

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

August 15, 2023, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items
 1. Merouane Remmouche is here to discuss course 0214028445 – MLS Campus – Contract Writing (on-line), 6 hours Contract Writing, MLS Campus Inc. (course got denied for the 3rd time),
 2. Nicole Marucci – 2nd PLE/CE Instructor application.
- V. Proprietary School Applications
 1. 0211001353 – Bloom Real Estate Academy, LLC. Richmond, VA
Contact Person: Jennifer Cox
 2. 0211001342 – Education Pathways, LLC. Bonita Springs, FL
Contact Person: Beth Hagan
 3. 0211001356 – Arrow Exterminators, Inc. Atlanta, GA.
Contact Person: Jason Lamarca
 4. 0211001357 – Hampton Roads Real Estate Academy, LLC. Carrollton, VA
Contact Person: Sharon Goodin
 5. 0211001358 – Flagship Realty Partners, LLC. VA Beach
Contact Person: Troy Brimmer
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 1. 0214028469 - DEI: What It Is and Why It Matters, 2 hours Real Estate Related, Liz Moore University, LLC.
 2. 0214028470 / 0214028471 – Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), Four Pillars Education, Inc.
 3. 0214028472 / 0214028473 – Agency, 3 hours Real Estate Agency (CE or PLE), Four Pillars Education, Inc.
 4. 0214028474 / 0214028475 – Fair Housing, 2 hours Fair Housing (CE or PLE), Four Pillars Education Inc.

5. 0214028476 / 0214028477 – Finance, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Four Pillars Education Inc.
6. 0214028492 – Creating a Profitable Real Estate Company, 6 hours Broker Management, Team Real Education Solutions, LLC. **(Does this course protect the health, safety, and welfare of the public?)**
7. 0214028493 – Performance Leadership-Coach Manage & Mentor, 6 hours Broker Management, Team Real Education Solutions, LLC.
8. 0214028494 - Contracts, 1-hour Real Estate Contracts and 1-hour Real Estate Related, Four Pillars Education Inc.
9. 0214028495 / 0214028496 - Advertising Regulations, 2 hours Broker Management or 2 hours Current Industry Issues and Trends, Four Pillars Education Inc.
10. 0214028498 – Escrow, 3 hours Escrow Requirements (PLE), Four Pillars, Education Inc.
11. 0214028499 - Real Estate Law and Regulations. 6 hours Real Estate Law and Board Regulations (PLE), Four Pillars Education Inc.
12. 0214028500 – Negotiation, 1-hour Real Estate Related, Four Pillars Education Inc.
13. 0214028501 / 0214028504 - Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, Four Pillars Education Inc.
14. 0214028502 – Well and Septic, 1-hour Real Estate Related, Four Pillars Education Inc.
15. 0214028503 - Pricing the Property, 1-hour Real Estate Related, Four Pillars Education Inc.
16. 0214028505 / 0214028506 – Current Industry Trends, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Four Pillars Education, Inc.
17. 0214028507 – Data Fraud, 1-hour Real Estate Related, Four Pillars Education, Inc.
18. 0214028508 / 0214028509 - Financing Basics, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
19. 0214028510 / 0214028511 – Power of VA, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
20. 0214028512 / 0214028513 – Escrow - Protecting Other People's Money, 3 hours Real Estate Related or 3 hours Escrow Requirements, Four Pillars Education, Inc.
21. 0214028514 - Agency - Managing Relationships, 3 hours Broker Management, Four Pillars Education, Inc.
22. 0214028515 / 0214028516 – AHWD – At Home with Diversity, 7 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
23. 0214028517 – Deeds in Virginia, 2 hours Real Estate Related, Vesta Settlements, LLC.
24. 0214028518 / 0214028519 – Home Purchase 411, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Vesta Settlement, LLC.

25. 0214028520 / 0214028521 – PSA – Pricing Strategy Advisor, 7 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
26. 0214028522 - R-E-S-P-E-C-T RESPA to Avoid Penalties and Loss of License Online Video Course V1.0, 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
27. 0214028523 / 0214028524 - Inside the Mind of An Appraiser, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA
28. 0214028526 / 0214028527 – Contract Pitfalls, 1-hour Real Estate Contracts, and 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA
29. 0214028528 - Technology Risk Management, 2 hours Broker Management, Four Pillars Education Inc.
30. 0214028529 - Brokers and Teams Leadership, 1-hour Broker Management, Four Pillars Education, Inc. **(Attorney reference in course material)**
31. 0214028530 - Advertising Regulations and Supervision, 2 hours Broker Management, Four Pillars Education, Inc.
32. 0214028531 - Real Estate Bloopers: Preventing Client Horror Stories Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
33. 0214028534 – Show Me the Money! Compensation Planning, 6 hours Broker Management, Team Real Education Solutions, LLC
34. 0214028539 / 0214028540 – Real Estate Investment: Building Wealth Representing Investors and Becoming One Yourself, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA
35. 021428545 – Avoiding Wire Fraud, 1-hour Real Estate Related, Academy of Real Estate
36. 0214028546 / 0214028547 – Marketing the Listing, 5 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, FAAR
37. 0214028549 / 0214028550 – Fair Housing, 2 hours Fair Housing (CE or PLE), CBRSRE **(enough information on FH protected classes?)**
38. 0214028551 – 1031 Like Lind Exchanges, 1-hour Real Estate Related, Academy of Real Estate
39. 0214028552 / 0214028553 - Reverse Mortgage, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
40. 0214028554 – Escrow Requirements and Regulations (PLE), 3 hours Escrow Requirements, Liz Moore University, LLC
41. 0214028555 – Introduction to Commercial Real Estate, 6 hours Real Estate Related, Knowledge Masters, LLC
42. 0214028556 – 16 Hr. VA 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 Inc.
43. 0214028557 - Introduction to Commercial Real Estate Investment, 6 hours Real Estate Related, Knowledge Masters, LLC.

44. 0214028558 - A Realtors Guide to Understanding Title Insurance, 1-hour Real Estate Related, Westcor Land Title Insurance Company
45. 0214028559 - Protecting Against Seller Impersonation Fraud: Safeguarding Your Real Estate Transactions, 1-hour Real Estate Related, Westcor Land Title Insurance Company
46. 0214028560 - Wire Fraud for Real Estate Agents, 1-hour Real Estate Related, Westcor Land Title Insurance Company
47. 0214028562 – VA Agency Law, 1-hour Real Estate Agency, CBRsRE
48. 0214028563 / 0214028564 - Valuation: CMA's, and BPO's, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
49. 0214028566 - Data Security in a Virtual Environment? 1-hour Real Estate Related, VAR
50. 0214028567 - Real Estate Karma, 1-hour Real Estate Related, VAR
51. 0214028568 – Legal Updates and Emerging Trends (On-line), 1-hour Legal Updates and Emerging Trends, Tristar Academy Inc
52. 0214028569 – Legal Updates + Flood, 1-hour Legal Updates and Emerging Trends, DAAR
53. 0214028570 / 0214028571 – SRES – Seniors Real Estate Specialist, 8 hours Real Estate Related, 2 hours Current Industry Issues and Trends, DAAR
54. 0214028572 / 021428573 – Real Estate Pitfalls, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRA
55. 0214028574 / 0214028575 – VR vs REIN Contract Comparison, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, Peninsula Real Estate School
56. 0214028576 – Negotiation Today, 1 hour Broker Management, VAR
57. 0214028577 / 0214028578 - MRP: Military Relocation Professional, 7 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
58. 0214028579 / 0214028580 – Virginia Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, William E Wood & Assoc. RE Academy
59. 0214028581 / 0214028582 - Fair Housing-Long Island Divided, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE (**is it VA specific enough?**)
60. 0214028583 - The Four Main Virginia Contracts Class, 2 hours Real Estate Contracts, Capital Area Title, LLC. dba Universal Title
61. 0214028585 – Legal Updates and Emerging Trends (Virtual Classroom), 1-hour Legal Updates, Tristar Academy Inc
62. 0214028586 – Real Estate Contracts Updates, 1-hour Real Estate Contracts, DAAR
63. 0214028587 – Understanding Access, 1-hour Real Estate Related, FATIC
64. 0214028588 – Easements for Realtors, 1-hour Real Estate Related, FATIC
65. 0214028589 – Enhanced Policies of Title Insurance, 1-hour Real Estate Related, FATIC

- 66.0214028590 – Foreclosure for Realtors, 1-hour Real Estate Related, FATIC
- 67.0214028591 – Title Abstracts and Examination, 1-hour Real Estate Related, FATIC
- 68.0214028592 – Clearing Common Title Issues, 1-hour Real Estate Related, FATIC
- 69.0214028593 – Intricacies of Title Insurance for Realtors, 1-hour Real Estate Related, FATIC
- 70.0214028594 - Best Practices in Marketing Commercial Real Estate, 2 hours Real Estate Related, HRRRA
- 71.0214028595 - Offensive and Defensive Underwriting for Commercial Real Estate, 2 hours Real Estate Related, HRRRA
- 72.0214028596 / 0214028597 - Managing Seller Expectations, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
- 73.0214028598 / 0214028599 – Green Course Designation, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
- 74.0214028600 – Real Estate Agency, 1-hour Real Estate Agency, WAAR
- 75.0214028601 – Real Estate Agency, 1-hour Broker Management, WAAR
- 76.0214028602 / 0214028603 - Risk Management for Real Estate, 3 hours Real Estate Related or 3 hours Risk Management, WAAR
- 77.0214028604 – Antitrust and Real Estate, 1-hour Broker Management, WAAR
- 78.0214028605 – Antitrust and Real Estate, 1-hour Real Estate Related, WAAR
- 79.0214028606 - WAAR Legal Updates with Flood Content, 1-hour Legal Updates, WAAR
- 80.0214028607 – Risk Management for Real Estate, 3 hours Broker Management, WAAR
- 81.0214028609 - Trust, Estates & Powers of Attorney, 1-hour Real Estate Related, HRRRA (**enough course content?**)
- 82.0214028610 - What every Real Estate Agents should know about Title Insurance, 1-hour Real Estate Related, HRRRA (**enough course content?**)
- 83.0214028611 – Real Estate Contracts, 1-hour Real Estate Contracts, CBRSE
- 84.0214028613 / 0214028614 – Code of Ethics, 3 hours Ethics and Standards of Conduct, (CE or PLE), Institute of Continuing Education
- 85.0214028615 – Avoiding Fraud for Real Estate Agents, 1-hour Real Estate Related, ORNTIC
- 86.0214028616 - TRUSTS: Why Do I, as a Real Estate Agent, Need to Know About Trusts? 1-hour Real Estate Related, ORNTIC
- 87.0214028617 / 0214028618 – Safe and Secure Real Estate Transaction, 2 hours real Estate Related or 2 hours Current Industry Issues and Trends, William E Wood and Associates RE Academy
- 88.0214028619 – RESPA for Realtors, 2 hours Real Estate Related, Guardian Title and Escrow, LC

- 89.0214028633 – From Invisible to Invincible, 1-hour Real Estate Related, LT Caplan Attorney at Law, PC
- 90. 0214028634 / 0214028635 - 2023 Law and Contract Changes, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR

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

- 1.
- 2.

VII. Pre-License Education Instructors

- 1. Rachel Elizabeth Foster – Experience and Teaching Credentials (Principles)
- 2.

VIII. Pre-License Education Courses

- 1.
- 2.

IX. Post-License and Continuing Education Instructor Approval Applications

- 1. Stewart Jonathan Sacks
- 2. Kristin R Olbert
- 3. Karen Roller Schureman
- 4. Kelly A. Katalinas
- 5. Eric Marshall Brindley
- 6. James F. Perkins
- 7. Mark Balenger
- 8. Christine Lynn Stuart
- 9. Robert Charles Suling
- 10. Laura Ann Wakefield
- 11. Vicki LeAnn Black
- 12. Stephanie Hanna Campbell
- 13. Derek Edward Owing
- 14. Richard H. Cockrill
- 15. Michael Walker
- 16. Lori Ann Bonnell
- 17. Carrie Lee Fincham
- 18. John LeTourneau
- 19. Louise Yopp Baker
- 20. Teresa Stella Pasiak
- 21. Jacqueline Feagin
- 22. James Edward Mitchell III

- 23. Rachel Anna Davila
- 24. Paul Pelish

X. New Business

XI. Adjourn