

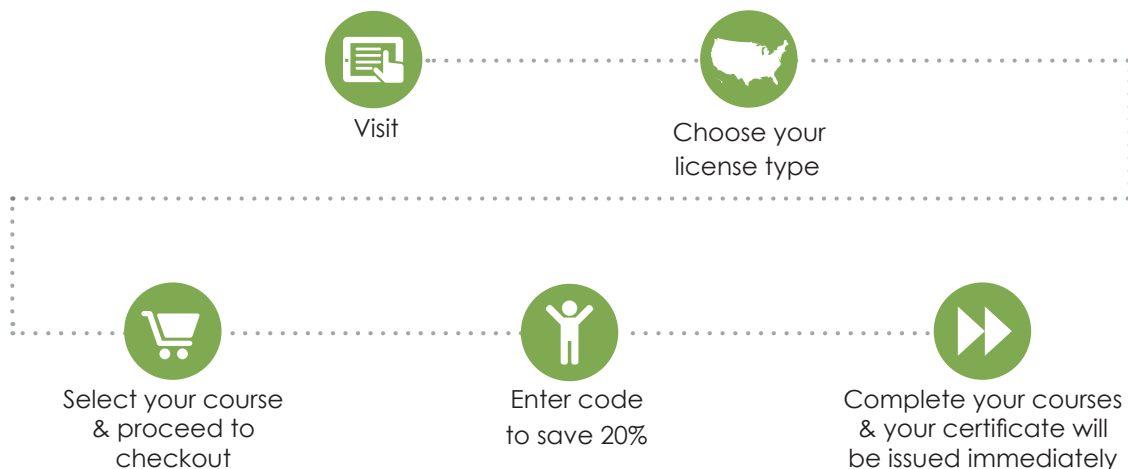
Richmond Association of REALTORS and The CE Shop have teamed up to offer you convenient online continuing education.

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Course	Total Hours	Elective Hours	Mandatory Hours	Sale Price
16 Hr. Virginia Salesperson CE Renewal Package #1	16	8	8	\$125
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8 Hr. Virginia CE Mandatory Package	8		8	\$79
9 hr. VA Electives Only Commercial Package	9	9		\$108
1 Hr. Virginia Agency Law (On-line)	1		1	\$10
1 Hr. Virginia Contract Law (On-line)	1		1	\$10
1 Hr. Virginia Legal Updates (On-line)	1		1	\$10
2 Hr. Virginia Fair Housing (On-line)	2		2	\$29
Advocating for Short Sale Clients (On-line)	3	3		\$29
Anatomy of Commercial Building (On-line)	3	3		\$35
Basics of Real Estate Taxation (On-line)	4	4		\$49
Breaking Barriers: Fair Housing (On-line)	3	3		\$29
Client Advocacy in Commercial Real Estate (On-line)	3	3		\$35
Commercial Landlord Representation (On-line)	3	3		\$35
Cracking the Code of Ethics (On-line)	3		3	\$29
Determining Value of Commercial Properties (On-line)	3	3		\$35
Diversity: Your Kaleidoscope of Clients	3	3		\$29
Foundations of Real Estate Finance (On-line)	4	4		\$49
From Contract to Keys: The Mortgage Process (On-line)	4	4		\$49
Going Green: The Environmental Movement in Real Estate (On-line)	4	4		\$49
Hot Market Strategies	3	3		\$29
Investment Strategies in Commercial Real Estate	3	3		\$35
Online Risk Management (On-line)	4	4		\$49
Real Estate Investors and Your Business (On-line)	4	4		\$49
Roadmap to Success - Business Planning for Real Estate Professionals (On-line)	4	4		\$49
Selling to Your Sphere of Influence (On-line)	3	3		\$29
The Fundamentals of Commercial Real Estate (On-line)	3	3		\$35
Title and Escrow: Two Families, One Transaction (On-line)	4	4		\$49
Today's MLS: New Paradigms: Better Results (On-line)	4	4		\$49
Uncle Sam has Homes for Sale: Listing and Selling HUD Homes (On-line)	4	4		\$49

All courses have been approved by the Virginia Department of Professional and Occupational Regulation (DPOR). In Addition, The CE Shop reports course completions at the end of each business day.

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Post-Licensing Course	Total Hours	Elective Hours	Mandatory Hours	Sale Price
30 Hr. Virginia Sales Post-Licensing Package	30		30	\$189
Virginia Post-Licensing: Agency Law	3		3	\$29
Virginia Post-Licensing: Contract Writing	6		6	\$59
Virginia Post-Licensing: Current Issues & Trends Related to Financing	2		2	\$19
Virginia Post-Licensing: Escrow Requirements	3		3	\$29
Virginia Post-Licensing: Ethics and Standards of Conduct	3		3	\$29
Virginia Post-Licensing: Fair Housing, ADA, and Civil Rights	2		2	\$19
Virginia Post-Licensing: Real Estate Laws and Regulations	8		8	\$79

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