



July 14, 2008

VAR Commercial Alliance  
Mr. Curtis Mummau CPM, Chairman  
10231 Telegraph Road  
Glen Allen, VA 23059

Dear VAR Commercial Alliance,

The response was loud and swift from the Greater Washington Commercial Association of REALTOR® (GWCAR) membership on the proposed recommendation that VAR explore the idea of requiring an additional number of hours of one-time training and CE for any Virginia licensee who does commercial RE. **GWCAR vehemently opposes any recommendations or suggestions that would increase the number of required hours a member would have to take to certify themselves as a commercial licensee in Virginia.**

Members are concerned that any new requirements will result in more time in the classroom and away from their respective commercial real estate practices. We hear time and time again from our members that they want less administrative burdens from the Virginia Real Estate Board, not more.

While the current GWCAR membership appreciates the proposal to grandfather licensees who can demonstrate a history of closing a specific number of transactions, it does not diminish the prospect that more classroom hours will be required for new licensees and new GWCAR/VAR members.

GWCAR supports the Commercial Alliance's efforts to implement a separate licensee for commercial licensee and other efforts to accurately distinguish our commercial practice from other general licensees. Our members continue to be frustrated by CE requirements focus on residential practices and would welcome new ways to fulfill CE requirements through courses focused on the issues facing the commercial real estate practitioner.

We greatly appreciate the efforts of the Commercial Alliance on issues that affect our commercial members and look forward to working with you on this and many other important issues that affect our mutual interests.

Sincerely,

Tom Fulcher  
2008 President