

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

July 10, 2019 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
 - 1. Can applications for approved certifications be exempt from the requirement to submit the entire course's material?
 - 2. Adding to the regulation a stipulation that you cannot take the exam again for x amount of time if you don't follow the exam vendor's protocol or if an applicant fails.
 - 3. Report on from the Department's Exam Section on exam questions from the last committee meeting.
 - 4. Other?

IV. Proprietary School Applications

1. 0211001263 – OCL Real Estate, LLC, Brookfield, WI
Contact Person: Bridget Mangan
2. 0211001268 – Brooks Real Estate, Inc. Williamsburg, VA
Contact Person: John C. Wilson

V. Continuing Education Course Applications

A. Previously-approved Continuing Education Course Applications, Approved Schools **(Review for Instructor Only – Attachment 2)**:

1. 0214024399 The Supervising Broker, 2 hours Broker Supervision, SVAR **(Patsy Rogers)**
2. 0214024400 Management of Real Estate Brokerage Firms, 6 hours Broker Management, SVAR **(Patsy Rogers)**
3. 0214024432 Twenty Cost-Effective Home Improvements Online Video Course V1.0 (On-line), 4 hours Real Estate Related, DF INSTITUTE LLC dba Kaplan Real Estate Education **(F.A Dan Daniels)- pending Board approval original CE # 10)**

B. Original Continuing Education Course Applications, Approved schools:

1. 0214024396 1031 Tax Exchange, 2 hours Real Estate Related, Alpha College of Real Estate **(duplicate PLE # 2)**
2. 0214024398 Title Search Basics, 3 hours Real Estate Related, Alpha College of Real Estate **(duplicate PLE # 1)**
- *3. 0214024402 Blueprint Reading, 4 hours Real Estate Related, Alpha College of Real Estate **(duplicate PLE # 3) – is this real estate related**
4. 0214024407 Military Professional Relocation, 6 hours Real Estate Related, FAAR **(duplicate PLE # 4)**
5. 0214024410 Of Course It's Right—It's on the Internet, 3 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 5)**
6. 0214024419 Legal Updates and Emerging Trends, 1 hour Legal Updates, Cobalt Settlements, LLC
7. 0214024420 Agency Primer, 1 hour Real Estate Agency, Cobalt Settlements, LLC
8. 0214024421 Introduction to Contracts, 1 hour Real Estate Contracts, Cobalt Settlements, LLC
9. 0214024422 Fair Housing, 2 hours Fair Housing, Cobalt Settlements, LLC
10. 0214024431 Twenty Cost-Effective Home Improvements

- Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
11. 0214024433 Back to Basics Contract – Part 1 – What is Contract? 1 hour Real Estate Contracts, DAAR
 12. 0214024434 Back to Basics Contract – Part II – Disclosures Shall Set you Free, 1 hour Real Estate Contracts, DAAR
 13. 0214024435 Back to Basics Contract – Part III, 1 hour Real Estate Contracts, DAAR
 14. 0214024436 Back to Basics Contract – Part IV, 1 hour Real Estate Contracts, DAAR
 15. 0214024437 Back to Basics Contract – Part V, 1 hour Real Estate Contracts, DAAR
 16. 0214024438 Assisting First Time Homebuyers, 1 hour Real Estate Related, Cardinal Title Academy
 17. 0214024439 Fair Housing (CRP), 2 hours Fair Housing, Alpha College of Real Estate (**duplicate PLE 6**)
 - *18. 0214024441 I Don't Give a Twit... Social Media Risk Management, 2 hours Real Estate Related, Virginia Realtors (**duplicate # 7**) - **does this course protect the public health, safety, and welfare?**
 19. 0214024443 Managing Online Transactions (On-line), 3 hours Real Estate Related, McKissock, LLC
 20. 0214024444 Property Management Pitfalls, 4 hours Real Estate Related, Alpha College of Real Estate (**duplicate CE # 21 and PLE # 8**)
 21. 0214024445 Property Management Pitfalls, 4 hours Broker Management, Alpha College of Real Estate (**duplicate CE #20 and PLE #8**)
 22. 0214024447 Virginia Fair Housing Law Review, 2 hours Fair Housing, Virginia Realtors (**duplicate PLE # 9**)
 23. 0214024449 Trust Based Ethics, 3 hours Ethics and Standards of Conduct, Virginia Realtors (**duplicate PLE # 10**)
 24. 0214024451 MILRES-Military Residential Specialist, 6 hours Real Estate Related, Long and Foster Institute of Real Estate
 25. 0214024452 Listing your Luxury Property, 2 hours Real Estate Related, Preferred Systems, Inc.
 26. 0214024454 Preparing Homes to Sell Quickly, 1 hour Real Estate Related, Preferred Systems, Inc.
 27. 0214024455 Bridge and Construction Loans, 1 hour Real Estate Related, Cardinal Title Academy, LLC
 28. 0214024456 Renovation Loans, 1 hour Real Estate Related, Cardinal Title Academy, LLC
 29. 0214024457 Understanding Consumer Credit Repair, 1 hour Real Estate Related, Cardinal Title Academy, LLC
 30. 0214024458 What Realtors Should Know About Home Financing, 1 hour Real Estate Related, Cardinal Title Academy, LLC

31. 0214024459 What Every Realtor Should Know About VA Home Loans, 1hour Real Estate Related, Cardinal Title Academy, LLC
32. 0214024473 Virginia Fair Housing Legal Update, 2 hours Fair Housing, FutureLaw II LLC **(duplicate PLE # 11)**
33. 0214024475 Real Estate Contracts and Agency Update, and Fair Housing, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 1 hour Real Estate Related FutureLaw II LLC
34. 0214024476 Listing Essentials, 2 hours Real Estate Related, Gralynn, Inc.
35. 0214024477 Advertising Essentials, 2 hours Real Estate Related, Gralynn, Inc. **(course seems to protect the public health, safety, and welfare, is course title acceptable?)**
36. 0214024478 Antitrust, 1 hour Legal Updates, Virginia Realtors **(duplicate 37)**
37. 0214024479 Antitrust, 1 hour Broker Management, Virginia Realtors **(duplicate 36)**
38. 0214024480 Home Staging by the Book, 2 hours Real Estate Related, Preferred Systems, Inc.
39. 0214024481 Preparing Homes to Sell Quickly, 1 hour Real Estate Related, Preferred Systems, Inc.
40. 0214024482 Code of Ethics with Leigh Brown, 3 hours Ethics and Standards of Conduct, Peninsula Real Estate School
41. 0214024488 Property Management Forms Update 2019, 1 hour Broker Management, Virginia Realtors
42. 0214024489 Common Legal Hotline Q&A for Property Managers, 1 hour Legal Updates, Virginia Realtors
43. 0214024491 Introduction to Intellectual Property in Real Estate, 1 hour Broker Management, Virginia Realtors **(does this course protect the public health, safety, and welfare?)**
44. 0214024492 NINJA Selling - Seller Processes, 2 hours Real Estate Related, Cardinal Title Academy, LLC **(does this course protect the public health, safety, and welfare?)**
45. 0214024493 NINJA Selling – Buyer Process, 2 hours Real Estate Related, Cardinal Title Academy, LLC **(does this course protect the public health, safety, and welfare?)**
46. 0214024494 1 July 2019 Legislative Update, 1 hour Legal Updates, FAAR
47. 0214024495 Contracts with Escalators, 2 hours Real Estate Contracts, MBH Settlement Group, LC

48. 0214024506 Certified New Home Sales Professional (CSP), 8 hours Real Estate Related, Alpha College of Real Estate

C. Original Continuing Education Course Application, pending School application:

- 1.
- 2.

D. Timed Course Outline review for updated Broker Supervision requirements

1. 0214024453 VA 24 HR Broker Course Medley #1 (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hours Real Estate Agency, 1 hours Real Estate Contracts, 6 hours Broker Management, 2 hours Broker Supervision, and 8 hours Real Estate Related, The Builders License Class LLC

- 2.

D1. New Broker Supervision Courses:

VI. Post License Education Course Applications

A. Previously-approved Post License Education Course Applications, Approved Schools (**Review for Instructor Only – Attachment 2**):

- 1.

B. Original Post License Education Course Applications, Approved Schools:

1. 0214024397 Title Search Basics, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate (**duplicate CE # 2**)
2. 0214024401 1031 Tax Exchange, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate (**duplicate CE # 1**)

- *3. 0214024403 Blueprint Reading, , 2 hours Current Industry Issues and Trends, Alpha College of Real Estate **(duplicate CE # 3) – is this real estate related**
- 4. 0214024408 Military Professional Relocation, 2 hours Current Industry Issues and Trends, FAAR **(duplicate CE # 4)**
- 5. 0214024411 Of Course It’s Right—It’s on the Internet, 2 hours Current Industry Issues & Trends, Virginia Realtors **(duplicate CE # 5)**
- 6. 0214024440 Fair Housing (CRP), 2 hours Fair Housing, Alpha College of Real Estate **(duplicate CE # 17)**
- *7. 0214024442 I Don’t Give a Twit...Social Media Risk Management, 2 hours Current Industry Issues & Trends, Virginia Realtors **(duplicate CE # 18) - does this course protect the public health, safety, and welfare?**
- 8. 0214024446 Property Management Pitfalls, 2 hours Current Industry Issues & Trends, Alpha College of Real Estate **(duplicate CE # 20 and # 21)**
- 9. 0214024448 Virginia Fair Housing Law Review, 2 hours Fair Housing, Virginia Realtors **(duplicate CE # 22)**
- 10. 0214024450 Trust Based Ethics, 3 hours Ethics & Standard of Conduct, Virginia Realtors **(duplicate CE # 23)**
- 11. 0214024474 Virginia Fair Housing Legal Updates, 2 hours Fair Housing, FutureLaw II LLC **(duplicate CE # 32)**
- 12. 0214024507 Understanding The HECM for Home Purchase, 2 hours Real Estate Related – Finance, HECM Association, Inc.

C. Original Post Licensing Education Course Application, Pending School application:

- 1.

VII. Pre-License Education Instructors

- 1. 0230001615 – John Vandersyde – Education & Experience (Principles)
- 2. 0230001617 – Januari Monique Coates – Experience & Professional Designation (Principles)

VIII. Pre-License Education Courses

- 1. 0214024483 45-hours Broker Real Estate Finance (Classroom), DAAR

2. 0214024484 45-hours Broker Real Estate Brokerage (Classroom), DAAR
3. 0214024485 45-hours Broker Real Estate Finance (On-line) , The CE Shop
4. 0214024486 45-hours Broker Real Estate Appraisals (On-line) The CE Shop
5. 0214024487 45-hours Broker Real Estate Investment (On-line) The CE Shop

IX. Additional Continuing/Post License Education Instructors

1. **Teresa Pasiak**
 0214020871 - Standard Owner's Policy V. 2013 Homeowner's Policy
 0214022041 - Descriptions and Surveys
 0214019336 - What Is Title Insurance?
 0214020224 - The New Loan Estimate and Closing Disclosure Explained
FNT
2. **Sokho Darren Kim**
 0214021794 - Mortgage for Real Estate Taxation
 0214021795 - Cash Flow Planning for Real Estate Investors
 0214021796 - Mortgage Math Camp
CMPS INSTITUTE LLC
3. **Mark Worrilow**
 0214024199 – Broker Supervision
 0214024222 – Broker Risk & Escrow Management
DAAR
4. **Sara Mendez Rodriguez**
 0214023954 & 0214023955 – Estate & Business Succession Planning
 0214023901 – Estate and Wills
DAAR
5. **Patricia Kliewer**
 0214023666 & 0214022733 - Mortgage Financing
 0214023667 - Explaining Credit to Your Clients
Long & Foster Institute of Real Estate
6. **Mona-Tina Guynn**
 0214023666 & 0214022733 - Mortgage Financing
 0214023667 - Explaining Credit to Your Clients
Long & Foster Institute of Real Estate
7. **Athena Petersen**
 0214024364 - Pathways to Professionalism
JoAnn Kokindo
 0214024364 - Pathways to Professionalism
Kevin McGrath
 0214024364 - Pathways to Professionalism
David Lewis
 0214024364 - Pathways to Professionalism
Kevin Hagan

0214024364 - Pathways to Professionalism
Julie Tobin Frank
0214024364 - Pathways to Professionalism
Jill Malloy
0214024364 - Pathways to Professionalism
Martha Eaheart
0214024364 - Pathways to Professionalism
Rachel Foster
0214024364 - Pathways to Professionalism
Donna Procise
0214024364 - Pathways to Professionalism
Tom Holloway
0214024364 - Pathways to Professionalism
John VanderSyde
0214024364 - Pathways to Professionalism
Mary Beth Pauley
0214024364 - Pathways to Professionalism
Elizabeth Dalton
0214024364 - Pathways to Professionalism
Donna Greer
0214024364 - Pathways to Professionalism
Kermit Johnson
0214024364 - Pathways to Professionalism
Nancy King
0214024364 - Pathways to Professionalism
Candy Dennis
0214024364 - Pathways to Professionalism
Tina Holt
0214024364 - Pathways to Professionalism
Jason Goodin
0214024364 - Pathways to Professionalism
Kelly Corbett
0214024364 - Pathways to Professionalism
Ronald Miscavige
0214024364 - Pathways to Professionalism
Vickie Breedlove
0214024364 - Pathways to Professionalism
Bobbie Holman
0214024364 - Pathways to Professionalism
Walter Grewe
0214024364 - Pathways to Professionalism
Jeff Reynolds
0214024364 - Pathways to Professionalism
Jeremy Caleb Johnson
0214024364 - Pathways to Professionalism
Karin Knowles
0214024364 - Pathways to Professionalism
Sidney Smyth
0214024364 - Pathways to Professionalism

Matthew White

0214024364 - Pathways to Professionalism

David B. Jackson

0214024364 - Pathways to Professionalism

Jennifer Epler Mccarthy

0214024364 - Pathways to Professionalism

Gina Jilia Parello

0214024364 - Pathways to Professionalism

James C. Pope

0214024364 - Pathways to Professionalism

Willard H. Saunders

0214024364 - Pathways to Professionalism

Teresa M. Schudel

0214024364 - Pathways to Professionalism

Russell B. Adams III

0214024364 - Pathways to Professionalism

Nina Bonacic-Doric (Wolf)

0214024364 - Pathways to Professionalism

Kristin W. Agnoli

0214024364 - Pathways to Professionalism

Donald W. Tomlinson

0214024364 - Pathways to Professionalism

Long and Foster Institute of Real Estate

8. **Victor Shaheen**

0214022866 - 1031 Exchanges-By the Rules

0214022867 - 1099-S Cash Reporting, FIRPTA and Federal Issues At Closing

0214022868 - FIRPTA -Closing the Foreign Seller

0214022871 - Real Estate Professional's Real Estate Professionals

0214023703 - The Rein Contract

0214023699 - VA Mechanics Liens & Construction Loans

Gina Sultan

0214022866 - 1031 Exchanges-By the Rules

0214022867 - 1099-S Cash Reporting, FIRPTA and Federal Issues At Closing

0214022868 - FIRPTA -Closing the Foreign Seller

0214022871 - Real Estate Professional's Real Estate Professionals

0214023703 - The Rein Contract

0214023699 - VA Mechanics Liens & Construction Loans

Title Resources Guaranty Company

9. **Victor Shaheen**

0214022873 - Virginia Decedent Estates

0214022872 - Rein Contract

0214022870 - Introduction to Title Insurance

0214022869 - Fraud Prevention

0214023881 - Signing Authority – POAS, Estates, Trust, and Guardianship

Gina Sultan

0214022873 - Virginia Decedent Estates

0214022872 - Rein Contract
0214022870 - Introduction to Title Insurance
0214022869 - Fraud Prevention
0214023881 - Signing Authority – POAS, Estates, Trust, and
Guardianship
Title Resources Guaranty Company

X. New Business

XI. Adjourn