

GOVERNMENT OF THE DISTRICT OF COLUMBIA DC Real Estate Commission

MEMORANDUM

TO

Members of the DC Real Estate Commission

FROM

EDUCATION COMMITTEE

Monique Owens, Chairperson Dave Forster

Dave Forster Ericka Black

Kevin Cyrus, Education Coordinator

DATE

November 12, 2019

SUBJECT

Vacation, Investment, Luxury Properties (13007) - PC9204

Education Committee Meeting Report before the Commission

CE/PL APPLICATIONS: The following provider course/instructor applications were approved by the Education Committee since the October 8, 2019 meeting:

PROVIDER	COURSE NAME	INSTRUCTOR(S	COURSE TYPE
Fred Malek Real Estate	The Art of Negotiations	Fred Malek	Continuing Education
	The Real Estate and Tax	Fred Malek	Continuing Education
Long & Foster Real Estate	Risk Reduction for Managing Brokers	Nick D'Ambrosia	Continuing Education
	Broker Supervision	Nick D'Ambrosia	Continuing Education
The CE Shop		and other characters of the	The professional state pain
DC Principles of Real Estate for Salespersons - A0457		Susan "Jill" Malloy	Continuing Education
DC Principles of Real Estate for Salespersons - A0914		Susan "Jill" Malloy	Continuing Education
DC Principles of Real Estate for Salespersons - A0915		Susan "Jill" Malloy	Continuing Education
Accredited Buyer's Representative Designation Course - A1502		Susan "Jill" Malloy	Continuing Education
Advocating for Short Sale Clients (12786) - PC8230		Susan "Jill" Malloy	Continuing Education
Affordable Housing: Solutions for Homes and Financing - A2096		Susan "Jill" Malloy	Continuing Education
Assistance Animals and Fair Housing - A2095		Susan "Jill" Mallov	Continuing Education

Continuing Education Assistance Animals and Fair Housing - A2095 Susan "Jill" Malloy Susan "Jill" Malloy Continuing Education Current Issues and Trends in Real Estate - A1512 Susan "Jill" Malloy Continuing Education DC Ethics 2017 - 2019 - A0794 Susan "Jill" Malloy DC Fair Housing (12964) - PC8645 Continuing Education Susan "Jill" Malloy DC Legislative Update (12986) - PC8725 Continuing Education Susan "Jill" Malloy Continuing Education Did You Serve? Identifying Homebuying Adv. For Veterans (12963) - PC8781 Continuing Education Discovering Commercial Real Estate (12994) - PC8784 Susan "Jill" Malloy Susan "Jill" Malloy Diversity: Your Kaleidoscope of Clients (12315) - PC8796 Continuing Education Susan "Jill" Malloy Foundations of Real Estate Finance (12316) - PC9038 Continuing Education Susan "Jill" Malloy Generating Buyer and Seller Leads - A1506 Continuing Education Generation Buy (12764) - PC9067 Susan "Jill" Malloy Continuing Education Going Green: The Environmental Movement in Real Estate (12373) - PC9084 Susan "Jill" Malloy Continuing Education Green Day 1 - Resource Efficient Homes: Retrofits, Remodels, Renovations (13219) - PC9092 Susan "Jill" Malloy Continuing Education Green Day 2: Representing Buyers and Sellers Continuing Education of Resource Efficient Homes (13220) - PC9093 Susan "Jill" Malloy Home Sweet (Second) Home:

Susan "Jill" Mallov

Continuing Education



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COURSE NAME	INSTRUCTOR(S	COURSE TYPE
Keeping it Honest: Understanding Real Estate	7	
and Mortgage Fraud (12318) - PC9317	Susan "Jill" Malloy	Continuing Education
Marijuana Implications for Real Estate - A0811	Susan "Jill" Malloy	Continuing Education
Marketing, Advertising and Social Media Compliance (13218) - PC9392	Susan "Jill" Malloy	Continuing Education
Military Relocation Professional Certification (12987) - PC9480	Susan "Jill" Malloy	Continuing Education
New Home Construction and Buyer Representative:	ទី	5/
Professional, Product, Process (13008) - PC9554	Susan "Jill" Malloy	Continuing Education
Personal Safety (13014) - PC9574	Susan "Jill" Malloy	Continuing Education
Preparing A Market Analysis - Best Practices - A1507	Susan "Jill" Malloy	Continuing Education
Pricing Strategies: Mastering The CMA (13119)	Susan "Jill" Malloy	Continuing Education
Real Estate Investing:	a 5 a 12 ⁸	
Build Wealth Representing Investors and Becoming One Yourself - A1503	Susan "Jill" Malloy	Continuing Education
Real Estate Marketing Reboot: Innovate>Relate>Differentiate (12724) - PC9695	Susan "Jill" Malloy	Continuing Education
Real Estate Safety Matters: Safe Business = Smart Business - A1504	Susan "Jill" Malloy	Continuing Education
Realtor Code of Ethics (13043) - PC9718	Susan "Jill" Malloy	Continuing Education
Residential Property Management Essentials (13015) - PC9767	Susan "Jill" Malloy	Continuing Education
Roadmap to Success: Business Planning for		
Real Estate Professionals (12544) - PC9802	Susan "Jill" Malloy	Continuing Education
Seller Representative Specialist (SRS) Designation Course (13009) - PC9815	Susan "Jill" Malloy	Continuing Education
Selling to Your Sphere of Influence (12321) - PC9823	Susan "Jill" Malloy	Continuing Education
Seniors Real Estate Specialist (SRES) Designation Course (12726) - PC9827 Sex and Real Estate: Sexual Harassment,	Susan "Jill" Malloy	Continuing Education
Sexual Discrimination and Fair Housing - A2094 Short Sales and Foreclosures:	Susan "Jill" Malloy	Continuing Education
What Real Estate Professionals Need to Know (13010) - PC9864	Susan "Jill" Malloy	Continuing Education
Taxes and Real Estate: What You Need to Know - A2097	Susan "Jill" Malloy	Continuing Education
Technology Tools, Trends, and Risk Management - A1508	Susan "Jill" Malloy	Continuing Education
The Fundamentals of Commercial Real Estate (12806) - PC9983	Susan "Jill" Malloy	Continuing Education
Title and Escrow: Two Families, One Transaction (12322) - PC10035 Working With Real Estate Investors:	Susan "Jill" Malloy	Continuing Education
Understanding Investor Strategies (13224) - PC10184	Susan "Jill" Malloy	Continuing Education

CE BANKING. To date, 92 schools have applied and are approved to offer 893 approved courses through the PSI CE Banking system for the 2019 - 2021 renewal cycle.

CC:

- C. Briggs, Program Manager L. Lewis, Executive Director D. McCoy, Program Officer