

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

September 27, 2023, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items - None

- V. Proprietary School Applications
 1. 0211001133 - Northeast Tennessee Association of Realtors, Gray TN.
Contact Person: Edithann Wadewitz
 2. 0211001352 – Frontline Training & Consulting, Bonnes Ferry, ID
Contact Person – Dale Anderson
 3. 0211001356 – Arrow Exterminators, Inc. Atlanta, GA
Contact Person: Jason Lamarca (**returning for missing page 2 of the application**)

- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 1. 0214028642 / 0214028643 - Broker Workshop Legislative and Legal Updates, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
 2. 0214028644 – Broker Workshop Legislative and Legal Updates, 2 hours Broker Management, RAR
 3. 0214028649 / 0214028650 - ABR- Accredited Buyers Representative, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, and 8 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, CVSRE
 4. 0214028651 - VA Real Estate Advertising Regulations, 1-hour Real Estate Related, HRRRA
 5. 0214028652 - New Hope for the Housing Market (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
 6. 0214028653 - Introduction to Real Estate Investments OnDemand Course V3.0 (On-line), 8 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com

7. 0214028654 - Houses: Why Bad Things Happen to Good Houses
OnDemand Course V3.0 (On-line), 8 hours Real Estate Related, Dearborn
Financial Publishing, Inc. d.b.a. REcampus.com
8. 0214028656 / 0214028657 - Breaking Down Your Market with Data, 2
hours Real Estate Related or 2 hours Current Industry Issues and Trends,
HRRRA
9. 0214028658 - Best Practices in Marketing Commercial Real Estate, 2
hours Real Estate Related, HRRRA
10. 0214028660 - Personal Safety for Real Estate Professionals, 3 hours Real
Estate Related, Preferred Systems, Inc.
11. 0214028661 – Broker Supervision Requirements, 2 hours Broker
Supervision, CBRSRE
12. 0214028662 / 0214028663 – Short Sales, 2 hours Real Estate Related or
2 hours Current Industry Issues and Trends, FAAR
13. 0214028664 / 0214028665 - Accredited Buyer's Representative (ABR), 2
hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real
Estate Agency, 1-hour Real Estate Contracts, and 8 hours Real Estate
Related or 2 hours Current Industry Issues and Trends, FAAR
14. 0214028666 - Growing Green: Environmental Awareness and Your Real
Estate Practice (On-line), 3 hours Real Estate Related, The CE Shop LLC.
15. 0214028668 / 0214028669 – Septic and Sewer Basics, 2 hours Real
Estate Related or 2 hours Current Industry Issues and Trends, FAAR
16. 0214028670 / 0214028671 – Working with Investors, 8 hours Real Estate
Related or 2 hours Current Industry Issues and Trends, FAAR
17. 0214028672 / 0214028673 – Fair Housing, 2 hours Fair Housing (CE or
PLE), FAAR
18. 0214028674 / 0214028675 – Ethics and Standards of Conduct, 3 hours
Ethics and Standards of Conduct (CE or PLE). Alltech Title Group Inc.
19. 0214028676 – Legal Updates, 1-hour Legal Updates, Alltech Title Group
Inc.
20. 0214028677 – Real Estate Agency, 1-hour Real Estate Agency, Alltech
Title Group Inc.
21. 0214028678 - Transaction Red Flags, 1-hour Real Estate Related, Alltech
Title Group, Inc.
22. 0214028679 – Ethics & Standards of Practice, 3 hours Ethics and
Standards of Conduct (PLE), Alltech Title Group, Inc.
23. 0214028680 / 0214028681 - At Home with Diversity, 8 hours Real Estate
Related or 2 hours Current Industry Issues and Trends, FAAR
24. 0214028685 – Generative AI: Overview/Impact on Real Estate Pro, 1-hour
Real Estate Related, FNTIC
25. 0214028686 / 0214028687 – Virginia Agency Law, 3 hours (CE or PLE),
FAAR
26. 0214028688 – Real Estate Law and Board Regulations 101 (PLE), 6
hours Real Estate Law and Board Regulations, Liz Moore University, LLC
27. 0214028689 – Risk Management, 3 hours Broker Management, Cindy
Bishop Worldwide

28. 0214028690 / 0214028691 – Residential Contract Essentials, 2 hours Real Estate Contracts or 2 hours Current Industry issues and Trends, Cindy Bishop Worldwide
29. 0214028692 – Residential Contract Essentials, 2 hours Broker Management, Cindy Bishop Worldwide
30. 0214028696 – Tax Matters, 1-hour Real Estate Related, Champion University
31. 0214028697 – Agency, 1-hour Real Estate Agency, Champion University
32. 0214028698 - 8 Hour CE Required Topics, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts. HRRA
33. 0214028699 - Real Estate Safety and Self Defense, 3 hours Real Estate Related, HRRA
34. 0214028700 – Avoiding Lawsuits, 1-hour Real Estate Related, Champion University
35. 0214028701 – Title Insurance Overview, 1-hour Real Estate Related, Champion University
36. 0214028702 – Builder Contracts, 1-hour Real Estate Related, Champion University
37. 0214028703 – Settlement FAQs, 2 hours Real Estate Related, Champion University
38. 0214028704 – Important Real Estate Laws in VA, 2 hours Real Estate Related, Champion University
39. 0214028707 – NVAR’s Pre and Post Settlement Occupancy, 1-hour Real Estate Related, Champion University
40. 0214028708 - Building Wealth Through Real Estate, 1-hour Real Estate Related, LFIRE
41. 0214028712 - Mortgage Loan Assumptions, 1-hour Real Estate Contracts, Hunter Hanger & Associates, P.C.
42. 0214028713 – REO’s & Short Sales, 1-hour Real Estate Related, Champion University
43. 0214028714 – Realtor Ethics & Standards of Conduct, 3 hours of Ethics & Standards of Conduct, Champion University
44. 0214028715 / 0214028716 - VA Fair Housing Law Boot Camp, 2 hours Fair Housing (CE or PLE), Future Law II, LLC.
45. 0214028718 - The Nine Essential Prices of Every Home, 1 hour Broker Management, VAR **(enough course materials)**
46. 0214028719 - Economic and Housing Market Update, 1-hour Real Estate Related, VAR
47. 0214028720 - Intro to PM Forms, 1-hour Real Estate Contracts, VAR
48. 0214028721 - Sticky Situations for Property Managers, 1-hour Legal Updates, VAR
49. 0214028722 / 0214028723 - Update on Unlawful Detainer Actions, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR

50. 0214028724 / 0214028725 - Protecting Owner Investment _Tenant Life, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
51. 0214028726 - Overcoming Owner-Client Expectations, 2 hours Broker Management, VAR
52. 0214028727 - Ted Lasso Leadership, 1 hour Broker Management, VAR
53. 0214028728 – Operational Principles of Property Management, 2 hours Broker Management, VAR
54. 0214028729 – Broker Management/Agent Supervision, 6 hours Broker Management, CBR/SRE
55. 0214028730 - What every Real Estate Agents should know about Title Insurance, 1-hour Real Estate Related, HRRRA **(2nd submission, returning for more information)**
56. 0214028731 – Earnest Money Deposits, 1-hour Real Estate Contracts, MBH Settlement Group, LC.
57. 0214028732 / 0214028733 - Let's Inspect This a Little More Closely, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and trends, MBH Settlement Group, LC.
58. 0214028734 / 0214028735 - Fair Housing, 2 hours Fair Housing (CE or PLE), MBH Settlement Group, LC.
59. 0214028736 – Living the Dream, 1-hour Real Estate Related, MBH Settlement Group, LC.
60. 0214028737 / 0214028738 - Loan Assumptions, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
61. 0214028739 / 0214028740 - Real Estate Disclosure Law in VA, 2 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, MBH Settlement Group, LC.
62. 0214028741 - To Survey or Not to Survey, 1-hour Real Estate Related, MBH Settlement Group, LC.
63. 0214028742 / 0214028743 - Real Estate Fraud, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
64. 0214028744 / 0214028745 - Title Insurance and Surveys, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
65. 0214028746 / 0214028747 - Understanding Environmental Issues, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
66. 0214028748 / 0214028749 - Understanding the Residential Sales Contract, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
67. 0214028750 / 0214028751 - Understanding the Sale Contract for Unimproved Land, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.

68. 0214028752 - Understanding Agent Duties and Disclosures, 1-hour Real Estate Agency, MBH Settlement Group, LC.
69. 0214028753 / 0214028754 – Advertising & Social Media, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Peninsula Real Estate School
70. 0214028755 / 0214028756 - Real Estate Investing, 6 hours Real Estate Related or 2 hours Current industry Issues and Trends, RAR
71. 0214028757 / 0214028758 - At Home with Diversity, 2 hours Fair Housing, and 2 hours Real Estate Related or 2 hours Fair Housing (PLE), RAR
72. 0214028759 / 0214028760 – Senior Real Estate Specialist, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
73. 0214028761 / 0214028762 – ABR Core, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, and 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
74. 0214028763 – ABR Core, 3 hours VA Agency Law (PLE only), RAR
75. 0214028583 - The Four Main Virginia Contracts Class, 2 hours Real Estate Contracts, Capital Area Title, LLC, dba Universal Title **(returning for updated forms)**
76. 0214028764 - Military and Veterans Housing Certification (MVHC), 8 hours Real Estate Related, USA Homeownership Foundation, Inc. DBA Veterans Association of Real Estate Professionals (VAREP)
77. 0214028767 - American Warrior Real Estate Professional, 4 hours Real Estate Related, Sirmon Training and Consulting Group
78. 0214028768 - Contract Writing (On-line), 6 hours Contract Writing (PLE only), MLS Campus Inc **(4th submission)**
79. 0214028769 / 0214028770 - Resale Disclosure Act: Rules for Common Interest Communities, 1-hour Real Estate Contracts, and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
80. 0214028771 / 0214028772 – NAR Code of Ethics, 3 hours Ethics (CE or PLE), New River Valley School of Real Estate
81. 0214028773 – Lease Boot Camp, 1-hour Real Estate Contracts, FutureLaw II LLC.
82. 0214028774 – Legal Updates, 1-hour Legal Updates, FutureLaw II, LLC.
83. 0214028572 / 0214028573 – Real Estate Pitfalls, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA **(returning for updated forms)**
84. 0214028523 / 0214028524 - Inside the mind of an Appraiser, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA **(returning for updated forms)**
85. 0214028778 – Broker Management/Agent Supervision, 6 hours Broker Management, and 2 hours Broker Supervision, Innervision Realty LLC.
86. 0214028611 – Real Estate Contracts, 1-hour Real Estate Contracts, CBSRE **(returning for additional course materials)**

- 87.0214028779 – Landscaping – Public Health and Welfare, 1-hour Real Estate Related, Virginia Tech **(previously denied based on the course information was outside the scope of real estate licensing)**
- 88.0214028780 - VA Real Estate license Renewal 16-Hours (On-line), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 3 hours Real Estate Contracts, and 6 hours Real Estate Related, Education Pathways, LLC.
- 89.0214028781 - The Appraisal Process in Real Estate (On-line), 3 hours Real Estate Related, Education Pathways, LLC.
- 90.0214028782 - Virginia Real Estate Agency Law (On-line), 1-hour Real Estate Agency, Education Pathways, LLC.
- 91.0214028783 - Fair Housing (On-line), 2 hours Fair Housing, Education Pathways, LLC.
- 92.0214028784 – Legal Updates and Issues of Flooding (On-line), 1-hour Legal Updates, Education Pathways, LLC.
- 93.0214028785 – Real Estate Contract Law (On-line), 3 hours Real Estate Contracts, Education Pathways, LLC.
- 94.0214028786 - Realtor Code of Ethics Renewal (On-line), 3 hours Ethics, Education Pathways, LLC.
- 95.0214028787 - Residential Loan Market and Reverse Mortgages (On-line), 3 hours Real Estate Related, Education Pathways, LLC.
- 96.0214028556 - 16 Credit Virginia Real Estate CE Collection (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, and 8 hours Real Estate Related, Moseley Flint Schools of Real Estate **(previously denied based on non-VA specific content)**
- 97.0214028792 - 8 Hour Real Estate Mandatory Course (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate
- 98.0214028793 - 8 Hour Real Estate Mandatory Course (Classroom), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate
- 99.0214028794 / 0214028795 - A Mock Settlement, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC
- 100.0214028796 – At Home with Diversity, 2 hours Current Industry Issues and Trends (PLE only), RAR

B Original Post-License and Continuing Education Course Applications, Pending Schools:

VII. Pre-License Education Instructors

1. 0230001720 – Austin Cummings – Experience and Professional Designation (Principles)
2. 0230001719 – Jason Goodin - Experience and Professional Designation (Principles)
3. 230001722 – Charles Dunlap – Education and Professional Designation (Principles)
4. 0230001721 – Helen Tucker – Experience and Waiver (Principles, Appraisal, Finance, Brokerage and Law)
5. 0230001725 – Christine Lynn Stuart – Experience and Professional Designation (Principles)
6. 0230001724 – Melea Lyn Lemon – DREI Designation and Waiver (Principles)
7. 0230001723 – Lee Hampton Wilkins – Experience and Professional Designation (Principles)

VIII. Pre-License Education Courses

1. 0214028655 – 60 hours Salesperson Principles and Practices of Real Estate (On-line), Colibri Real Estate, LLC.
2. 0214028659 – 60 hours Salesperson Principles and Practices of Real Estate (Virtual Classroom), Colibri Real Estate, LLC.
3. 0214028717 – 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Hampton Roads Real Estate Academy, LLC.
4. 0214028775 – 45 hours Broker Real Estate Finance (Classroom), NVAR
5. 0214028776 – 45 hours Broker Real Estate Brokerage (Classroom), NVAR
6. 0214028777 – 45 hours Broker Real Estate Law (Classroom), NVAR
7. 0214028788 – 45 hours Broker Real Estate Finance (Correspondence), Queen Academy of Real Estate
8. 0214028789 – 45 hours Broker Real Estate Appraisal (Correspondence), Queen Academy of Real Estate
9. 0214028790 - 45 hours Broker Real Estate Brokerage (Correspondence), Queen Academy of Real Estate
10. 0214028791 – 45 hours Broker Real Estate Law (Correspondence), Queen Academy of Real Estate

IX. Post-License and Continuing Education Instructor Approval Applications

1. Richard Condon
2. Robert Metsker
3. Rhonda D Vaughn
4. Stephen Patrick Dunnigan
5. Matthew Lewis Troiani
6. William Crespo, Jr.
7. Jeffrey Wu
8. John Paul Whatley

9. Grace Wilkins Maxwell
10. Brian Lynn Copeland
11. Sejal Shripad Naik
12. Shaun Travis Whiteley
13. Ryan Altham Leonard
14. Sean Edward Olk
15. Jeffrey W. Ainslie
16. Jonique M Lewis
17. Anne Catherine Burroughs
18. Kimberly Armstrong
19. Louise G. Thaxton
20. Pamela H. Ermen
21. Margaret Elizabeth Fisher
22. Adria Bordas
23. Todd Andrew Horner

X. New Business

XI. Adjourn