



**DISTRICT OF COLUMBIA
Real Estate Commission**

MEMORANDUM

TO : Ed Downs, Chairman
Members of the DC Real Estate Commission

FROM : EDUCATION COMMITTEE
Monique Owens
Ericka Black
Kevin Cyrus, Education Coordinator

DATE : July 14, 2026

SUBJECT: Education Committee Meeting Report Before the Commission

<u>Course</u>	<u>Instructor Name</u>	<u>Delivery Method</u>
<u>KAPLAN REAL ESTATE EDUCATION</u>		
DC Legislative Update V1.0	Loretta Gray	Distance Education
<u>KTKG & ASSOCIATES REAL ESTATE ACADEMY</u>		
Principles and Practices of Real Estate for Salespersons - 60 Hours	Nichelle Hagins	Classroom

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MARYLAND LAND TITLE ASSOCIATION

AI Tools: Better Prompts, Better Results	Addie Owens	Classroom
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Win-Win Negotiation Techniques	Jack Cotton	Classroom
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THE CE SHOP

60-Hr. DC Principles and Practices of Real Estate for Salespersons	Amy Adams	Distance Education
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Advocating for Short Sale Clients	Amy Adams	Distance Education
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Assistance Animals and Fair Housing	Amy Adams	Distance Education
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Check Your Bias and Fair Housing Practices	Amy Adams	Distance Education
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Creative Pathways to Homeownership: The Essential	Amy Adams	Distance Education
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DC Broker Supervision	Amy Adams	Distance Education
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DC Ethics	Amy Adams	Distance Education
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DC Fair Housing	Amy Adams	Distance Education
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DC Legislative Update	Amy Adams	Distance Education
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Did You Serve? Identifying Homebuying Advantages for Veterans	Amy Adams	Distance Education
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Diversity: Your Kaleidoscope of Clients	Amy Adams	Distance Education
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Document Excellence for Smoother Transactions	Amy Adams	Distance Education
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<u>THE CE SHOP</u>		
Fair Share: Protecting Consumers and Your Business from Unfair Practices	Amy Adams	Distance Education
First-Time Homebuyers: A Niche to Grow On	Amy Adams	Distance Education
Foundations of Real Estate Finance	Amy Adams	Distance Education
Growing Green: Environmental Awareness and Your Real Estate Practice	Amy Adams	Distance Education
Keeping It Honest: Understanding Real Estate and Mortgage Fraud	Amy Adams	Distance Education
Lead Awareness and Compliance	Amy Adams	Distance Education
Marketing, Advertising, and Social Media Compliance	Amy Adams	Distance Education
Personal Safety	Amy Adams	Distance Education
Preparing a Market Analysis - Best Practices	Amy Adams	Distance Education
Property Inspection Issues	Amy Adams	Distance Education
Property Management within DC: An Introduction	Amy Adams	Distance Education
Residential Property Management Essentials	Amy Adams	Distance Education
Roadmap to Success: Business Planning for Real Estate Professionals	Amy Adams	Distance Education
Section 1031 Tax-Deferred Exchanges	Amy Adams	Distance Education
Selling to Your Sphere of Influence	Amy Adams	Distance Education
Serving the Unique Needs of the Senior Market	Amy Adams	Distance Education



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THE CE SHOP

Sex and Real Estate: Sexual Discrimination and Fair Housing	Amy Adams	Distance Education
Technology Tools, Trends, and Risk Management (3 hours)	Amy Adams	Distance Education
The Fundamentals of Commercial Real Estate	Amy Adams	Distance Education
Wholesaling In Today's Market	Amy Adams	Distance Education
Working with Real Estate Investors: Understanding Investor Strategies	Amy Adams	Distance Education

TriStar Real Estate Academy

Brokerage Relationships & Disclosures	Stuart Reynolds Cindy Sinanan	Classroom / Synchronous
DC Broker Supervision	Stuart Reynolds Cindy Sinanan	Classroom / Synchronous
DC Code of Ethics	Stuart Reynolds Cindy Sinanan	Classroom / Synchronous
DC Fair Housing	Stuart Reynolds Cindy Sinanan	Classroom / Synchronous
DC Legislative Update	Stuart Reynolds Cindy Sinanan	Classroom / Synchronous
DC Property Management (3 hr.)	Stuart Reynolds Cindy Sinanan	Classroom / Synchronous
DC Property Management (6 hr.)	Stuart Reynolds Cindy Sinanan	Classroom / Synchronous