

## Virginia and Washington D.C. Continuing Education Schedule

FEBRUARY					CE Credit Hours M=Mandatory, E=Elective				
Class	Date	Time	Location	Instructor	DC CE	MD CE	VA CE	VA PL	Cost
Escrow Requirements	Feb 6	12:00 – 3:00	Prince William Parkway	Mike Minnery	X	X	3.0E	3.0M	FREE <a href="#">Register</a>
Don't Let Your Transactions Fall Down the Drain	Feb 14	10:00 - 12:00	Alexandria	Charles Huang	X	X	2.0E	X	FREE <a href="#">Register</a>
Getting a Foreclosed Property to Closing	Feb 14	12:30 - 2:30	Alexandria	Charles Huang	X	X	2.0E	X	FREE <a href="#">Register</a>
Ethics and Standards of Conduct	Feb 15	10:00 - 1:00	Alexandria	Charles Huang	X	X	3.0M	3.0M	FREE <a href="#">Register</a>
Real Estate Contracts	Feb 15	1:30 - 2:30	Alexandria	Charles Huang	X	X	1.0M	X	FREE <a href="#">Register</a>
Ethics and Standards of Conduct	Feb 23	10:00 - 1:00	Fairfax	Charles Huang	X	X	3.0M	3.0M	FREE <a href="#">Register</a>

MARCH					CE Credit Hours M=Mandatory, E=Elective				
Class	Date	Time	Location	Instructor	DC CE	MD CE	VA CE	VA PL	Cost
Negotiation in the 21 <sup>st</sup> Century	Mar 1	10:00 – 12:00	Leesburg	Harry Yazbek	X	X	2.0E	2.0M	FREE <a href="#">Register</a>
Ethics & Standards of Conduct	Mar 6	12:00 – 3:00	Prince William Parkway	Mike Minnery	X	X	3.0M	3.0M	FREE <a href="#">Register</a>
Negotiation in the 21 <sup>st</sup> Century	Mar 15	10:00 – 12:00	Alexandria	Charles Huang	X	X	2.0E	2.0M	FREE <a href="#">Register</a>

APRIL					CE Credit Hours M=Mandatory, E=Elective				
Class	Date	Time	Location	Instructor	DC CE	MD CE	VA CE	VA PL	Cost
Fair Housing	Apr 3	12:00 – 2:00	Prince William Parkway	Mike Minnery	X	X	2.0M	2.0M	FREE <a href="#">Register</a>

MAY/JUNE					CE Credit Hours M=Mandatory, E=Elective				
Class	Date	Time	Location	Instructor	DC CE	MD CE	VA CE	VA PL	Cost
Legal Updates and Emerging Trends	May 1	12:00 – 1:00	Prince William Parkway	Mike Minnery	X	X	1.0M	X	FREE <a href="#">Register</a>
Preparing & Pricing in Today's Market	May 29	12:00 – 2:00	Prince William Parkway	Mike Minnery	X	X	2.0E	X	FREE <a href="#">Register</a>
MD Legislative Update	June 7	9:30 - 12:30	Georgetown	Mary Chieppa	X	3.0M	X	X	\$24.00 <a href="#">Register</a>
MREC Agency w/ Regulation Updates	June 7	1:00 - 4:00	Georgetown	Mary Chieppa	X	3.0M	X	X	\$24.00 <a href="#">Register</a>
RE Ethics Including Predatory Lending & Illegal Flipping	June 14	9:30 – 12:30	Georgetown	Mary Chieppa	X	3.0M	X	X	\$24.00 <a href="#">Register</a>
MD Fair Housing	June 14	1:00 – 2:30	Georgetown	Mary Chieppa	X	1.5M	X	X	\$12.00 <a href="#">Register</a>
Preparing & Pricing for Today's Market	June 14	2:45 – 4:15	Georgetown	Mary Chieppa	X	1.5E	X	X	\$12.00 <a href="#">Register</a>
					CE Credit Hours M=Mandatory, E=Elective				
Class	Date	Time	Location	Instructor	DC CE	MD CE	VA CE	VA PL	Cost
Real Estate Agency	Jul 10	12:00 – 1:00	Prince William Parkway	Mike Minnery	X	X	1.0M	X	FREE <a href="#">Register</a>
Contracts – The Sales Process with Buyers	Aug 8	12:00 – 6:00	Prince William Parkway	Mike Minnery	X	X	X	6.0M	FREE <a href="#">Register</a>
Risk Management	Sep 4	12:00 – 3:00	Prince William Parkway	Mike Minnery	X	X	X	3.0M	FREE <a href="#">Register</a>
VA Brokerage Relationships	Oct 2	12:00 – 3:00	Prince William Parkway	Mike Minnery	X	X	1.0M 2.0E	3.0M	FREE <a href="#">Register</a>
Virginia Law & VREB Regulations	Nov 14	9:30 – 5:30	Prince William Parkway	Mike Minnery	X	X	X	8.0M	FREE <a href="#">Register</a>

### Continuing Education Procedures

1	When registering for all continuing education classes, please register through our registration site: <a href="http://midatlantic.nrtsalespro.com/">http://midatlantic.nrtsalespro.com/</a>
2	The cost of continuing education classes is: \$8.00 per credit hour when registering through the registration site. If registering by form the cost for continuing education classes is: \$8.00 per credit hour with registration received by 5:00p.m. two business days before the scheduled class. \$10.00 per credit hour if registration occurs less than the two business days before the scheduled class. Forms received after 5:00p.m. two business days prior to the scheduled date of the class do not qualify as registered. Completion of a registration form at price of \$10.00 per credit hour will be required on-site the day of scheduled class.
3	Payment for continuing education classes may be made by personal check (payable to Coldwell Banker Residential Brokerage), MasterCard, or VISA. Payment must be submitted at time of registration. <b>TRIDENT CHARGES OR CASH CANNOT BE ACCEPTED</b>
4	Telephone registrations cannot be accepted. Registration is completed via website, or forms may be submitted by Fax to 571-435-8080, or scanned and emailed to cbrbschool@cbmove.com.
5	Day of Class: (1) Students should plan to arrive for class at least 15 minutes prior to the scheduled start time. (2) Upon arriving, a student are required to sign the roster next to their name. (Students in need of MD CE credit must also show either their legal ID or photo business card upon entering the classroom) (3) Non-registered students are required to complete an on-site registration form (including payment information if required), print their name on the sign-in sheet and sign next to their printed name. (4) Regulations prevent the issuance of continuing education credit to any student failing to sign the sign-in sheet. (5) Regulations prevent the issuance of continuing education credit to any student after the start of the class, leaving the classroom during the class, or leaving the class early. (6) The use of PDA's, personal computers or cell phones during a continuing education class will prevent the issuance of continuing education credit. (7) At the conclusion of class (for MD CE credit only), each student is required to sign out on the roster next to their name.
6	Credit for a paid class not attended cannot be transferred to another class. A refund will be issued for the paid class within 30 days of receipt of a cancellation as follows: (1) Full refund if the cancellation is received by 5:00 p.m. two full business days prior to the scheduled class date. (2) A 90% refund if a cancellation is received after 5:00 p.m. two full business days prior to the scheduled class date.

**Classes offered through the Coldwell Banker Residential Brokerage School of Real Estate are approved for continuing education by the Maryland Real Estate Commission and/or the DC Board of Real Estate and/or the Virginia Real Estate Board and/or the Delaware Real Estate Commission.**

### HOW CONTINUING EDUCATION CREDIT HOURS ARE REPORTED

District of Columbia	Maryland	Virginia
A CE Certificate will be sent for each appropriate class upon request by student. All certificates are emailed directly to the agent.  CE credit hours are uploaded to a central database maintained by the District of Columbia	A CE Certificate will be sent for each appropriate class upon request by student. All certificates are emailed directly to the agent.  CE credit hours are uploaded to a central database maintained by the state of Maryland	A CE Certificate will be sent for each appropriate class upon request by student. All certificates are emailed directly to the agent. CE credit hours are uploaded to a central database maintained by the state of Virginia

If a licensing jurisdiction does not accept credit hours via upload to a central database, the Continuing Education Certificate is your only proof of earning continuing education credit. **Keep your certificates in a safe place.** Duplicate certificates cannot be issued without the date of the class, name of the class and class location. **Duplicate certificates are \$10 per certificate.**

**Columbia Education Center**

**6031 University Blvd  
Ellicott City MD 21043**

## Coldwell Banker Residential Brokerage Washington D.C. Metro Offices

Offices	Branch Vice President	Address	Telephone
Alexandria	Rachel Carter	310 King Street, Alexandria, VA 22314	(703) 518-8300
Arlington Regional	Sandra Stewart	4500 Old Dominion Drive, Arlington, VA 22207	(703) 524-2100
Bethesda Downtown	Alana Lasover	4800 Montgomery Ln, Suite 100, Bethesda, MD 20814	(301) 718-0010
Capitol Hill	Don Denton	605 Pennsylvania Avenue, SE, Washington, DC 20003	(202) 547-3525
Dupont/Logan	James Braeu	1617 14th Street, NW, Washington, DC 20009	(202) 387-6180
Fairfax	Paul Sanford	4000 Legato Road, Suite 3100, Fairfax, VA 22033	(703) 691-1400
Georgetown	Rick Hoffman	1101 30th St NW, Suite 120, Washington, DC 20007	(202) 333-6100
Leesburg	Harry Yazbek	25 South King Street, Leesburg, VA 20175	(703) 771-8888
North Potomac/Rockville	Kelly Vezzi	14955 Shady Grove Road, Suite 170, Rockville, MD 20850	(301) 921-1040
Potomac	Joan Reilly	10244 River Road, Potomac, MD 20854	(301) 983-0200
Prince William County Parkway	Mike Minnery	4500 Pond Way, Ste 220, Lake Ridge, VA 22192	(703) 763-1950
Reston Town Center	Bruce Lipson	11911 Freedom Drive, Suite 520, Reston, VA 20190	(703) 471-7220
Vienna	Ann Yanagihara	465 Maple Avenue, West, Suite A, Vienna, VA 22182	(703) 938-5600
Mid-Atlantic Title Building		8609 Westwood Center Drive, Vienna, VA 22182	