



# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Glenn A. Youngkin  
Governor

G. Bryan Slater  
Secretary of Labor

Demetrios J. Melis  
Director

## VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Tuesday, August 15, 2023, at 10:00 a.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Nancy 'Nan' Piland, Committee Chair  
Joseph 'Kemper' Funkhouser, III, Board Member  
David Perry, Board Member  
Kermit 'Kit' Hale

Department Staff Members present: Stephen Kirschner, Deputy Director  
Anika Coleman, Executive Director  
Janice Toole, Licensing Specialist  
Mia Quimpo, Licensing Specialist

Ms. Piland called the meeting to order at 10:00 a.m.

A motion was made to approve the agenda. The Committee approved it unanimously.

### Public Comment

None

### Discussion Items

None

### Real Estate Education Applications

The following applications were recommended for approval without stipulation, unless otherwise noted:

- I. Proprietary School Applications
  1. 0211001353 – Bloom Real Estate Academy, LLC. Richmond, VA  
Contact Person: Jennifer Cox **(The Committee recommends approval pending Correction.)**
  2. 0211001342 – Education Pathways, LLC. Bonita Springs, FL  
Contact Person: Beth Hagan
  3. 0211001356 – Arrow Exterminators, Inc. Atlanta, GA.  
Contact Person: Jason Lamarca **(The Committee recommends deferral upon receipt of application.)**
  4. 0211001357 – Hampton Roads Real Estate Academy, LLC. Carrollton, VA  
Contact Person: Sharon Goodin **(The Committee recommends approval)**

**pending correction.)**

5. 0211001358 – Flagship Realty Partners, LLC. VA Beach  
Contact Person: Troy Brimmer

II. 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. **(The Committee recommends approval contingent on additional information.)**
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. **(The Committee recommends denial. This course does not meet the CE requirements.)**
7. 0214028493 – Performance Leadership-Coach Manage & Mentor, 6 hours Broker Management, Team Real Education Solutions, LLC. (The Committee recommended three hours of credit for this course. **(The Committee recommends three hours of credit.)**)
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. **(The Committee recommends this course for approval pending clarification of course materials.)**
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. **(The Committee recommends denial due to inaccurate course content.)**
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, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR **(The Committee recommends CE Hour reduction from 7 to 4.)**
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. 3
25. 0214028520 / 0214028521 – PSA – Pricing Strategy Advisor, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR. **(The Committee recommends CE hour reduction from 7 to 4.)**
26. 0214028522 - R-E-S-P-E-C-T RESPA to Avoid Penalties and Loss of License Online Video Course V1.0, 2 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com **(The Committee recommends CE hour reduction from 4 to 2.)**
27. 0214028523 / 0214028524 - Inside the Mind of An Appraiser, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA **(The Committee recommends denial due to outdated course material.)**
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. **(The Committee recommends denial due to course content not meeting professionalism standards.)**
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 **(The Committee recommends denial due to course content needs to protect the health, welfare and safety of the public.)**
34. 0214028539 / 0214028540 – Real Estate Investment: Building Wealth Representing Investors and Becoming One Yourself, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA **(The Committee recommends a CE hour reduction from 8 to 4.)**

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), CBRERE (The Committee recommends denial due to inaccurate course content.)**
38. 0214028551 – 1031 Like Lind Exchanges, 1-hour Real Estate Related, Academy of Real Estate
39. 0214028552 / 0214028553 - Reverse Mortgage, 1 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR **(The Committee recommends a CE hour reduction from 3 to 1, PLE denied.)**
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. **(The Committee recommends denial based on non-Virginia specific content.)**
43. 0214028557 - Introduction to Commercial Real Estate Investment, 6 hours Real Estate Related, Knowledge Masters, LLC. 4
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, CBRERE
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 **(The Committee recommends denial due to outdated contract forms.)**
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 **(The Committee recommends denial due to outdated contract forms.)**

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
60. 0214028583 - The Four Main Virginia Contracts Class, 2 hours Real Estate Contracts, Capital Area Title, LLC. dba Universal Title **(The Committee recommends denial due to outdated forms.)**
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 **(The Committee recommends approved pending title name change.)**
65. 0214028589 – Enhanced Policies of Title Insurance, 1-hour Real Estate Related, FATIC **(The Committee recommends approved pending title name change.)**
66. 0214028590 – Foreclosure for Realtors, 1-hour Real Estate Related, FATIC **(The Committee recommends approved pending title name change.)**
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, HRRA
71. 0214028595 - Offensive and Defensive Underwriting for Commercial Real Estate, 2 hours Real Estate Related, HRRA
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, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR **(The Committee recommends CE hour reduction from 8 to 4.)**
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 **(The Committee recommends denial for lack of course material.)**
82. 0214028610 - What every Real Estate Agents should know about Title Insurance, 1-hour Real Estate Related, HRRRA **(The Committee recommends denial for lack of course material.)**
83. 0214028611 – Real Estate Contracts, 1-hour Real Estate Contracts, CBRSSRE **(The Committee recommends denial for lack of course material – inaccurate course content.)**
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 **(The Committee recommends denial for lack of educational content.)**
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:

None

III. Pre-License Education Instructors

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

VIII. Pre-License Education Courses

None

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 – **The Committee recommends this applicant for approval A-10, Title & Deeds.**
6. James F. Perkins
7. Mark Balenger
8. Christine Lynn Stuart - **The Committee recommends denial.**

9. Robert Charles Suling
10. Laura Ann Wakefield
11. Vicki LeAnn Black
12. Stephanie Hanna Campbell **The Committee recommends this applicant for approval of A-10, Title & Deeds.**
13. Derek Edward Owing **The Committee recommends this applicant for approval of Appraisal of Real Property**
14. Richard H. Cockrill
15. Michael Walker **The Committee recommends this applicant for approval of the Negation Course**
16. Lori Ann Bonnell
17. Carrie Lee Fincham **The Committee recommends this applicant for approval of A-9, Finance**
18. John LeTourneau
19. Louise Yopp Baker
20. Teresa Stella Pasiak
21. Jacqueline Feagin
22. James Edward Mitchell III
23. Rachel Anna Davila - **The Committee recommends denial.**
24. Paul Pelish **The Committee recommends this applicant for approval A-10, Title & Deeds.**

The meeting adjourned at 1:48 p.m.