

Last Update 11-12-2009
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 N MO-PAC EXPWY
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
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
BROKER: BUSINESS MANAGEMENT IN A REAL ESTATE OFFICE (ON-LINE) 8 hour(s)
Course Number: 058958
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: 057103
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION 8 hour(s)
Course Number: 057105
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION (ON-LINE & CRP)
8 hour(s)
Course Number: 059434
BROKER MANAGEMENT LEGAL UPDATES 09 2 hour(s)
Course Number: 060240
CONTINGENCY/REMOVAL AND DISCLOSURE REVIEW 3 hour(s)
Course Number: 059392
CONTRACTS: HOW TO NEGOTIATE, MAKE, AMEND, & TERMINATE THEM 2 hour(s)
Course Number: 059388
LEGAL UPDATES/BROKER MANAGEMENT (ON-LINE) 2 hour(s)

Course Number: 060239
POSSESSION AND ADDENDUMS REVIEW 3 hour(s)
Course Number: 060241
PRE-CONTRACT DISCLOSURE REVIEW 3 hour(s)
Course Number: 060121
PROPERTY MANAGEMENT: HANDLING ESCROW ACCOUNTS 2 hour(s)
Course Number: 059167
RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
Course Number: 060242
STANDARD LISTING AGREEMENT REVIEW 3 hour(s)
Course Number: 060243
STANDARD PURCHASE AGREEMENT REVIEW 5 hour(s)
Course Number: 059389
WRITING EFFECTIVE CONTRACTS/BROKER MANAGEMENT (ON-LINE) 2 hour(s)

ALPHA COLLEGE OF REAL ESTATE INC OF VA
T/A ALPHA-OMEGA COLLEGE OF REAL ESTATE
11861 CANON BLVD SUITE A
NEWPORT NEWS VA 23606
PH: (757) 873-8884 FAX: () -
EMAIL: CMOCK@ALPHACOLLEGEOFREALESTATE.COM

C O U R S E S

Course Number: 057103
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION 8 hour(s)
Course Number: 057105
8 HR REAL ESTATE COMPANY MANAGEMENT & AGENT SUPERVISION (ON-LINE & CRP)
8 hour(s)
Course Number: 059434
BROKER MANAGEMENT LEGAL UPDATES 09 2 hour(s)
Course Number: 060156
BROKER MANAGEMENT VA LANDLORD AND TENANT ACT 8 hour(s)
Course Number: 060240
CONTINGENCY/REMOVAL AND DISCLOSURE REVIEW 3 hour(s)
Course Number: 060239
POSSESSION AND ADDENDUMS REVIEW 3 hour(s)
Course Number: 060241
PRE-CONTRACT DISCLOSURE REVIEW 3 hour(s)
Course Number: 059167
RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
Course Number: 060242
STANDARD LISTING AGREEMENT REVIEW 3 hour(s)
Course Number: 060243
STANDARD PURCHASE AGREEMENT REVIEW 5 hour(s)

AMERICAS BEST
953 ATTERBERRY RD
P O BOX 699
SEQUIM WA 98382
PH: (888) 910-5452 FAX: (877) 228-0799
EMAIL: DEBORAHR@AMERICAS-BEST.NET

C O U R S E S

Course Number: 058822
BROKER RISK MANAGEMENT (ON-LINE) 3 hour(s)
Course Number: 058821
BROKERAGE ADMINISTRATION AND MANAGEMENT (ON-LINE) 3 hour(s)
Course Number: 058823
HUMAN RESOURCES (ON-LINE) 3 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
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
BROKER MANAGEMENT II 4 hour(s)
Course Number: 059275
BROKER SUPERVISION I 4 hour(s)

CENTRAL VIRGINIA SCHOOL OF REAL ESTATE
550 HILLSDALE DRIVE
CHARLOTTESVILLE VA 22901
PH: (434) 817-2397 FAX: (434) 817-2836
EMAIL: SANDY@CAAR.COM

C O U R S E S

Course Number: 057878
BROKER MANAGEMENT AND SUPERVISION - PART I 4 hour(s)
Course Number: 057879
BROKER MANAGEMENT AND SUPERVISION - PART II 4 hour(s)
Course Number: 059747
BROKER MANAGEMENT ISSUES & TRENDS 4 hour(s)
Course Number: 058734
FORECLOSURES & SHORT SALES: PRACTICAL & ETHICAL CONSIDERATIONS 2
hour(s)
Course Number: 059746
RISK MANAGEMENT FOR BROKERS 4 hour(s)
Course Number: 059525

RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
Course Number: 059156
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@CABLEFIRST.NET

C O U R S E S

Course Number: 059745
BROKER MANAGEMENT SESSION I 4 hour(s)
Course Number: 059744
BROKER MANAGEMENT SESSION II 4 hour(s)

COLDWELL BANKER RESIDENTIAL BROKERAGE SCHOOL OF REAL ESTATE
NRT, LLC
ONE CAMPUS DRIVE
PARSIPPANY NJ 07054 0642
PH: (973) 407-5404 FAX: (703) 041-7138
EMAIL: CARTER.KNAPP@NRTEAST.COM

C O U R S E S

Course Number: 059069
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: MARKJENNINGS@COOKESCHOOL.COM

C O U R S E S

Course Number: 058928
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

DATA CONNECTION, LLC
T/A REALESTATECE.COM
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
8 HOUR BROKER MANDATORY TOPICS (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
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

DULLES AREA REAL ESTATE SCHOOL
803 SYCOLIN ROAD
#222
LEESBURG VA 20175
PH: (703) 777-2468 FAX: (703) 771-9787
EMAIL: AMARTENEY@DULLESAREA.COM

C O U R S E S

Course Number: 058038
21ST CENTURY BROKER MANAGEMENT 4 hour(s)
Course Number: 059083
BROKER MANAGEMENT - AN OVERVIEW OF ESCROW, SUPERVISION, ADVERTISING AND
OFFICE POLICIES & PROCEDURES 4 hour(s)
Course Number: 058027
RISK MANAGEMENT 4 hour(s)
Course Number: 059084
RISK MANAGEMENT & CREATING A POSITIVE OFFICE ENVIRONMENT 4 hour(s)
Course Number: 059941
VA BROKER MANAGEMENT AND AGENT SUPERVISION (ON-LINE) 8 hour(s)

GSH TRAINING CO.
582 LYNNHAVEN PARKWAY #400
VIRGINIA BEACH VA 23452
PH: (757) 490-6500 FAX: (757) 490-6593
EMAIL: ANNPALMATEER@COX.NET

C O U R S E S

Course Number: 059554
BROKER - REB REGULATIONS 4 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
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
SUPERVISION AND MANAGEMENT 8 hour(s)

INSTITUTE FOR CONTINUING EDUCATION INC.
1065 LAKE AVENUE
SUITE 100
WOODSTOCK IL 60098
PH: (800) 621-8341 FAX: (815) 334-1616
EMAIL: TEACHER@4ICE.COM

C O U R S E S

Course Number: 058083
BROKER MANAGEMENT (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
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
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
ACCREDITED BUYER REPRESENTATIVE MANAGER (ON-LINE) 8 hour(s)
Course Number: 058139
CREATING EXCELLENCE IN YOUR OFFICE 3 hour(s)
Course Number: 057611
POSITIVE LEADERSHIP 4 hour(s)
Course Number: 057613
RECRUITING IN THE REAL WORLD 4 hour(s)
Course Number: 057612
THE PROFITABLE OFFICE 4 hour(s)
Course Number: 059103
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: MBRIGGS@MCENEARNEY.COM

C O U R S E S

Course Number: 057666
MANAGING A SUCCESSFUL REAL ESTATE OFFICE 4 hour(s)
Course Number: 057665
SUPERVISION OF IC REALTORS IN THE COMMONWEALTH OF VIRGINIA 4 hour(s)

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

C O U R S E S

Course Number: 058637
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
BROKER MANAGEMENT ISSUES AND ANSWERS 4 hour(s)
Course Number: 057882
RISK MANAGEMENT FOR BROKERS 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
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW 8 hour(s)
Course Number: 058246
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW (CRP & CLASSROOM)
8 hour(s)
Course Number: 056488
HUMAN RESOURCE ISSUES IN REAL ESTATE TODAY 8 hour(s)
Course Number: 059313
INNOVATION MARKETING TECHNIQUES FOR BUYER REPRESENTATIVES 8 hour(s)
Course Number: 056487
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)
Course Number: 057589
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)
Course Number: 059314
OTHER REAL ESTATE RELATED 8 hour(s)
Course Number: 056489
TITLE INSURANCE AND ESCROW CLOSINGS 8 hour(s)

MOSELEY FLINT SCHOOLS OF REAL ESTATE INC
8633 MAYLAND DRIVE, BUILDING D
PARHAM PARK
RICHMOND VA 23294
PH: (804) 270-9121 FAX: (804) 270-6720

C O U R S E S

Course Number: 058247
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW 8 hour(s)
Course Number: 058246
ENVIRONMENTAL HAZARDS - WHAT EVERY BROKER SHOULD KNOW (CRP) 8 hour(s)
Course Number: 056488
HUMAN RESOURCE ISSUES IN REAL ESTATE TODAY 8 hour(s)
Course Number: 057589
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)
Course Number: 056487
OFFICE ADMINISTRATION ISSUES IN THE REAL ESTATE INDUSTRY 8 hour(s)

Course Number: 056489
TITLE INSURANCE AND ESCROW CLOSINGS 8 hour(s)

MOSELEY REAL ESTATE SCHOOLS, INC.
4502 STARKEY ROAD
SUITE 200
ROANOKE VA 24018
PH: (877) 667-3539 FAX: (877) 667-1473
EMAIL: STUDENT.SERVICE@MOSELEY.ORG

C O U R S E S

Course Number: 058588
AGENT MANAGEMENT AND SUPERVISION: 1 hour(s)
Course Number: 058794
AGENT SUPERVISION AND MANAGEMENT 8 hour(s)
Course Number: 058795
AGENT SUPERVISION AND MANAGEMENT 8 hour(s)
Course Number: 058546
AGENT SUPERVISION AND MANAGEMENT: CASES IN ADVERTISING AND COMMUNICATION (CRP) 1 hour(s)
Course Number: 058545
AGENT SUPERVISION AND MANAGEMENT: CASES IN ADVERTISING AND COMMUNICATION 1 hour(s)
Course Number: 058547
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENCY INITIATION SUPERVISION, AND MANAGEMENT 1 hour(s)
Course Number: 057941
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENT MISCOND 1 hour(s)
Course Number: 057943
AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENT MISCONDUCT (CRP) 1 hour(s)
Course Number: 058551
AGENT SUPERVISION AND MANAGEMENT: CASES IN ESCROW ACCOUNT MANAGEMENT 1 hour(s)
Course Number: 058552
AGENT SUPERVISION AND MANAGEMENT: CASES IN ESCROW ACCOUNT MANAGEMENT (CRP) 1 hour(s)
Course Number: 058553
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DEALING AND FINANCIAL MANAGEMENT 1 hour(s)
Course Number: 058554
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DEALING AND FINANCIAL MANAGEMENT (CRP) 1 hour(s)
Course Number: 058549
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DISCLOSURE AND DISCLOSURE MANAGEMENT 1 hour(s)
Course Number: 058550
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER DISCLOSURE AND DISCLOSURE MANAGEMENT (CRP) 1 hour(s)
Course Number: 058587
AGENT SUPERVISION AND MANAGEMENT: CASES IN IMPROPER LISTING, LEASING AND COMMISSIONS (CLASSROOM) 1 hour(s)
Course Number: 058585

AGENT SUPERVISION AND MANAGEMENT: CASES IN PERSONAL MISCONDUCT AND PROPER SUPERVISION (CLASSROOM) 1 hour(s)
 Course Number: 058586
 AGENT SUPERVISION AND MANAGEMENT: CASES IN PERSONAL MISCONDUCT AND PROPER SUPERVISION (CRP) 1 hour(s)
 Course Number: 058548
 AGENT SUPERVISION AND MANAGEMENT: CASES IN AGENCY INITIATION, SUPERVISION, AND MANAGEMENT (CRP) 1 hour(s)
 Course Number: 058849
 VIRGINIA BROKER CE: MANDATORY AND ELECTIVE TOPICS 8 hour(s)
 Course Number: 058848
 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: 058140
 BROKER-SPECIFIC CONTINUING EDUCATION 8 hour(s)
 Course Number: 058876
 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: 058745
 BROKER MANAGEMENT 8 hour(s)
 Course Number: 057635
 BROKER MANAGEMENT: REDUCING RISKS AND HEADACHES 2 hour(s)
 Course Number: 057636
 BROKER MANAGEMENT: REDUCING RISKS AND HEADACHES 3 hour(s)
 Course Number: 059397
 BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 2 hour(s)
 Course Number: 059398
 BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 3 hour(s)
 Course Number: 058242
 FAIR HOUSING & ANTI-TRUST LAW FOR BROKERS 2 hour(s)
 Course Number: 060366
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS 2
 hour(s)
 Course Number: 060367
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS 3
 hour(s)
 Course Number: 058241

MISREPRESENTATION & FAILURE TO DISCLOSE 2 hour(s)
 Course Number: 057633
 OFFICE POLICY WORKSHOP 2 hour(s)
 Course Number: 059582
 OFFICE POLICY WORKSHOP 2 hour(s)
 Course Number: 059583
 OFFICE POLICY WORKSHOP 3 hour(s)
 Course Number: 057634
 OFFICE POLICY WORKSHOP 3 hour(s)

 Course Number: 060174
 RISK REDUCTION FOR REAL ESTATE TECHNOLOGY FOR BROKERS 2 hour(s)
 Course Number: 058220
 TECHNOLOGY IN REAL ESTATE 1 hour(s)
 Course Number: 058219
 THE INDEPENDENT CONTRACTOR IN REAL ESTATE 1 hour(s)
 Course Number: 058243
 VIRGINIA AGENCY LAW 1 hour(s)
 Course Number: 058221
 WORKPLACE LAW AND OFFICE POLICIES 2 hour(s)

NORTHERN VA ASSOCIATION OF REALTORS SCHOOL OF REAL ESTATE
 8403 ARLINGTON BLVD
 FAIRFAX VA 22031
 PH: (703) 207-3200 FAX: (703) 207-3270
 EMAIL: RBROWN@NVAR.COM

C O U R S E S

Course Number: 060284
 BROKER CE PART 1: PRODUCTIVE AGENTS AND PROFITABLE OFFICES 4 hour(s)
 Course Number: 058592
 BROKERAGE RISK AND LIABILITY 4 hour(s)
 Course Number: 058165
 CONQUERING CONTRACTS I: UNDERSTANDING BASIC CONTRACT LAW, OFFER AND
 ACCEPTANCE FORMS 6 hour(s)
 Course Number: 058162
 NEGOTIATIONS 3 hour(s)
 Course Number: 060179
 PRINCIPLES OF PROFIT 2 hour(s)
 Course Number: 058166
 PRODUCTIVE AGENTS AND OFFICES 4 hour(s)
 Course Number: 058161
 RISK MANAGEMENT 4 hour(s)
 Course Number: 058163
 RULES AND TOOLS OF ADVERTISING- PART I 3 hour(s)
 Course Number: 058164
 RULES AND TOOLS OF ADVERTISING- PART II 3 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
BROKER MANAGEMENT 8 hour(s)

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

C O U R S E S

Course Number: 059682
AGENCY LAW - AVOIDING PITFALLS 2 hour(s)
Course Number: 058229
BROKER MANAGEMENT SESSION I 4 hour(s)
Course Number: 058228
BROKER MANAGEMENT SESSION II 4 hour(s)
Course Number: 060702
LEGAL UPDATE FOR BROKERS 2 hour(s)
Course Number: 059042
MANAGING TECHNOLOGY FOR YOUR OFFICE PART 1 2 hour(s)
Course Number: 059022
MEDIATION AND CONFLICT RESOLUTION FOR THE BROKER MANAGER 2 hour(s)
Course Number: 059711
PROPERTY MANAGEMENT IN A ROILED MARKET 2 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: 059934
FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS 3
hour(s)
Course Number: 059443
RISK MANAGEMENT FOR TECHNOLOGY 2 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: 059684
BROKER MANAGEMENT (ON-LINE) 8 hour(s)
Course Number: 059683
BUILDING A SUCCESSFUL SALES TEAM (ON-LINE) 3 hour(s)
Course Number: 059663
PERSUASIVE MANAGEMENT COMMUNICATION (ON-LINE) 3 hour(s)
Course Number: 059664
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) 373-0560
EMAIL: MATTHEW@THEAGENTTRAINER.COM

C O U R S E S

Course Number: 057778
ACCREDITED BUYER REP - MANAGER 8 hour(s)
Course Number: 057993
BROKER AGENCY 3 hour(s)
Course Number: 058767
LEGAL UPDATES FOR BROKERS - 3 HOURS 3 hour(s)
Course Number: 058768
OFFICE POLICY WORKSHOP 3 hour(s)
Course Number: 058769
OFFICE POLICY WORKSHOP 2 hour(s)
Course Number: 057992
RISK MANAGEMENT IN TECHNOLOGY 2 hour(s)
Course Number: 058686
SHORTSALE BROKERAGE 3 hour(s)
Course Number: 058384
SOCIAL MEDIA RISK MANAGEMENT 2 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: TONYAREYNOLDS@EMBARQMAIL.COM

C O U R S E S

Course Number: 058482
BROKER MANAGEMENT AND SUPERVISION 8 hour(s)

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

C O U R S E S

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

SML SCHOOL OF REAL ESTATE
P O BOX 773
HARDY VA 24101
PH: (540) 255-4690 FAX: () -
EMAIL: CLARKSJB@YAHOO.COM

C O U R S E S

Course Number: 060297
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: MICHAEL@THECESHOP.COM

C O U R S E S

Course Number: 058350
REAL ESTATE TECHNOLOGY:THE BROKER'S GUIDE TO SUCCESS (ONLINE) 4 hour(s)
Course Number: 058348
THE BROKERS GUIDE TO UNDERSTANDING REAL ESTATE & MORTGAGE FRAUD 4
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: 058986
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) 422-5019 FAX: (804) 422-5063
EMAIL: JBROWN@RAREALTORS.COM

C O U R S E S

Course Number: 058182
ABRM 8 hour(s)
Course Number: 057365
BROKER CONTINUING EDUCATION 8 hour(s)
Course Number: 058456
BROKER RISK MANAGEMENT: AGENCY ISSUES 3 hour(s)
Course Number: 060247
BROKER WORKSHOP 4 hour(s)
Course Number: 058317
FORECLOSURES & SHORT SALES: ETHICAL & PRACTICAL CONSIDERATIONS 3
hour(s)
Course Number: 057366
MODULE 1: OFFICE POLICY MANUALS 2 hour(s)
Course Number: 057367
MODULE 2: ESCROW MANAGEMENT 2 hour(s)
Course Number: 057368
MODULE 3: ERRORS & OMISSIONS INSURANCE 2 hour(s)
Course Number: 057369
MODULE 4: RECRUITING, SELECTING & INTERVIEWING 2 hour(s)
Course Number: 059211
THE BROKER'S TOOLKIT 3 hour(s)
Course Number: 058872
VA BROKER MANAGEMENT & AGENT SUPERVISION (ON-LINE) 8 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
CONTRACTS: FORMATION, AMENDMENT & TERMINATION LESSONS FOR EVERYDAY USE
2 hour(s)
Course Number: 059871
12 STRATEGIES FOR SUCCESS IN TODAY'S CHALLENGING MARKET 2 hour(s)
Course Number: 060207
2009 PROPERTY MANAGEMENT UPDATE 3 hour(s)
Course Number: 060206
A GUIDE TO VRLTA AND SUCCESSFUL EVICTIONS 3 hour(s)
Course Number: 059345
A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST 2 hour(s)
Course Number: 059346

A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST 3 hour(s)
 Course Number: 057300
 BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 2 hour(s)
 Course Number: 057303
 BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES) 3 hour(s)
 Course Number: 058232
 COACH YOUR OFFICE TO INCREASED PROFITABILITY 2 hour(s)
 Course Number: 059261
 CONTRACTS: FORMATION, AMENDMENT & TERMINATION LESSONS FOR EVERYDAY USE
 3 hour(s)
 Course Number: 059880
 COVER YOUR ASSETS 2 hour(s)
 Course Number: 059459
 DEATH, DIVORCE AND BANKRUPTCY 3 hour(s)
 Course Number: 059460
 DEATH, DIVORCE AND BANKRUPTCY 2 hour(s)

 Course Number: 059348
 DUAL & DESIGNATION AGENCY: GAINING A NEW SOPHISTICATION 3 hour(s)
 Course Number: 059347
 DUAL AND DESIGNATION AGENCY: GAINING A NEW SOPHISTICATION 2 hour(s)
 Course Number: 057758
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS 2
 hour(s)
 Course Number: 058187
 FORECLOSURES AND SHORT SALES: PRACTICAL AND ETHICAL CONSIDERATIONS-3 HOURS
 3 hour(s)
 Course Number: 059349
 FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT 3
 hour(s)
 Course Number: 059350
 FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT 2
 hour(s)
 Course Number: 059190
 HOW TO MANAGE & PRODUCE YOUR WAY THROUGH AN ADJUSTED MARKET 3 hour(s)
 Course Number: 058206
 IMPLEMENTING PROFIT DRIVING INITIATIVES: THE 5 KEYS TO SUCCESS 2
 hour(s)
 Course Number: 057172
 IT'S ABOUT LEADERSHIP 2 hour(s)
 Course Number: 059267
 LEGAL UPDATE FOR BROKERS 2009 3 hour(s)
 Course Number: 059266
 LEGAL UPDATE FOR BROKERS 2009 2 hour(s)
 Course Number: 057933
 LEGAL UPDATES FOR BROKERS - 2 HOURS 2 hour(s)
 Course Number: 057934
 LEGAL UPDATES FOR BROKERS - 3 HOURS 3 hour(s)
 Course Number: 058207
 MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS 3
 hour(s)
 Course Number: 058208
 MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS 2
 hour(s)
 Course Number: 057753
 MONEY TALKS/COMPENSATION ISSUES 2 hour(s)
 Course Number: 060322

MORTGAGE FRAUD: UNDERSTANDING AND AVOIDING FRAUD ON LENDERS	3 hour(s)
Course Number: 060319	
MORTGAGE FRAUD: UNDERSTANDING AND AVOIDING FRAUD ON LENDING	2 hour(s)
Course Number: 057173	
MOTIVATION THROUGH MANAGEMENT	2 hour(s)
Course Number: 059355	
NAVIGATING THE ETHICS OF AGENCY	3 hour(s)
Course Number: 059356	
NAVIGATING THE ETHICS OF AGENCY	2 hour(s)
Course Number: 057312	
OFFICE POLICY WORKSHOP	2 hour(s)
Course Number: 057313	
OFFICE POLICY WORKSHOP	3 hour(s)
Course Number: 058555	
PRECAUTIONS TO TAKE IN A SLOW ECONOMY	6 hour(s)
Course Number: 059222	
PRECAUTIONS TO TAKE IN A SLOW ECONOMY - PART 1	2 hour(s)
Course Number: 059224	
PRECAUTIONS TO TAKE IN A SLOW ECONOMY - PART 2	2 hour(s)
Course Number: 059365	
PRINCIPLES OF PROFIT	2 hour(s)
Course Number: 059319	
PROCURING CAUSE	2 hour(s)
Course Number: 059294	
PROCURING CAUSE	3 hour(s)
Course Number: 059652	
PROPERTY MANAGEMENT IN A ROILED MARKET	3 hour(s)
Course Number: 059651	
PROPERTY MANAGEMENT IN A ROILED MARKET	2 hour(s)
Course Number: 059536	
PROPERTY MANAGEMENT: HANDLING ESCROW ACCOUNTS	2 hour(s)
Course Number: 059367	
PROPERTY MANAGEMENT: TOP FIVE THINGS NOT TO DO	2 hour(s)
Course Number: 060263	
REPRESENTING BUYERS IN A DISTRESSED MARKET	2 hour(s)
Course Number: 060262	
REPRESENTING BUYERS IN A DISTRESSED MARKET	3 hour(s)
Course Number: 059366	
RISK MANAGEMENT IN TECHNOLOGY	2 hour(s)
Course Number: 059073	
SEVEN DEADLY MANAGEMENT SINS AND HOW TO AVOID COMMITTING THEM	3 hour(s)
Course Number: 060324	
SUPERVISING AGENTS IN A DISTRESSED MARKET	2 hour(s)
Course Number: 060325	
SUPERVISING AGENTS IN A DISTRESSED MARKET	3 hour(s)
Course Number: 057763	
TEN STEPS TO A SUCCESSFUL EVICTION	2 hour(s)
Course Number: 057182	
THE ESSENTIALS OF LEADERSHIP TO BUILD AN UNASSAILABLE TEAM	6 hour(s)
Course Number: 058213	
VR/LTA AND 2008 LEGISLATIVE ISSUES	6 hour(s)
Course Number: 058651	
WHAT'S IN YOUR POLICY MANUAL?	2 hour(s)
Course Number: 059538	
WHO KILLED THE DEAL?	3 hour(s)

Course Number: 059537
WHO KILLED THE DEAL? 2 hour(s)

WILLIAM E WOOD AND ASSOCIATES REAL ESTATE ACADEMY
800 NEWTOWN RD
VIRGINIA BEACH VA 23462
PH: (757) 499-9663 FAX: () -

C O U R S E S

Course Number: 059507
ADVANCED BUSINESS PLANNING 3 hour(s)
Course Number: 058621
HANDLING DIFFICULT PERSONALITIES 3 hour(s)
Course Number: 059297
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: 058105
4 HOUR BROKER MANAGER CE COURSE-IS YOUR COMPANY LAWSUIT PROOF? 4
hour(s)
Course Number: 058106
4 HOUR BROKER MANAGER CE COURSE-MANAGING RISK 4 hour(s)
Course Number: 059463
BROKER - MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS
2 hour(s)
Course Number: 059465
CONTRACTS AND CONTRACT LAW PRINCIPLES FOR BROKERS 3 hour(s)
Course Number: 059619
GROWING YOUR BUSINESS WITH FHA 2 hour(s)
Course Number: 059884
MARKET TRENDS AND FORECASTING 2 hour(s)
Course Number: 059464
RISK MANAGEMENT FOR BROKERS 4 hour(s)
Course Number: 059468
SHORT SALES, FORECLOSURES AND DIVORCE 2 hour(s)
Course Number: 059821
SOCIAL MEDIA RISK MANAGEMENT 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: ADMIN@MILLENNIUMSCHOOLOFREALESTATE.COM

C O U R S E S

Course Number: 058570

BROKER MANAGEMENT & AGENT SUPERVISION 8 hour(s)

Course Number: 058571

BROKER MANGEMENT & AGENT SUPERVISION (CRP) 8 hour(s)