

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

May 17, 2023, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items
 - 1. 0214028354 - 45-hour Brokerage course regarding presentation with the written exam. Tabled from March 15, 2023, meeting.
 - 2.
- V. Proprietary School Applications
 - 1. 0211001350 – MKB RE, LLC, Roanoke, VA
Contact Person: Kermit Hale
 - 2. 0211001351 – Mitchell Law, PLC, Gainesville, VA
Contact Person: James E. Mitchell, III
 - 3. 0211001354 – Guardian Title and Escrow, L.C. Woodbridge, VA
Contact Person: Nicole Marucci
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 - 1. 0214028367 – The Tiny House: Is It a Phase or Craze? 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
 - 2. 0214028373 – CIPS – Africa and International Real Estate, 6 hours Real Estate Related, Team Real Education Solutions, LLC
 - 3. 0214028374 - CIPS - Asia Pacific & International Real Estate, 6 hours Real Estate Related, Team Real Education Solutions, LLC
 - 4. 0214028375 - CIPS - Europe and International Real Estate, 6 hours Real Estate Related, Team Real Education Solutions, LLC
 - 5. 0214028376 - CIPS - Local Markets, 6 hours Real Estate Related, Team Real Education Solutions, LLC
 - 6. 0214028377 - CIPS - The Americas and International Real Estate, 6 hours Real Estate Related, Team Real Education Solutions, LLC
 - 7. 0214028378 - Global Real Estate -Transaction Tools, 6 hours Real Estate Related, Team Real Education Solutions, LLC

8. 0214028379 / 0214028380 – RPR: Informing and Protecting Buyer Clients, 2 hours Real Estate Related or 2 hours Current Industry issues and Trends, Hampton Roads Realtors **(Does this course protect the health, welfare, and safety of the public?)**
9. 0214028384 - Fundamentals of the Financial Calculator, 3 hours Real Estate Related, Knowledge Masters, LLC
10. 0214028385 - Increasing CRE Return & Value with Cost Segregation, 3 hours Real Estate Related, Knowledge Masters, LLC
11. 0214028386 - Foreclosures, Liens & Bankruptcy 1-hour Real Estate Related, FNTIC
12. 0214028387 / 0214028388 - HOA Rules for Real Estate, 1-hour Real Estate Contracts and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
13. 0214028389 / 0214028390 – Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), Institute of Continuing Education
14. 0214028391 / 0214028392 - Understanding the Financing Addendum, 1-hour Real Estate Contracts, and 1-hour Real Estate Related, or 2 hours Real Estate-Related Finance, Institute of Continuing Education
15. 0214028393 / 0214028394 – The Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), Chesapeake Bay & Rivers School of Real Estate
16. 0214028395 – 0214028400 - Pricing Strategies-Mastering the CMA, 1-hour Real Estate Related, or 2 hours Current Industry Issues and Trends, CAAR
17. 0214028399 – Till Death Do Us Part? 1-hour Real Estate Contracts, Institute of Continuing Education
18. 0214028406 - Introduction to Home Inspections for Real Estate Professionals (On-line), 9 hours Real Estate Related, INTERNACHI **(9 hours?)**
19. 0214028407 - How to present a VA offer Sellers will Accept, 3 hours Real Estate Related, HRRRA
20. 0214028412 - Agency: A Complicated Relationship, 1-hour Real Estate Agency, VAR
21. 0214028413 - Antitrust: Monopoly Isn't Just a Game, 1-hour Legal Updates, VAR
22. 0214028414 - Antitrust: Monopoly Isn't Just a Game, 1-hour Broker Management, VAR
23. 0214028415 / 0214028416 - Advertising for Property Managers, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
24. 0214028417 - Agency for Property Managers, 1 hour Broker Management, VAR
25. 0214028418 - Common Legal Hotline Q&A for PM, 1-hour Legal Updates, VAR
26. 0214028419 / 0214028420 - Understanding Credit, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR

27. 0214028421 / 0214028422 - Financing - Just the Facts, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
28. 0214028425 / 0214028426 – REALTOR Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE). CVSRE
29. 0214028427 – Legal Updates, 1-hour Legal Updates, Liz Moore University, LLC
30. 0214028428 / 0214028429 – REIN Contracts 101, 1 hours Real Estate Contracts, or 6 hours Contract Writing, Liz Moore University, LLC
31. 0214028430 / 0214028431 – Don't Get Taken, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
32. 0214028433 / 0214028434 - Landscaping and Land Stewardship BMPs, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VA Polytechnic Institute & State University - **(2 hours of education?)**
33. 0214028435 – Real Estate Closings and Disabilities, 1-hour Real Estate Related, FATIC
34. 0214028436 / 0214028437 – There's a Form for That! 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, SVAR
35. 0214028438- Working with Rentals, 2 hours Broker Management, Cindy Bishop Worldwide, LLC
36. 0214028439 / 0214028440 – Working with Rentals, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
37. 0214028441 – Escrow Requirements, 3 hours Broker Management, Cindy Bishop Worldwide
38. 0214028442 - 2023 New Laws, 1-hour Legal Updates, VAR
39. 0214028443 - Virginia Post-Licensing: Contract Writing V4.0 (On-line), 6 hours Contract Writing, Dearborn Financial Publishing - **(2nd submission due to lack of VA content).**
40. 0214028444 – Ethically Speaking, 1-hour Real Estate Related, VAR
41. 0214028445 - MLS Campus Inc – Contract Writing (On-line), 6 hours Contract Writing, MLS Campus Inc – **(3rd submission denied on 11/22 and 01/23 course not sufficient for post licensing)**
42. 0214028446 - Legal Updates and Flood Hazard, 1-hour Legal Updates, CBSRE
43. 0214028447 / 0214028448 - Legislative and Transaction Forms Update, 1-hour Legal Updates, and 1-hour Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR
44. 0214028449 - Legislative and Transaction Forms Update, 2 hours Broker Management, RAR
45. 0214028450 - Updates on Virginia Real Estate Law, 1-hour Real Estate Related, FNTIC
46. 0214028451 – Real Estate Agency (Classroom), 1-hour Real Estate Agency, Tristar Academy Inc

47. 0214028454 / 0214028455 – General Principles of Escrow, 1-hour Real Estate Contracts, and 2 hours Real Estate Related or 3 hours Escrow Requirements, Institute of Continuing Education
48. 0214028456 - Walk-throughs Gone Wrong, 1-hour Real Estate Contracts, Institute of Continuing Education
49. 0214028457 / 02140258458 - Successful Settlements, 1-hour Real Estate Contracts, and 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
50. 0214028459 - Accredited Buyer's Representative, 2 hours Fair Housing, 3 hours Ethics, 1-hour Real Estate Contracts, and 6 hours Real Estate Related, Team Real Education Solutions, LLC
51. 0214028460 – Real Estate Negotiation Expert (RENE), 8 hours Real Estate Related, Team Real Education Solutions, LLC
52. 0214028461 – Real Estate Agency (On-line), 1-hour Real Estate Agency, Tristar Academy Inc
53. 0214028462 – Real Estate Contracts (On-line), 1-hour Real Estate Contracts, Tristar Academy Inc
54. 0214028463 - Real Estate Contracts (Classroom), 1-hour Real Estate Contracts, Tristar Academy Inc
55. 0214028464 - Legal Updates and Emerging Trends (On-line), 1-hour Legal Updates, Tristar Academy Inc.
56. 0214028465 - Legal Updates and Emerging Trends (Classroom), 1-hour Legal Updates, Tristar Academy Inc.
57. 0214028466 – Preparing a CMA, 3 hours Real Estate Related, PenFed Realty
58. 0214028467 – Dealing with Non-Individual Entities, 1-hour Real Estate Related, Charles Huang PLLC.

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

1. 214028468 – RESPA for Realtors, 2 hours Real Estate Related, Guardian Title and Escrow, LC
- 2.

VII. Pre-License Education Instructors

1. 0230001713 – Tracy Adams – Experience (Principles) **2nd submission denied March 15, 2023, she needed more teaching experience.**
2. 0230001691 – Robert Baird – Experience and Professional Designation (Principles) – **2nd submission denied on July 20, 2022, did not have enough expertise to teach principles**
3. 0230001716 – Alice Scott – Experience and Professional Designation (Principles)

VIII. Pre-License Education Courses

1. 0214028357 – 60-hour Salesperson Principles and Practices of Real Estate (On-line), Hondros College of Business
2. 0214028404 – 45-hour Broker Real Estate Finance (Classroom), Innervision Realty, LLC
3. 0214028405 - 60-hour Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Real Estate Schools
4. 0214028432 – 45-hour Broker Real Estate Law (Classroom), Innervision Realty, LLC

IX. Post-License and Continuing Education Instructor Approval Applications

1. Susan Elizabeth Ramsey
2. Robert K. Major
3. Philip Michael Dancer
4. Kevin Michael Burke
5. Lorraine Geraci
6. Susan Haviland
7. Donna Rae Webster
8. Fred Malek
9. Cara Hunt Erickson
10. Charles H “Chuck” Dunlap
11. Sherri Lynne Thaxton
12. Santiago Luis Montalvo Rodriguez
13. June Elizabeth Jeffrey
14. Matthew Christopher Rawls
15. Margaret Elizabeth Fisher
16. Amanda Jayne Sams
17. Victor Anthony Shaheen
18. Giorgio Danso
19. Janean Lynn Buchner
20. Jeffrey William Thiesing
21. Aimee Knightly Johnson
22. Daniel E Leshner
23. Adria C. Bordas
24. Richard Terrence Hayden
25. Todd Edward Condron – **2nd submission denied on 03/15/2023 for Fair Housing, Ethics, and Finance – reason for the denial did not have enough information/expertise on the application.**
26. Sue Puleo
27. Charles Marshall
28. Dale Anderson
29. Melinda Kaye Baldwin
30. Darreld Russell Shoop III
31. Sarah Elizabeth Devereux Stelmok
32. Karen E. Carpenter Sanders

- 33. Kelly Marie Walker
- 34. Claire Forcier-Rowe
- 35. Jonathan Edward Lyon
- 36. Richard Alfred Leonard
- 37. Marcus Simon – **2nd submission denied on 03/15/2023 for Ethics, and Finance – reason for the denial did not have enough information/expertise on the application.**
- 38. Nicole Elizabeth Marucci

X. New Business

XI. Adjourn

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