060243 Expiration Date: 12-31-2014
 STANDARD PURCHASE AGREEMENT REVIEW 5 hour(s)
 Course Number: 062351 Expiration Date: 12-31-2015
 TODAY'S APPRAISALS 2 hour(s)

Course Number: 060973 Expiration Date: 12-31-2015
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 TWITTER FOR REALTORS 1 hour(s)
 Course Number: 062192 Expiration Date: 12-31-2015
 USING THE FREE POWER OF GOOGLE 2 hour(s)
 Course Number: 062198 Expiration Date: 12-31-2015
 VIRGINIA REAL ESTATE REGULATION REVIEW 2 hour(s)
 Course Number: 062204 Expiration Date: 12-31-2015
 WRITING EFFECTIVE CONTRACTS (ON-LINE) 2 hour(s)

ANN PALMATEER REAL ESTATE SCHOOL LLC
 137 MT PLEASANT ROAD
 CHESAPEAKE VA 23322
 PH: (757) 490-6500 FAX: (757) 490-6593
 EMAIL: ANNPALMATEER@COX.NET

C O U R S E S

Course Number: 059554 Expiration Date: 12-31-2014
 BROKER - REB REGULATIONS 4 hour(s)

BLUE RIDGE REAL ESTATE SCHOOL
 181 GARBER LN
 WINCHESTER VA 22602
 PH: (540) 667-2606 FAX: (540) 662-5986
 EMAIL: SHIGGINS@BRARVA.COM

C O U R S E S

Course Number: 063374 Expiration Date: 12-31-2015

COMMON LEGAL HOTLINE QUESTIONS AND ANSWERS 2 hour(s)

CAREER WEBSCHOOL
T/A CENGAGE LEARNING INC
3100 CUMBERLAND BLVD
SUITE 1450
ATLANTA GA 30339
PH: (800) 860-7479 FAX: (770) 919-9979
EMAIL: REALESTATE@CAREERWEBSCHOOL.COM

C O U R S E S
Course Number: 058093 Expiration Date: 12-31-2013
BUSINESS MANAGMENT IN A REAL ESTATE OFFICE (ON-LINE) 8 hour(s)

CARRUTHERS ACADEMY OF REAL ESTATE, LLC
565 BENFIELD ROAD #400
SEVERNA PARK MD 21146
PH: (800) 481-9976 FAX: (443) 942-9180
EMAIL: RHONDA.HOTTLE@PRUDENTIALCARRUTHERS.COM

C O U R S E S
Course Number: 059280 Expiration Date: 12-31-2014
BROKER MANAGEMENT II 4 hour(s)
Course Number: 059275 Expiration Date: 12-31-2014
BROKER SUPERVISION I 4 hour(s)

CENTRAL VIRGINIA SCHOOL OF REAL ESTATE
550 HILLSDALE DRIVE
CHARLOTTESVILLE VA 22901
PH: (434) 817-2227 FAX: (434) 817-2836
EMAIL: SANDY@CAAR.COM

C O U R S E S
Course Number: 057878 Expiration Date: 12-31-2013
BROKER MANAGEMENT AND SUPERVISION - PART I 4 hour(s)
Course Number: 057879 Expiration Date: 12-31-2013
BROKER MANAGEMENT AND SUPERVISION - PART II 4 hour(s)
Course Number: 059747 Expiration Date: 12-31-2014
BROKER MANAGEMENT ISSUES & TRENDS 4 hour(s)
Course Number: 060997 Expiration Date: 12-31-2015
BROKER SUPERVISION AND THE VREB - ISSUES AND ANSWERS 2 hour(s)
Course Number: 060996 Expiration Date: 12-31-2015
BROKER SUPERVISION AND THE VREB- ISSUES AND ANSWERS 3 hour(s)
Course Number: 064140 Expiration Date: 12-31-2017

FOR YOUR EYES ONLY - REAL ESTATE BROKERS 4 hour(s)
Course Number: 058734 Expiration Date: 12-31-2013
FORECLOSURES & SHORT SALES: PRACTICAL & ETHICAL CONSIDERATIONS 2
hour(s)
Course Number: 064135 Expiration Date: 12-31-2017
RISK MANAGEMENT - WHAT ARE A BROKER'S DUTIES? 4 hour(s)
Course Number: 059746 Expiration Date: 12-31-2014
RISK MANAGEMENT FOR BROKERS 4 hour(s)
Course Number: 059525 Expiration Date: 12-31-2014
RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
Course Number: 059156 Expiration Date: 12-31-2014
VA BROKER MANAGEMENT & AGENT SUPERVISION (ON-LINE) 8 hour(s)

CHESAPEAKE BAY & RIVERS SCHOOL OF REAL ESTATE
10880 GENERAL PULLER HWY STE E
HARTFIELD VA 23071
PH: (804) 776-0568 FAX: (804) 776-0270
EMAIL: CBRAR@VA.METROCAST.NET

C O U R S E S

Course Number: 059745 Expiration Date: 12-31-2014
BROKER MANAGEMENT SESSION I 4 hour(s)
Course Number: 059744 Expiration Date: 12-31-2014
BROKER MANAGEMENT SESSION II 4 hour(s)

CINDY BISHOP WORLDWIDE LLC
11918 SANDY HILL CT
SPOTSYLVANIA VA 22553
PH: (540) 786-1432 FAX: (540) 266-3555
EMAIL: INFO@BISHOPTTEAM.ORG

C O U R S E S

Course Number: 063037 Expiration Date: 12-31-2016
BROKER AGENCY 3 hour(s)
Course Number: 063044 Expiration Date: 12-31-2016
BROKER RENTAL LISTINGS DONE RIGHT 3 hour(s)
Course Number: 062969 Expiration Date: 12-31-2016
INSTRUCTIONAL ETHICS FOR BROKERS 3 hour(s)
Course Number: 062968 Expiration Date: 12-31-2016
SHORT SALE BROKER TRAINING 4 hour(s)

COLDWELL BANKER RESIDENTIAL BROKERAGE SCHOOL OF REAL ESTATE
6031 UNIVERSITY BLVD
SUITE 140

ELLCOTT CITY MD 21043
PH: (800) 992-4794 FAX: (410) 480-1550
EMAIL: CBRBSCHOOL@CBMOVE.COM

C O U R S E S

Course Number: 059069 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT & AGENT SUPERVISION (ON-LINE) 8 hour(s)

COOKE REAL ESTATE SCHOOL HEADQUARTERS INC
4130-16 STREET NORTH
SAINT PETERSBURG FL 33703
PH: (800) 943-9993 FAX: (727) 522-9462
EMAIL: FRANK@COOKESCHOOL.COM

C O U R S E S

Course Number: 058928 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

DEARBORN FINANCIAL PUBLISHING, INC.
T/A RECAMPUS.COM
332 FRONT STREET
SUITE 555
LA CROSSE WI 54601
PH: (608) 779-5599 FAX: (608) 779-0442
EMAIL: JACKIE.KRUEZER@KAPLAN.COM

C O U R S E S

Course Number: 058622 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

DULLES AREA REAL ESTATE SCHOOL
21720 RED RUM DRIVE
SUITE 177
ASHBURN VA 20147
PH: (703) 777-2468 FAX: (703) 771-9787
EMAIL: AMARTENEY@DULLESAREA.COM

C O U R S E S

Course Number: 058038 Expiration Date: 12-31-2013
21ST CENTURY BROKER MANAGEMENT 4 hour(s)
Course Number: 059083 Expiration Date: 12-31-2013
BROKER MANAGEMENT - AN OVERVIEW OF ESCROW, SUPERVISION, ADVERTISING
AND OFFICE POLICIES & PROCEDURES 4 hour(s)
Course Number: 063668 Expiration Date: 12-31-2016

BROKER RISK MANAGEMENT: EFFECTIVE TEAM MANAGEMENT 2 hour(s)
Course Number: 062932 Expiration Date: 12-31-2015
COMMON LEGAL HOTLINE QUESTIONS AND ANSWERS 2 hour(s)
Course Number: 063291 Expiration Date: 12-31-2016
RECENT CHANGES IN VIRGINIA AGENCY 2011 2 hour(s)
Course Number: 058027 Expiration Date: 12-31-2013
RISK MANAGEMENT 4 hour(s)
Course Number: 059084 Expiration Date: 12-31-2013
RISK MANAGEMENT & CREATING A POSITIVE OFFICE ENVIRONMENT 4
hour(s)
Course Number: 063297 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AN
THOSE WHO WANT TO BUY 3 hour(s)
Course Number: 063294 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO WANT TO BUY 2 hour(s)
Course Number: 059941 Expiration Date: 12-31-2014
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

ED SMITH REAL ESTATE SCHOOL
P O BOX 371
OCEAN CITY MD 21843 0371
PH: (410) 213-2700 FAX: (410) 213-2638
EMAIL: CHRIS@EDSMITHSCHOOL.COM

C O U R S E S

Course Number: 060558 Expiration Date: 12-31-2014
BUSINESS MANAGEMENT IN A REAL ESTATE OFFICE (ON-LINE) 8 hour(s)

ELEARNER SOLUTIONS LLC
49 IVY CREEK LN
FREDERICKSBURG VA 22405
PH: (540) 440-1813 FAX: (540) 288-3977
EMAIL: ELEARNERSOLUTIONS@GMAIL.COM

C O U R S E S

Course Number: 063606 Expiration Date: 12-31-2016
BROKER AGENCY 3 hour(s)
Course Number: 063598 Expiration Date: 12-31-2016
BROKER TECH RISK MANAGEMENT 3 hour(s)
Course Number: 063599 Expiration Date: 12-31-2016
STARTING A NEW AGENT 3 hour(s)

FOUR PILLARS EDUCATION INC

224 VILLAGE CT
RUTHER GLEN VA 22546
PH: (540) 455-3350 FAX: (815) 301-6649
EMAIL: MATTHEW@THEAGENTTRAINER.COM

C O U R S E S

Course Number: 061274 Expiration Date: 12-31-2015
EFFECTIVE NEGOTIATING FOR RE PROFESSIONALS 6 hour(s)
Course Number: 061265 Expiration Date: 12-31-2015
ESCROW, AGENCY & RESPA LAW REVIEW 3 hour(s)
Course Number: 061268 Expiration Date: 12-31-2015
LEADING IN 2.0 WORLD 3 hour(s)
Course Number: 061309 Expiration Date: 12-31-2015
MANAGING THE RELATIONSHIP 3 hour(s)
Course Number: 061524 Expiration Date: 12-31-2015
MANAGING THE SHORTSALE 3 hour(s)

HENDERSON PROFESSIONAL DEVELOPMENT SEMINARS
7411 RIGGS ROAD #412
HYATTSVILLE MD 20783
PH: (301) 434-2204 FAX: (301) 434-8084
EMAIL: STUDY@HPDSEMINARS.COM

C O U R S E S

Course Number: 057003 Expiration Date: 12-31-2012
BROKER SUPERVISION & MANAGEMENT OF REAL ESTATE AGENTS 8 hour(s)

HOUSING CONSULTANTS REAL ESTATE SCHOOL
9420 ANNAPOLIS RD #216
LANHAM MD 20706
PH: (301) 429-3065 FAX: () -
EMAIL: HMCONSULT9420@VERIZON.NET

C O U R S E S

Course Number: 058591 Expiration Date: 12-31-2013
SUPERVISION AND MANAGEMENT 8 hour(s)

INSTITUTE FOR CONTINUING EDUCATION INC.
T/A 4ICE, INC.
16360 PARK TEN PLACE
SUITE 103
HOUSTON TX 77084

PH: (800) 621-8341 FAX: (832) 321-5685
EMAIL: ICE@4ICE.COM

C O U R S E S

Course Number: 058083 Expiration Date: 12-31-2013
BROKER MANAGEMENT (ON-LINE) 8 hour(s)
Course Number: 063882 Expiration Date: 12-31-2016
VIRGINIA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8
hour(s)

KAPLAN REAL ESTATE SCHOOLS
332 SOUTH FRONT STREET
SUITE 555
LA CROSSE WI 54601
PH: (608) 779-5599 FAX: (608) 779-0442
EMAIL: JACKIE.KREUZER@KAPLAN.COM

C O U R S E S

Course Number: 058688 Expiration Date: 12-31-2013
VA MANDATORY BROKER AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

KIRKS' INSTITUTE FOR ADVANCED REAL ESTATE STUDIES
2111 WILSON BLVD
700
ARLINGTON VA 22201
PH: (703) 351-5041 FAX: (703) 961-9107
EMAIL: KIRKSINSTITUTE@AOL.COM

C O U R S E S

Course Number: 057496 Expiration Date: 12-31-2013
REAL ESTATE BROKER MANAGEMENT 8 hour(s)

LONG & FOSTER INSTITUTE OF REAL ESTATE
3069 NUTLEY STREET
FAIRFAX VA 22031
PH: (703) 653-8345 FAX: (703) 560-9772
EMAIL: JILL.MALLOY@LONGANDFOSTER.COM

C O U R S E S

Course Number: 058063 Expiration Date: 12-31-2013
ACCREDITED BUYER REPRESENTATIVE MANAGER (ON-LINE) 8 hour(s)
Course Number: 058139 Expiration Date: 12-31-2013
CREATING EXCELLENCE IN YOUR OFFICE 3 hour(s)
Course Number: 057611 Expiration Date: 12-31-2013

POSITIVE LEADERSHIP 4 hour(s)
Course Number: 057613 Expiration Date: 12-31-2013
RECRUITING IN THE REAL WORLD 4 hour(s)
Course Number: 063354 Expiration Date: 12-31-2016
TAKE ME TO YOUR LEADERS 4 hour(s)
Course Number: 057612 Expiration Date: 12-31-2013
THE PROFITABLE OFFICE 4 hour(s)
Course Number: 059103 Expiration Date: 12-31-2014
VA BROKER MANAGEMENT & AGENT SUPERVISION (ON-LINE) 8 hour(s)

MAI INSTITUTE
109 S PITT ST
ALEXANDRIA VA 22314
PH: (703) 549-9292 FAX: () -
EMAIL: MDAY@MCENEARNEY.COM

C O U R S E S
Course Number: 057666 Expiration Date: 12-31-2013
MANAGING A SUCCESSFUL REAL ESTATE OFFICE 4 hour(s)
Course Number: 057665 Expiration Date: 12-31-2013
SUPERVISION OF IC REALTORS IN THE COMMONWEALTH OF VIRGINIA 4
hour(s)

MASTER INSTITUTE
807 NORTH STERLING BLVD
STERLING VA 20164
PH: (703) 732-1400 FAX: (703) 562-7062
EMAIL: MASTERJOELEEE@GMAIL.COM

C O U R S E S
Course Number: 064246 Expiration Date: 12-31-2017
BROKER MANAGEMENT AND AGENT SUPERVISION 8 hour(s)

MCKISSOCK, LP
218 LIBERTY STREET
P O BOX 1673
WARREN PA 16365
PH: (800) 328-2008 FAX: (814) 723-7289
EMAIL: JENNIFER.SCHUTT@MCKISSOCK.COM

C O U R S E S
Course Number: 058637 Expiration Date: 12-31-2013
BROKERAGE MANAGEMENT - 8 HOURS (ON-LINE) 8 hour(s)

MONTAGUE MILLER REAL ESTATE ACADEMY
500 WESTFIELD RD
CHARLOTTESVILLE VA 22901
PH: (434) 973-5393 FAX: (434) 951-7101
EMAIL: BARBARAMCMURRY@MONTAGUEMILLER.COM

C O U R S E S

Course Number: 058423 Expiration Date: 12-31-2013
BROKER MANAGEMENT ISSUES AND ANSWERS 4 hour(s)
Course Number: 061772 Expiration Date: 12-31-2015
BROKER MANAGEMENT ISSUES AND ANSWERS 2011 4 hour(s)
Course Number: 060764 Expiration Date: 12-31-2015
BROKER SUPERVISION AND THE VREB-ISSUES AND ANSWERS 2 hour(s)
Course Number: 060763 Expiration Date: 12-31-2015
BROKER SUPERVISION AND THE VREB-ISSUES AND ANSWERS 3 hour(s)
Course Number: 064076 Expiration Date: 12-31-2017
FOR YOUR EYES ONLY - REAL ESTATE BROKERS 4 hour(s)
Course Number: 064079 Expiration Date: 12-31-2017
RISK MANAGEMENT - WHAT ARE A BROKERS DUTIES 4 hour(s)
Course Number: 057882 Expiration Date: 12-31-2013
RISK MANAGEMENT FOR BROKERS 4 hour(s)
Course Number: 061773 Expiration Date: 12-31-2015
RISK MANAGEMENT FOR BROKERS 2011 4 hour(s)

MOSELEY FLINT SCHOOLS OF REAL ESTATE INC
13115 WEST JAMES ANDERSON HWY
P O BOX 228
BUCKINGHAM VA 23921
PH: (434) 969-3000 FAX: (434) 969-4391
EMAIL: BREID@MOSELEYFLINT.COM

C O U R S E S

Course Number: 058247 Expiration Date: 12-31-2013
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW 8 hour(s)
Course Number: 058246 Expiration Date: 12-31-2013
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW (CRP &
CLASSROOM) 8 hour(s)
Course Number: 056488 Expiration Date: 12-31-2012
HUMAN RESOURCE ISSUES IN REAL ESTATE TODAY 8 hour(s)
Course Number: 059313 Expiration Date: 12-31-2014
INNOVATION MARKETING TECHNIQUES FOR BUYER REPRESENTATIVES 8
hour(s)
Course Number: 056487 Expiration Date: 12-31-2012
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8
hour(s)
Course Number: 057589 Expiration Date: 12-31-2013

OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8
hour(s)

Course Number: 059314 Expiration Date: 12-31-2014
OTHER REAL ESTATE RELATED 8 hour(s)
Course Number: 056489 Expiration Date: 12-31-2012
TITLE INSURANCE AND ESCROW CLOSINGS 8 hour(s)

MOSELEY FLINT SCHOOLS OF REAL ESTATE INC
8639 MAYLAND DRIVE, SUITE 101
RICHMOND VA 23294
PH: (804) 270-9121 FAX: (804) 270-6720
EMAIL: INFO@MOSELEYFLINT.COM

C O U R S E S

Course Number: 058247 Expiration Date: 12-31-2013
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW 8 hour(s)
Course Number: 058246 Expiration Date: 12-31-2013
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW (CRP) 8
hour(s)

Course Number: 056488 Expiration Date: 12-31-2012
HUMAN RESOURCE ISSUES IN REAL ESTATE TODAY 8 hour(s)
Course Number: 057589 Expiration Date: 12-31-2013
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8
hour(s)

Course Number: 056487 Expiration Date: 12-31-2012
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8
hour(s)
Course Number: 056489 Expiration Date: 12-31-2012
TITLE INSURANCE AND ESCROW CLOSINGS 8 hour(s)

MOSELEY REAL ESTATE SCHOOLS, INC.
119 NORFOLK AVENUE
SUITE 230
ROANOKE VA 24011
PH: (877) 667-3539 FAX: (877) 667-3539
EMAIL: STUDENT.SERVICE@MOSELEY.ORG

C O U R S E S

Course Number: 058588 Expiration Date: 12-31-2013
AGENT MANAGEMENT AND SUPERVISION: 1 hour(s)
Course Number: 061784 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMEN: CASES IN IMPROPER LISTING, LEASING,
AND COMMISSIONS 1 hour(s)
Course Number: 061780 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMENT: CASES IN ADVERTISING & COMMUNICATION
(ON-LINE) 1 hour(s)
Course Number: 061781 Expiration Date: 12-31-2015

AGENT SUPERVISION & MANAGEMENT: CASES IN AGENCY INITIATION,
SUPERVISION, & MANAGEMENT (ON-LINE) 1 hour(s)
Course Number: 061815 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMENT: CASES IN AGENT MISCONDUCT - (ON-LINE)
1 hour(s)
Course Number: 061786 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMENT: CASES IN ESCROW ACCOUNT MANAGEMENT
(ON-LINE) 1 hour(s)
Course Number: 061782 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMENT: CASES IN IMPROPER DEALING & FINANCIAL
MANAGEMENT (ON-LINE) 1 hour(s)
Course Number: 061783 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMENT: CASES IN IMPROPER DISCLOSURE &
DISCLOSURE MANAGEMENT (ON-LINE) 1 hour(s)
Course Number: 061785 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMENT: CASES IN PERSONAL MISCONDUCT AND
PROPER SUPERVISION (ON-LINE) 1 hour(s)
Course Number: 061816 Expiration Date: 12-31-2015
AGENT SUPERVISION & MANAGEMENT: COMPLETE SERIES (ON-LINE) 8
hour(s)
Course Number: 058795 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT 8 hour(s)
Course Number: 058794 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT 8 hour(s)
Course Number: 058546 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN ADVERTISING AND
COMMUNICATION (CRP) 1 hour(s)
Course Number: 058545 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN ADVERTISING AND
COMMUNICATION 1 hour(s)
Course Number: 058547 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENCY INITIATION
SUPERVISION, AND MANAGEMENT 1 hour(s)
Course Number: 057941 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENT MISCOND 1
hour(s)
Course Number: 057943 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENT MISCONDUCT (CRP)
1 hour(s)
Course Number: 058551 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN ESCROW ACCOUNT MANAGEMENT
1 hour(s)
Course Number: 058552 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN ESCROW ACCOUNT MANAGEMENT
(CRP) 1 hour(s)
Course Number: 058553 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DEALING AND
FINANCIAL MANAGEMENT 1 hour(s)
Course Number: 058554 Expiration Date: 12-31-2013
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DEALING AND
FINANCIAL MANAGEMENT (CRP) 1 hour(s)
Course Number: 058549 Expiration Date: 12-31-2013

AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DISCLOSURE AND DISCLOSURE MANAGEMENT 1 hour(s)
 Course Number: 058550 Expiration Date: 12-31-2013
 AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DISCLOSURE AND DISCLOSURE MANAGEMENT (CRP) 1 hour(s)
 Course Number: 058587 Expiration Date: 12-31-2013
 AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER LISTING, LEASING AND COMMISSIONS (CLASSROOM) 1 hour(s)
 Course Number: 058585 Expiration Date: 12-31-2013
 AGENT SUPERVISION AND MANAGEMENT: CASES IN PERSONAL MISCONDUCT AND PROPER SUPERVISION (CLASSROOM) 1 hour(s)
 Course Number: 058586 Expiration Date: 12-31-2013
 AGENT SUPERVISION AND MANAGEMENT: CASES IN PERSONAL MISCONDUCT AND PROPER SUPERVISION (CRP) 1 hour(s)
 Course Number: 058548 Expiration Date: 12-31-2013
 AGENT SUPERVISION AND MANAGMENT: CASES IN AGENCY INITIATION, SUPERVISION, AND MANAGEMENT (CRP) 1 hour(s)
 Course Number: 061811 Expiration Date: 12-31-2015
 VA BROKER CE: REAL ESTATE LAW UPDATE (ON-LINE) 8 hour(s)
 Course Number: 058849 Expiration Date: 12-31-2013
 VIRGINIA BROKER CE: MANDATORY AND ELECTIVE TOPICS 8 hour(s)
 Course Number: 058848 Expiration Date: 12-31-2013
 VIRGINIA BROKER CE: MANDATORY AND ELECTIVE TOPICS 8 hour(s)

MOSELEY-DICKINSON ACADEMY OF REAL ESTATE
 1727 PETERS CREEK ROAD
 ROANOKE VA 24017
 PH: (540) 562-2575 FAX: (540) 562-2769
 EMAIL: MOSELEYDICKINSON@CS.COM

C O U R S E S

Course Number: 060779 Expiration Date: 12-31-2015
 AGENCY FOR THE PRINCIPAL OR SUPERVISING BROKER 2 hour(s)
 Course Number: 058140 Expiration Date: 12-31-2013
 BROKER-SPECIFIC CONTINUING EDUCATION 8 hour(s)
 Course Number: 060780 Expiration Date: 12-31-2015
 FINANCIAL MANAGEMENT OF A REAL ESTATE FIRM 2 hour(s)
 Course Number: 060781 Expiration Date: 12-31-2015
 REVIEW OF REB REGS & CHANGES AS OF APRIL 1 2008 2 hour(s)
 Course Number: 060778 Expiration Date: 12-31-2015
 RISK MANAGEMENT FOR REAL ESTATE FIRMS 2 hour(s)
 Course Number: 058876 Expiration Date: 12-31-2013
 VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

NEW RIVER VALLEY SCHOOL OF REAL ESTATE
 125 PONDEROSA DRIVE
 CHRISTIANSBURG VA 24073
 PH: (540) 381-9354 FAX: (540) 381-9358

EMAIL: EHEAD@REALTOR.COM

C O U R S E S

Course Number: 061744 Expiration Date: 12-31-2014
2009 RVAR PURCHASE AGREEMENT & INSPECTION ADDENDUM 3 hour(s)

Course Number: 058745 Expiration Date: 12-31-2013
BROKER MANAGEMENT 8 hour(s)

Course Number: 057635 Expiration Date: 12-31-2012
BROKER MANAGEMENT: REDUCING RISKS AND HEADACHES 2 hour(s)

Course Number: 057636 Expiration Date: 12-31-2012
BROKER MANAGEMENT: REDUCING RISKS AND HEADACHES 3 hour(s)

Course Number: 059398 Expiration Date: 12-31-2014
BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 3 hour(s)

Course Number: 059397 Expiration Date: 12-31-2014
BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 2 hour(s)

Course Number: 062137 Expiration Date: 12-31-2013
BUSINESS MANAGEMENT IN A REAL ESTATE OFFICE (ON-LINE) 8 hour(s)

Course Number: 058242 Expiration Date: 12-31-2013
FAIR HOUSING & ANTI-TRUST LAW FOR BROKERS 2 hour(s)

Course Number: 060366 Expiration Date: 12-31-2013
FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS
2 hour(s)

Course Number: 060367 Expiration Date: 12-31-2013
FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS

3 hour(s)

Course Number: 058241 Expiration Date: 12-31-2013
MISREPRESENTATION & FAILURE TO DISCLOSE 2 hour(s)

Course Number: 057633 Expiration Date: 12-31-2012
OFFICE POLICY WORKSHOP 2 hour(s)

Course Number: 059583 Expiration Date: 12-31-2014
OFFICE POLICY WORKSHOP 3 hour(s)

Course Number: 059582 Expiration Date: 12-31-2014
OFFICE POLICY WORKSHOP 2 hour(s)

Course Number: 057634 Expiration Date: 12-31-2012
OFFICE POLICY WORKSHOP 3 hour(s)

Course Number: 063160 Expiration Date: 12-31-2016
RECENT CHANGES IN VIRGINIA AGENCY 2011 2 hour(s)

Course Number: 060174 Expiration Date: 12-31-2014
RISK REDUCTION FOR REAL ESTATE TECHNOLOGY FOR BROKERS 2 hour(s)

Course Number: 058220 Expiration Date: 12-31-2013
TECHNOLOGY IN REAL ESTATE 1 hour(s)

Course Number: 063166 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 3 hour(s)

Course Number: 063165 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 2 hour(s)

Course Number: 058219 Expiration Date: 12-31-2013
THE INDEPENDENT CONTRACTOR IN REAL ESTATE 1 hour(s)

Course Number: 058243 Expiration Date: 12-31-2013
VIRGINIA AGENCY LAW 1 hour(s)

Course Number: 058221 Expiration Date: 12-31-2013
WORKPLACE LAW AND OFFICE POLICIES 2 hour(s)

NORTHERN VA ASSOCIATION OF REALTORS SCHOOL OF REAL ESTATE
8407 PENNELL STREET
FAIRFAX VA 22031
PH: (703) 207-3200 FAX: (703) 207-3270
EMAIL: RBROWN@NVAR.COM

C O U R S E S

Course Number: 061848 Expiration Date: 12-31-2015
15 STRATEGIES FOR BROKERS IN TODAY'S CHALLENGING MARKET 3
hour(s)

Course Number: 060284 Expiration Date: 12-31-2014
BROKER CE PART 1: PRODUCTIVE AGENTS AND PROFITABLE OFFICES 4
hour(s)

Course Number: 058592 Expiration Date: 12-31-2013
BROKERAGE RISK AND LIABILITY 4 hour(s)

Course Number: 058165 Expiration Date: 12-31-2013
CONQUERING CONTRACTS I: UNDERSTANDING BASIC CONTRACT LAW, OFFER AND
ACCEPTANCE FORMS 6 hour(s)

Course Number: 063064 Expiration Date: 12-31-2016
DETECTION AND PREVENTION OF CONTRACT FRAUD 4 hour(s)

Course Number: 064328 Expiration Date: 12-31-2014
LEGAL UPDATE FOR BROKERS 2009 3 hour(s)

Course Number: 058162 Expiration Date: 12-31-2013
NEGOTIATIONS 3 hour(s)

Course Number: 060179 Expiration Date: 12-31-2014
PRINCIPLES OF PROFIT 2 hour(s)

Course Number: 058166 Expiration Date: 12-31-2013
PRODUCTIVE AGENTS AND OFFICES 4 hour(s)

Course Number: 064331 Expiration Date: 12-31-2014
PROPERTY MANAGEMENT IN A ROILED MARKET 3 hour(s)

Course Number: 058161 Expiration Date: 12-31-2013
RISK MANAGEMENT 4 hour(s)

Course Number: 058163 Expiration Date: 12-31-2013
RULES AND TOOLS OF ADVERTISING- PART I 3 hour(s)

Course Number: 058164 Expiration Date: 12-31-2013
RULES AND TOOLS OF ADVERTISING- PART II 3 hour(s)

Course Number: 063477 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 2 hour(s)

Course Number: 063480 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 3 hour(s)

Course Number: 060652 Expiration Date: 12-31-2014
THE RULES AND TOOLS OF ADVERTISING 4 hour(s)

OLD DOMINION REALTY INC
T/A OLD DOMINION REAL ESTATE INSTITUTE
2340 SOUTH MAIN STREET
HARRISONBURG VA 22801
PH: (540) 433-2454 FAX: (540) 433-2106
EMAIL: JLMAGICKAL@AOL.COM

C O U R S E S

Course Number: 060293 Expiration Date: 12-31-2014
BROKER MANAGEMENT 8 hour(s)
Course Number: 063753 Expiration Date: 12-31-2016
BROKERAGE ENTITY CHOICES 2 hour(s)
Course Number: 064026 Expiration Date: 12-31-2017
COMMUNITY ASSN. MGR. & THE RELO PROCESS 1 hour(s)
Course Number: 063784 Expiration Date: 12-31-2016
MAKING THE MOST OF SOCIAL MEDIA 1 hour(s)
Course Number: 063868 Expiration Date: 12-31-2016
NAVIGATING COMPLEX COMMERCIAL TRANSACTIONS 4 hour(s)

PENINSULA REAL ESTATE SCHOOL
1001 NORTH CAMPUS PARKWAY
HAMPTON VA 23666
PH: (757) 599-5222 FAX: (757) 596-3911
EMAIL: DANA@VPAR.ORG

C O U R S E S

Course Number: 059682 Expiration Date: 12-31-2014
AGENCY LAW - AVOIDING PITFALLS 2 hour(s)
Course Number: 058229 Expiration Date: 12-31-2013
BROKER MANAGEMENT SESSION I 4 hour(s)
Course Number: 058228 Expiration Date: 12-31-2013
BROKER MANAGEMENT SESSION II 4 hour(s)
Course Number: 061327 Expiration Date: 12-31-2015
FAIR HOUSING IS FOR EVERYONE 3 hour(s)
Course Number: 060702 Expiration Date: 12-31-2013
LEGAL UPDATE FOR BROKERS 2 hour(s)
Course Number: 064353 Expiration Date: 12-31-2016
MANAGEMENT OF A REAL ESTATE BROKERAGE FIRM 4 hour(s)
Course Number: 059042 Expiration Date: 12-31-2013
MANAGING TECHNOLOGY FOR YOUR OFFICE PART 1 2 hour(s)
Course Number: 059022 Expiration Date: 12-31-2013
MEDIATION AND CONFLICT RESOLUTION FOR THE BROKER MANAGER 2
hour(s)
Course Number: 059711 Expiration Date: 12-31-2014
PROPERTY MANAGEMENT IN A ROILED MARKET 2 hour(s)
Course Number: 064352 Expiration Date: 12-31-2016
SUPERVISION & MANAGEMENT OF REAL ESTATE AGENTS 4 hour(s)

Course Number: 061462 Expiration Date: 12-31-2015
VRLTA & 2010 LEGISLATIVE ISSUES 4 hour(s)

PIEDMONT SCHOOL OF REAL ESTATE
47 GARRETT ST
WARRENTON VA 20186
PH: (540) 347-4866 FAX: (540) 347-2459
EMAIL: DEBBIE@GPAAR.NET

C O U R S E S

Course Number: 060907 Expiration Date: 12-31-2014
BROKER MANAGEMENT ISSUES & TRENDS 4 hour(s)
Course Number: 062482 Expiration Date: 12-31-2015
COMMON LEGAL HOTLINE QUESTIONS AND ANSWERS 2 hour(s)
Course Number: 062049 Expiration Date: 12-31-2015
DILEMMAS FACING REAL ESTATE LICENSEES 2 hour(s)
Course Number: 059934 Expiration Date: 12-31-2014
FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS
3 hour(s)
Course Number: 063934 Expiration Date: 12-31-2015
LEADING IN A 2.0 WORLD 3 hour(s)
Course Number: 063959 Expiration Date: 12-31-2015
MANAGING THE RELATIONSHIP 3 hour(s)
Course Number: 063922 Expiration Date: 12-31-2015
MANAGING THE SHORT SALE 3 hour(s)
Course Number: 063106 Expiration Date: 12-31-2016
RECENT CHANGES IN VIRGINIA AGENCY 2011 2 hour(s)
Course Number: 060906 Expiration Date: 12-31-2014
RISK MANAGEMENT FOR BROKERS 4 hour(s)
Course Number: 059443 Expiration Date: 12-31-2014
RISK MANAGEMENT FOR TECHNOLOGY 2 hour(s)
Course Number: 063109 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 2 hour(s)
Course Number: 063110 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 3 hour(s)
Course Number: 063172 Expiration Date: 12-31-2016
THE FIRM AUDIT: SURVIVING YOUR COMPANY AUDIT UNDER THE NEW VREB
GUIDELINES 4 hour(s)

Course Number: 062024 Expiration Date: 12-31-2015
VREB RANDOM INSPECTION - GET READY.... 1 hour(s)

POTOMAC REAL ESTATE SCHOOL LLC
11418 VALE SPRING DRIVE
OAKTON VA 22124
PH: (703) 758-0034 FAX: (703) 758-0044

EMAIL: PATTI@POTOMACRESCHOOL.COM

C O U R S E S

Course Number: 061940 Expiration Date: 12-31-2015
24 HOUR BROKER CONTINUING EDUCATION COURSE (ON-LINE) 8 hour(s)
Course Number: 059684 Expiration Date: 12-31-2014
BROKER MANAGEMENT (ON-LINE) 8 hour(s)
Course Number: 059683 Expiration Date: 12-31-2014
BUILDING A SUCCESSFUL SALES TEAM (ON-LINE) 3 hour(s)
Course Number: 059663 Expiration Date: 12-31-2014
PERSUASIVE MANAGEMENT COMMUNICATION (ON-LINE) 3 hour(s)
Course Number: 059664 Expiration Date: 12-31-2014
THE WINNING SALES MEETING (ON-LINE) 2 hour(s)

REAL ESTATE CAREER ACADEMY
2050 GORDON W. SHELTON BLVD
SUITE 202
FREDERICKSBURG VA 22401
PH: (540) 373-7711 FAX: (540) 736-0301
EMAIL: EDUCATION@FAARMEMBERS.COM

C O U R S E S

Course Number: 057778 Expiration Date: 12-31-2013
ACCREDITED BUYER REP - MANAGER 8 hour(s)
Course Number: 062288 Expiration Date: 12-31-2015
AGENCY REPRESENTATION 3 hour(s)
Course Number: 057993 Expiration Date: 10-25-2011
BROKER AGENCY 3 hour(s)
Course Number: 063225 Expiration Date: 12-31-2015
DILEMMAS FACING REAL ESTATE LICENSEES 2 hour(s)
Course Number: 058767 Expiration Date: 12-31-2013
LEGAL UPDATES FOR BROKERS - 3 HOURS 3 hour(s)
Course Number: 058768 Expiration Date: 12-31-2013
OFFICE POLICY WORKSHOP 3 hour(s)
Course Number: 058769 Expiration Date: 12-31-2013
OFFICE POLICY WORKSHOP 2 hour(s)
Course Number: 062256 Expiration Date: 12-31-2015
RECA SHORT SALE 3 hour(s)
Course Number: 063230 Expiration Date: 12-31-2016
RECENT CHANGES IN VIRGINIA AGENCY LAW 2011 2 hour(s)
Course Number: 057992 Expiration Date: 10-25-2011
RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
Course Number: 058686 Expiration Date: 10-25-2011
SHORTSALE BROKERAGE 3 hour(s)
Course Number: 058384 Expiration Date: 10-25-2011
SOCIAL MEDIA RISK MANAGEMENT 2 hour(s)
Course Number: 062285 Expiration Date: 12-31-2015
TECHNOLOGY RISK MANAGEMENT 2 hour(s)

Course Number: 063227 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 2 hour(s)
Course Number: 063226 Expiration Date: 12-31-2016
THE AMERICAN MORTGAGE MARKET: WHAT'S NEXT FOR BORROWERS, LENDERS AND
THOSE WHO BUY MORTGAGES 3 hour(s)
Course Number: 062504 Expiration Date: 12-31-2016
VIRGINIA ESCROW 3 hour(s)
Course Number: 062185 Expiration Date: 12-31-2015
VREB RANDOM INSPECTION - GET READY.... 1 hour(s)

REAL ESTATE EMPOWER INC
1335 ROCKVILLE PIKE
SUITE #220
ROCKVILLE MD 20852
PH: () - FAX: (866) 294-0403
EMAIL: PSINGH@REMPower.COM

C O U R S E S

Course Number: 062594 Expiration Date: 12-31-2016
BROKER SUPERVISION 8 hour(s)

REAL ESTATE III SCHOOL OF REAL ESTATE
P O BOX 8186
CHARLOTTESVILLE VA 22906
PH: (434) 817-9700 FAX: (434) 817-9709
EMAIL: SUEPLASKON@REALESTATEIII.COM

C O U R S E S

Course Number: 058482 Expiration Date: 12-31-2013
BROKER MANAGEMENT AND SUPERVISION 8 hour(s)
Course Number: 061709 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT & AGENT SUPERVISION (ON-LINE) 8 hour(s)

REALESTATECE.COM
T/A DATA CONNECTION LLC
2070 SILVER CITY RD
RUSSELLVILLE TN 37860
PH: (321) 725-2981 FAX: (866) 517-1406
EMAIL: JEFF@REALESTATECE.COM

C O U R S E S

Course Number: 059020 Expiration Date: 12-31-2013
8 HOUR BROKER MANDATORY TOPICS (ON-LINE) 8 hour(s)

REALTOR ASSOCIATION OF PRINCE WILLIAM
T/A PRINCE WILLIAM ASSOCIATION OF REALTORS
4545 DAISY REID AVENUE
WOODBRIIDGE VA 22192
PH: (703) 565-0033 FAX: (703) 565-0039
EMAIL: TERESA@PWAR.COM

C O U R S E S

Course Number: 058657 Expiration Date: 12-31-2013
ACCREDITED BUYER REP - MANAGER 8 hour(s)
Course Number: 059577 Expiration Date: 12-31-2014
BROKER AGENCY 3 hour(s)
Course Number: 058746 Expiration Date: 12-31-2013
ESCROW, SUPERVISION, ADVERTISING & OFFICE POLICY 4 hour(s)
Course Number: 058814 Expiration Date: 12-31-2013
RISK MANAGEMENT & CREATING A POSITIVE OFFICE ENVIRONMENT 4
hour(s)
Course Number: 059578 Expiration Date: 12-31-2014
SHORTSALE BROKERAGE 3 hour(s)
Course Number: 059576 Expiration Date: 12-31-2014
SOCIAL MEDIA RISK MANAGEMENT 2 hour(s)

RICHMOND EQUITY VENTURES LLC
T/A KELLER WILLIAMS RICHMOND WEST
7231 FOREST AVENUE
SUITE 303
RICHMOND VA 23226
PH: (804) 282-5901 FAX: (804) 282-5910
EMAIL: PATRICKWRIGHT@KW.COM

C O U R S E S

Course Number: 063098 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

SHENANDOAH VALLEY TRAINING CENTER
27 W JUBAL EARLY DRIVE
WINCHESTER VA 22601
PH: (540) 667-8922 FAX: (540) 667-9796
EMAIL: RAYPADGETT@HOTMAIL.COM

C O U R S E S

Course Number: 064256 Expiration Date: 12-31-2017
BROKER MANAGEMENT & SUPERVISION 8 hour(s)

SML SCHOOL OF REAL ESTATE
458 SLEEPY HOLLOW DRIVE
WIRTZ VA 24184
PH: (540) 255-4690 FAX: () -
EMAIL: CLARKSJB@YAHOO.COM

C O U R S E S
Course Number: 060297 Expiration Date: 12-31-2014
BROKER MANAGEMENT 8 hour(s)

THE CE SHOP INC
P O BOX 9335
FARGO ND 58106
PH: (888) 827-0777 FAX: (701) 293-7875
EMAIL: SUPPORT@THECESHOP.COM

C O U R S E S
Course Number: 058350 Expiration Date: 12-31-2013
REAL ESTATE TECHNOLOGY:THE BROKER'S GUIDE TO SUCCESS (ONLINE) 4
hour(s)
Course Number: 058348 Expiration Date: 12-31-2013
THE BROKERS GUIDE TO UNDERSTANDING REAL ESTATE & MORTGAGE FRAUD
4 hour(s)

THE PROFESSIONAL DEVELOPMENT INSTITUTE
2730 UNIVERSITY BLVD
STE 200
WHEATON MD 20902
PH: (301) 949-1771 FAX: (301) 949-5441
EMAIL: ACOSTAS@PDITRAINING.NET

C O U R S E S
Course Number: 064201 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

THE REAL ESTATE ACADEMY INC
P O BOX 9442
RICHMOND VA 23228
PH: (804) 934-0010 FAX: (804) 934-0013
EMAIL: INFO@REALESTATEACADEMYINC.COM

C O U R S E S

Course Number: 064050 Expiration Date: 12-31-2013
BUSINESS MANAGEMENT IN A REAL ESTATE OFFICE (ON-LINE) 8 hour(s)
Course Number: 058986 Expiration Date: 12-31-2013
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

THE REAL ESTATE SCHOOL OF THE RICHMOND ASSOC OF REALTORS
8975 THREE CHOPT ROAD
RICHMOND VA 23229 4657
PH: (804) 422-5000 FAX: (804) 422-5063
EMAIL: TNEFF@RAREALTORS.COM

C O U R S E S

Course Number: 063572 Expiration Date: 12-31-2016
2011 LEGAL YEAR IN REVIEW - A LOOK AHEAD FOR 2012 2 hour(s)
Course Number: 063731 Expiration Date: 12-31-2016
ABR ELECTIVE: BPO'S THE AGENT'S ROLE IN THE VALUATION PROCESS 8
hour(s)
Course Number: 058182 Expiration Date: 12-31-2013
ABRM 8 hour(s)
Course Number: 064143 Expiration Date: 12-31-2017
AGENT SUPERVISION 4 hour(s)
Course Number: 061386 Expiration Date: 12-31-2015
BROKER CONTINUING EDUCATION 8 hour(s)
Course Number: 057365 Expiration Date: 12-31-2012
BROKER CONTINUING EDUCATION 8 hour(s)
Course Number: 061061 Expiration Date: 12-31-2015
BROKER MANUAL OF POLICIES & PROCEDURES: UPDATING YOUR MANUAL TO
INCLUDE PROPERTY MANAGEMENT PROCEDUR 3 hour(s)
Course Number: 062555 Expiration Date: 12-31-2016
BROKER OFFICE POLICY WORKSHOP 4 hour(s)
Course Number: 058456 Expiration Date: 12-31-2013
BROKER RISK MANAGEMENT: AGENCY ISSUES 3 hour(s)
Course Number: 060247 Expiration Date: 12-31-2014
BROKER WORKSHOP 4 hour(s)
Course Number: 062033 Expiration Date: 12-31-2015
BROKER WORKSHOP: MAKING SURE YOUR SHOP IS IN ORDER 2 hour(s)
Course Number: 061371 Expiration Date: 12-31-2015
BROKER WORKSHOP: WEBSITES, SOCIAL NETWORKING & LICENSED LISTINGS
2 hour(s)
Course Number: 060817 Expiration Date: 12-31-2011
BROKER WORSHOP: REDUCING RISKS (AND HEADACHES) 2 hour(s)

Course Number: 063979 Expiration Date: 12-31-2017
BROKERS LEGAL SEMINAR AND 2012 AGENCY REVIEW 4 hour(s)
Course Number: 058317 Expiration Date: 12-31-2013
FORECLOSURES & SHORT SALES: ETHICAL & PRACTICAL CONSIDERATIONS 3
hour(s)

Course Number: 062772 Expiration Date: 12-31-2016
INSTANET BROKER DOCBOX TRAINING 3 hour(s)
Course Number: 060901 Expiration Date: 12-31-2015
LEADERSHIP IN THE CURRENT REAL ESTATE ENVIRONMENT 1 hour(s)
Course Number: 061592 Expiration Date: 12-31-2015
LEGAL UPDATE OF NEW 2010 LAWS 2 hour(s)
Course Number: 062770 Expiration Date: 12-31-2016
LEGAL UPDATE: BROKER SUPERVISION & YEAR IN REVIEW 3 hour(s)
Course Number: 057366 Expiration Date: 12-31-2012
MODULE 1: OFFICE POLICY MANUALS 2 hour(s)
Course Number: 057367 Expiration Date: 12-31-2012
MODULE 2: ESCROW MANAGEMENT 2 hour(s)
Course Number: 057368 Expiration Date: 12-31-2012
MODULE 3: ERRORS & OMISSIONS INSURANCE 2 hour(s)
Course Number: 057369 Expiration Date: 12-31-2012
MODULE 4: RECRUITING, SELECTING & INTERVIEWING 2 hour(s)
Course Number: 064142 Expiration Date: 12-31-2017
OFFICE PROCEDURES FOR BROKERS/ESCROW MANAGEMENT 4 hour(s)
Course Number: 059211 Expiration Date: 12-31-2014
THE BROKER'S TOOLKIT 3 hour(s)

THE REAL ESTATE SCHOOL, INC.
1507 ASHLEY DRIVE
SALEM VA 24153
PH: (540) 521-8784 FAX: (540) 375-6650
EMAIL: CLASSES@REAGENTED.COM

C O U R S E S

Course Number: 060681 Expiration Date: 12-31-2014
2009 RVAR PURCHASE AGREEMENT AND INSPECTION ADDENDUM 3 hour(s)

TOWNE REALTY SCHOOL OF REAL ESTATE
T/A TOWNE REALTY LLC
600 22ND STREET
SUITE 500
VIRGINIA BEACH VA 23451
PH: (757) 490-6500 FAX: (757) 481-1804
EMAIL: TVOHAR@PRUDENTIALTOWNEREALTY.COM

C O U R S E S

Course Number: 063524 Expiration Date: 12-31-2013
MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS 3
hour(s)
Course Number: 064213 Expiration Date: 12-31-2017
PRICING IN A COMPETITIVE MARKET - SELLER CONVERSATIONS 2 hour(s)

VIRGINIA ASSOCIATION OF REALTORS
10231 TELEGRAPH ROAD
GLEN ALLEN VA 23059
PH: (804) 264-5033 FAX: (804) 262-0497
EMAIL: LILI@VAREALTOR.COM

C O U R S E S

Course Number: 059260 Expiration Date: 12-31-2014
CONTRACTS: FORMATION, AMENDMENT & TERMINATION LESSONS FOR EVERYDAY
USE 2 hour(s)

Course Number: 059871 Expiration Date: 12-31-2014
12 STRATEGIES FOR SUCCESS IN TODAY'S CHALLENGING MARKET 2
hour(s)

Course Number: 060207 Expiration Date: 12-31-2014
2009 PROPERTY MANAGEMENT UPDATE 3 hour(s)

Course Number: 063511 Expiration Date: 12-31-2016
2011 LEGISLATIVE UPDATE - A REALLY BIG AGENCY BILL, AND MORE 1
hour(s)

Course Number: 063211 Expiration Date: 12-31-2016
2011 VRLTA UPDATE AND CURRENT LEGISLATIVE ISSUES 3 hour(s)

Course Number: 060206 Expiration Date: 12-31-2014
A GUIDE TO VRLTA AND SUCCESSFUL EVICTIONS 3 hour(s)

Course Number: 059345 Expiration Date: 12-31-2014
A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST 2 hour(s)

Course Number: 059346 Expiration Date: 12-31-2014
A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST 3 hour(s)

Course Number: 061562 Expiration Date: 12-31-2015
AGENT 2.0 AND YOUR BUSINESS 2 hour(s)

Course Number: 063319 Expiration Date: 12-31-2016
BRIDGING THE GAP: COMBINING YESTERDAY'S PRACTICES WITH TODAY'S TRENDS
TO WIN IN THIS MARKET 2 hour(s)

Course Number: 057300 Expiration Date: 12-31-2012
BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 2 hour(s)

Course Number: 057303 Expiration Date: 12-31-2012
BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 3 hour(s)

Course Number: 061558 Expiration Date: 12-31-2015
BUSINESS SUCCESS THROUGH ETHICAL MANAGEMENT PRACTICE 2 hour(s)

Course Number: 058232 Expiration Date: 12-31-2013
COACH YOUR OFFICE TO INCREASED PROFITABILITY 2 hour(s)

Course Number: 061914 Expiration Date: 12-31-2015
COMMON LEGAL HOTLINE QUESTIONS AND ANSWERS 2 hour(s)

Course Number: 059261 Expiration Date: 12-31-2014
CONTRACTS: FORMATION, AMENDMENT & TERMINATION LESSONS FOR EVERYDAY
USE 3 hour(s)

Course Number: 059880 Expiration Date: 12-31-2014
COVER YOUR ASSETS 2 hour(s)

Course Number: 059460 Expiration Date: 12-31-2014
DEATH, DIVORCE AND BANKRUPTCY 2 hour(s)

Course Number: 059459 Expiration Date: 12-31-2014
DEATH, DIVORCE AND BANKRUPTCY 3 hour(s)

Course Number: 061750 Expiration Date: 12-31-2015

DILEMMAS FACING REAL ESTATE LICENSEES 2 hour(s)
 Course Number: 063492 Expiration Date: 12-31-2016
 DRAFTING THE PROPERTY MANAGEMENT POLICIES AND PROCEDURES MANUAL
 2 hour(s)
 Course Number: 059348 Expiration Date: 12-31-2014
 DUAL & DESIGNATION AGENCY: GAINING A NEW SOPHISTICATION 3
 hour(s)
 Course Number: 059347 Expiration Date: 12-31-2014
 DUAL AND DESIGNATION AGENCY: GAINING A NEW SOPHISTICATION 2
 hour(s)
 Course Number: 061898 Expiration Date: 12-31-2015
 EIGHT IMPORTANT TRENDS THAT WILL AFFECT THE REAL ESTATE BUSINESS
 2 hour(s)
 Course Number: 063662 Expiration Date: 12-31-2016
 EMPOWERING YOUR TEAM 2 hour(s)
 Course Number: 061156 Expiration Date: 12-31-2015
 FAIR HOUSING IS FOR EVERYONE 2 hour(s)
 Course Number: 061155 Expiration Date: 12-31-2015
 FAIR HOUSING IS FOR EVERYONE 3 hour(s)
 Course Number: 057758 Expiration Date: 12-31-2013
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS
 2 hour(s)
 Course Number: 058187 Expiration Date: 12-31-2013
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS-3
 HOURS 3 hour(s)
 Course Number: 059350 Expiration Date: 12-31-2014
 FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT
 2 hour(s)

 Course Number: 059349 Expiration Date: 12-31-2014
 FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT
 3 hour(s)
 Course Number: 059190 Expiration Date: 12-31-2014
 HOW TO MANAGE & PRODUCE YOUR WAY THROUGH AN ADJUSTED MARKET 3
 hour(s)
 Course Number: 058206 Expiration Date: 12-31-2013
 IMPLEMENTING PROFIT DRIVING INITIATIVES: THE 5 KEYS TO SUCCESS 2
 hour(s)
 Course Number: 063508 Expiration Date: 12-31-2016
 INTRODUCTION TO FORECLOSURE OF COMMERCIAL/RESIDENTIAL PROPERTIES
 3 hour(s)
 Course Number: 057172 Expiration Date: 12-31-2012
 IT'S ABOUT LEADERSHIP 2 hour(s)
 Course Number: 059267 Expiration Date: 12-31-2014
 LEGAL UPDATE FOR BROKERS 2009 3 hour(s)
 Course Number: 059266 Expiration Date: 12-31-2014
 LEGAL UPDATE FOR BROKERS 2009 2 hour(s)
 Course Number: 057933 Expiration Date: 12-31-2013
 LEGAL UPDATES FOR BROKERS - 2 HOURS 2 hour(s)
 Course Number: 057934 Expiration Date: 12-31-2013
 LEGAL UPDATES FOR BROKERS - 3 HOURS 3 hour(s)
 Course Number: 058208 Expiration Date: 12-31-2013
 MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS 2
 hour(s)

Course Number: 058207 Expiration Date: 12-31-2013
 MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS 3
 hour(s)

Course Number: 057753 Expiration Date: 12-31-2013
 MONEY TALKS/COMPENSATION ISSUES 2 hour(s)

Course Number: 060322 Expiration Date: 12-31-2014
 MORTGAGE FRAUD: UNDERSTANDING AND AVOIDING FRAUD ON LENDERS 3
 hour(s)

Course Number: 060319 Expiration Date: 12-31-2014
 MORTGAGE FRAUD: UNDERSTANDING AND AVOIDING FRAUD ON LENDING 2
 hour(s)

Course Number: 057173 Expiration Date: 12-31-2012
 MOTIVATION THROUGH MANAGEMENT 2 hour(s)

Course Number: 059355 Expiration Date: 12-31-2014
 NAVIGATING THE ETHICS OF AGENCY 3 hour(s)

Course Number: 059356 Expiration Date: 12-31-2014
 NAVIGATING THE ETHICS OF AGENCY 2 hour(s)

Course Number: 057313 Expiration Date: 12-31-2012
 OFFICE POLICY WORKSHOP 3 hour(s)

Course Number: 057312 Expiration Date: 12-31-2012
 OFFICE POLICY WORKSHOP 2 hour(s)

Course Number: 063533 Expiration Date: 12-31-2016
 OVERVIEW OF NEW COMPLAINT PROCEDURES 2 hour(s)

Course Number: 058555 Expiration Date: 12-31-2013
 PRECAUTIONS TO TAKE IN A SLOW ECONOMY 6 hour(s)

Course Number: 059222 Expiration Date: 12-31-2014
 PRECAUTIONS TO TAKE IN A SLOW ECONOMY - PART 1 2 hour(s)

Course Number: 059224 Expiration Date: 12-31-2014
 PRECAUTIONS TO TAKE IN A SLOW ECONOMY - PART 2 2 hour(s)

Course Number: 063611 Expiration Date: 12-31-2016
 PRINCIPAL BROKER - CAPTAIN OF THE SHIP 2 hour(s)

Course Number: 059365 Expiration Date: 12-31-2014
 PRINCIPLES OF PROFIT 2 hour(s)

Course Number: 059319 Expiration Date: 12-31-2014
 PROCURING CAUSE 2 hour(s)

Course Number: 059294 Expiration Date: 12-31-2014
 PROCURING CAUSE 3 hour(s)

Course Number: 059651 Expiration Date: 12-31-2014
 PROPERTY MANAGEMENT IN A ROILED MARKET 2 hour(s)

Course Number: 059652 Expiration Date: 12-31-2014
 PROPERTY MANAGEMENT IN A ROILED MARKET 3 hour(s)

Course Number: 059536 Expiration Date: 12-31-2014
 PROPERTY MANAGEMENT: HANDLING ESCROW ACCOUNTS 2 hour(s)

Course Number: 059367 Expiration Date: 12-31-2014
 PROPERTY MANAGEMENT: TOP FIVE THINGS NOT TO DO 2 hour(s)

Course Number: 062053 Expiration Date: 12-31-2015
 REAL ESTATE BROKER TRAINING 2 hour(s)

Course Number: 064060 Expiration Date: 12-31-2017
 REAL ESTATE LAWS YOU NEED TO KNOW! 2 hour(s)

Course Number: 061895 Expiration Date: 12-31-2015
 REAL ESTATE TAXATION AND APPEALS 2 hour(s)

Course Number: 060262 Expiration Date: 12-31-2014

REPRESENTING BUYERS IN A DISTRESSED MARKET 3 hour(s)
 Course Number: 060263 Expiration Date: 12-31-2014
 REPRESENTING BUYERS IN A DISTRESSED MARKET 2 hour(s)
 Course Number: 061229 Expiration Date: 12-31-2015
 RESPA AND THE REAL ESTATE BROKER: UNDERSTANDING REFERRAL FEES AND
 AFFILIATED BUSINESS ARRANGEMENTS 3 hour(s)
 Course Number: 059366 Expiration Date: 12-31-2014
 RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
 Course Number: 059073 Expiration Date: 12-31-2014
 SEVEN DEADLY MANAGEMENT SINS AND HOW TO AVOID COMMITTING THEM 3
 hour(s)
 Course Number: 062661 Expiration Date: 12-31-2016
 SOCIAL MEDIA RISKS AND LIABILITY 2 hour(s)
 Course Number: 062220 Expiration Date: 12-31-2015
 SUPERVISING AGENTS IN A DISTRESSED MARKET 2 hour(s)
 Course Number: 060324 Expiration Date: 12-31-2014
 SUPERVISING AGENTS IN A DISTRESSED MARKET 2 hour(s)
 Course Number: 060325 Expiration Date: 12-31-2014
 SUPERVISING AGENTS IN A DISTRESSED MARKET 3 hour(s)
 Course Number: 057763 Expiration Date: 12-31-2013
 TEN STEPS TO A SUCCESSFUL EVICTION 2 hour(s)
 Course Number: 061622 Expiration Date: 12-31-2015
 TEN STEPS TO A SUCCESSFUL EVICTION AND FORECLOSURE ISSUES 3
 hour(s)
 Course Number: 063348 Expiration Date: 12-31-2016
 THE 7 SECRETS TO RUNNING POWERFUL SALES MEETING 2 hour(s)
 Course Number: 057182 Expiration Date: 12-31-2012
 THE ESSENTIALS OF LEADERSHIP TO BUILD AN UNASSAILABLE TEAM 6
 hour(s)
 Course Number: 063152 Expiration Date: 12-31-2016
 THE FIRM AUDIT: SURVIVING YOUR COMPANY AUDIT UNDER THE NEW VREB
 GUIDELINES 2 hour(s)
 Course Number: 063148 Expiration Date: 12-31-2016
 THE FIRM AUDIT: SURVIVING YOUR COMPANY AUDIT UNDER THE NEW VREB
 GUIDELINES 4 hour(s)
 Course Number: 063150 Expiration Date: 12-31-2016
 THE FIRM AUDIT: SURVIVING YOUR COMPANY AUDIT UNDER THE NEW VREB
 GUIDELINES 3 hour(s)
 Course Number: 062092 Expiration Date: 12-31-2015
 THE PAPERLESS OFFICE 2 hour(s)

 Course Number: 061228 Expiration Date: 12-31-2015
 THREE CONTINGENCIES, AVOIDING THE TRAPS THAT LURK 3 hour(s)
 Course Number: 062013 Expiration Date: 12-31-2015
 UNDERSTANDING RESPA: HOW TO STAY OUT OF JAIL AND SAVE \$10,000! 2
 hour(s)
 Course Number: 061894 Expiration Date: 12-31-2015
 USING OUR STATE BUILDING CODES FOR PROPERTY MANAGERS 2 hour(s)
 Course Number: 062029 Expiration Date: 12-31-2015
 VIRGINIA REAL ESTATE BOARD RANDOM INSPECTION - GET READY 1
 hour(s)
 Course Number: 058213 Expiration Date: 12-31-2013
 VRLTA AND 2008 LEGISLATIVE ISSUES 6 hour(s)
 Course Number: 061391 Expiration Date: 12-31-2015

VRLTA AND 2010 LEGISLATIVE ISSUES 4 hour(s)
Course Number: 061887 Expiration Date: 12-31-2015
VRLTA AND 2010 LEGISLATIVE ISSUES 3 hour(s)
Course Number: 058651 Expiration Date: 12-31-2013
WHAT'S IN YOUR POLICY MANUAL? 2 hour(s)
Course Number: 059537 Expiration Date: 12-31-2014
WHO KILLED THE DEAL? 2 hour(s)
Course Number: 059538 Expiration Date: 12-31-2014
WHO KILLED THE DEAL? 3 hour(s)
Course Number: 063204 Expiration Date: 12-31-2016
WHO'S DRIVING THE BUS? 2 hour(s)

WILLIAM E WOOD AND ASSOCIATES REAL ESTATE ACADEMY
800 NEWTOWN RD
VIRGINIA BEACH VA 23462
PH: (757) 499-9663 FAX: (757) 497-1012
EMAIL: NITAE@WILLIAMWOOD.COM

C O U R S E S

Course Number: 059507 Expiration Date: 12-31-2014
ADVANCED BUSINESS PLANNING 3 hour(s)
Course Number: 058621 Expiration Date: 12-31-2013
HANDLING DIFFICULT PERSONALITIES 3 hour(s)
Course Number: 059297 Expiration Date: 12-31-2014
UNETHICAL VERSUS ILLEGAL 3 hour(s)

WILLIAMSBURG REAL ESTATE SCHOOL
5000 NEW POINT RD. SUITE 1101
WILLIAMSBURG VA 23188 9418
PH: (757) 253-0028 FAX: (757) 253-1559
EMAIL: RITA@WAAREALTOR.COM

C O U R S E S

Course Number: 062149 Expiration Date: 12-31-2015
"TECH" TALK ON POLY PIPES, EIFS & ALUMINUM WIRING 1 hour(s)
Course Number: 061616 Expiration Date: 12-31-2015
1031 EXCHANGES 1 hour(s)
Course Number: 061619 Expiration Date: 12-31-2015
1031 EXCHANGES 2 hour(s)
Course Number: 058105 Expiration Date: 12-31-2013
4 HOUR BROKER MANAGER CE COURSE-IS YOUR COMPANY LAWSUIT PROOF? 4
hour(s)
Course Number: 058106 Expiration Date: 12-31-2013
4 HOUR BROKER MANAGER CE COURSE-MANAGING RISK 4 hour(s)
Course Number: 061841 Expiration Date: 12-31-2015
ADVANCED FLEXMLS 1 hour(s)

Course Number: 063059 Expiration Date: 12-31-2016
 ADVANCING GREEN HOUSE GAS REDUCTION THROUGH AFFORDABLE HOUSING 1
 hour(s)

Course Number: 060494 Expiration Date: 12-31-2014
 ANTITRUST IN REAL ESTATE 1 hour(s)

Course Number: 059463 Expiration Date: 12-31-2014
 BROKER - MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION
 AWARENESS 2 hour(s)

Course Number: 061467 Expiration Date: 12-31-2012
 BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 3 hour(s)

Course Number: 062189 Expiration Date: 12-31-2015
 BUSINESS PLANNING 2 hour(s)

Course Number: 061842 Expiration Date: 12-31-2015
 CITIZENS AGAINST CRIME - 2 1 hour(s)

Course Number: 062949 Expiration Date: 12-31-2015
 COMMON LEGAL HOTLINE QUESTIONS AND ANSWERS 2 hour(s)

Course Number: 059465 Expiration Date: 12-31-2014
 CONTRACTS AND CONTRACT LAW PRINCIPLES FOR BROKERS 3 hour(s)

Course Number: 061586 Expiration Date: 12-31-2015
 CREDIT RESTORATION 1 hour(s)

Course Number: 063280 Expiration Date: 12-31-2016
 CYBER SECURITY AND SOCIAL MEDIA SAFETY 3 hour(s)

Course Number: 063441 Expiration Date: 12-31-2015
 DILEMMAS FACING REAL ESTATE LICENSEES 2 hour(s)

Course Number: 062235 Expiration Date: 12-31-2015
 ESSENTIAL SKILLS OF COMMUNICATING 1 hour(s)

Course Number: 062228 Expiration Date: 12-31-2015
 ESSENTIAL SKILLS OF LEADERSHIP 1 hour(s)

Course Number: 064175 Expiration Date: 12-31-2017
 ETHICS & STANDARDS OF CONDUCT 4 hour(s)

Course Number: 063255 Expiration Date: 12-31-2016
 FACEBOOK FOR REALTORS 2 hour(s)

Course Number: 063041 Expiration Date: 12-31-2016
 FHA FINANCE CLASS 2 hour(s)

Course Number: 060792 Expiration Date: 12-31-2015
 FIRST TIME HOMEBUYER CREDIT 1 hour(s)

Course Number: 063246 Expiration Date: 12-31-2016
 GETTING FOUND ONLINE 2 hour(s)

Course Number: 059619 Expiration Date: 12-31-2014
 GROWING YOUR BUSINESS WITH FHA 2 hour(s)

Course Number: 061150 Expiration Date: 12-31-2015
 HOME WARRANTIES & OTHER TOOLS FOR RISK MANAGEMENT IN TODAY'S MARKET
 1 hour(s)

Course Number: 061090 Expiration Date: 12-31-2015
 HOW TO AVOID & REACT TO IDENTITY THEFT 3 hour(s)

Course Number: 062146 Expiration Date: 12-31-2015
 IDENTITY THEFT 4 hour(s)

Course Number: 061878 Expiration Date: 12-31-2015
 IMPACTING HOME SALES WITH IMAGES 1 hour(s)

Course Number: 062234 Expiration Date: 12-31-2015
 IMPROVING WORK HABITS 1 hour(s)

Course Number: 061147 Expiration Date: 12-31-2015

INTRODUCTION TO COMMERCIAL REAL ESTATE 2 hour(s)
 Course Number: 060493 Expiration Date: 12-31-2014
 INTRODUCTION TO COMMERCIAL REAL ESTATE 3 hour(s)
 Course Number: 061108 Expiration Date: 12-31-2015
 KNOWLEDGE, AWARENESS, EMPOWERMENT BASIC REALTOR INTERACTIVE SAFETY
 3 hour(s)
 Course Number: 062240 Expiration Date: 12-31-2016
 LEADING WITH THE HEART THE COACH 'K' WAY 1 hour(s)
 Course Number: 063238 Expiration Date: 12-31-2016
 MANAGEMENT OF A REAL ESTATE BROKERAGE FIRM 4 hour(s)
 Course Number: 062229 Expiration Date: 12-31-2015
 MANAGING COMPLAINTS 1 hour(s)
 Course Number: 059884 Expiration Date: 12-31-2014
 MARKET TRENDS AND FORECASTING 2 hour(s)
 Course Number: 060786 Expiration Date: 12-31-2015
 NEGOTIATING SKILLS FOR THE REAL ESTATE PROFESSIONAL 2 hour(s)
 Course Number: 060789 Expiration Date: 12-31-2015
 NEGOTIATING SKILLS FOR THE REAL ESTATE PROFESSIONAL 3 hour(s)
 Course Number: 062221 Expiration Date: 12-31-2015
 PREPARING YOUR LISTING FOR THE BUYER'S HOME INSPECTION B 1
 hour(s)
 Course Number: 062324 Expiration Date: 12-31-2015
 RE STATS 1 hour(s)
 Course Number: 061847 Expiration Date: 12-31-2015
 RED FLAGS FOR TODAY'S TRANSACTIONS 1 hour(s)
 Course Number: 064095 Expiration Date: 12-31-2017
 RED FLAGS IN RISK MANAGEMENT 1 hour(s)
 Course Number: 063585 Expiration Date: 12-31-2016
 REOS: ADDENDA, PRACTICE & PROCEDURE 2 hour(s)
 Course Number: 061089 Expiration Date: 12-31-2015
 RISK MANAGEMENT 3 hour(s)
 Course Number: 063242 Expiration Date: 12-31-2016
 RISK MANAGEMENT COURSE 3 hour(s)
 Course Number: 059464 Expiration Date: 12-31-2014
 RISK MANAGEMENT FOR BROKERS 4 hour(s)

 Course Number: 059468 Expiration Date: 12-31-2014
 SHORT SALES, FORECLOSURES AND DIVORCE 2 hour(s)
 Course Number: 059821 Expiration Date: 12-31-2014
 SOCIAL MEDIA RISK MANAGEMENT 2 hour(s)
 Course Number: 063239 Expiration Date: 12-31-2016
 SUPERVISION & MANAGEMENT OF REAL ESTATE AGENTS 4 hour(s)
 Course Number: 062321 Expiration Date: 12-31-2015
 TAXES - NOT ALL DOOM & GLOOM 1 hour(s)
 Course Number: 063249 Expiration Date: 12-31-2016
 THE BASICS OF USING LINKED IN FOR REAL ESTATE 2 hour(s)
 Course Number: 062188 Expiration Date: 12-31-2015
 THE HOME INSPECTION 1 hour(s)
 Course Number: 063252 Expiration Date: 12-31-2016
 TWITTER FOR REAL ESTATE 1 hour(s)
 Course Number: 063806 Expiration Date: 12-31-2016
 UNDERSTANDING CONSTRUCTION ISSUES FOR THE SALES PROFESSIONAL 3
 hour(s)
 Course Number: 062250 Expiration Date: 12-31-2015

VA REAL ESTATE BOARD RANDOM INSPECTIONS - GET READY.. 1 hour(s)
Course Number: 063040 Expiration Date: 12-31-2016
VAR V. REIN CONTRACT COMPARISON 2 hour(s)

XTREME AGENT TRAINING LLC
T/A MILLENNIUM SCHOOL OF REAL ESTATE
4176 SOUTH PLAZA TRAIL
SUITE 217
VIRGINIA BEACH VA 23452
PH: (757) 436-4336 FAX: (757) 548-6899
EMAIL: MIA@MILLENNIUMSCHOOLOFREALESTATE.COM

C O U R S E S

Course Number: 058570 Expiration Date: 12-31-2013
BROKER MANAGEMENT & AGENT SUPERVISION 8 hour(s)
Course Number: 058571 Expiration Date: 12-31-2013
BROKER MANGEMENT & AGENT SUPERVISION (CRP) 8 hour(s)
Course Number: 062798 Expiration Date: 12-31-2016
DOCUSIGN TRAINING 3 hour(s)
Course Number: 063325 Expiration Date: 12-31-2016
DOCUSIGN WORKSHOP 2 hour(s)
Course Number: 062889 Expiration Date: 12-31-2016
PROPERTY MANAGEMENT BOOTCAMP 6 hour(s)
Course Number: 062405 Expiration Date: 12-31-2016
REAL ESTATE BLOGGING 101 2 hour(s)
Course Number: 061724 Expiration Date: 12-31-2015
THE PAPERLESS OFFICE 3 hour(s)