

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

January 18, 2023, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items
 1. VA Specific Courses
 - 2.
- V. Proprietary School Applications
 1. 0211001340 – Knowledge Masters, LLC, Vienna, VA
Contact Person: Byron A. Smith
 2. 0211001341 – Allied Title & Escrow, LLC, Arlington, VA
Contact Person: Donna Kamm
 3. 0211001343 – AllAccess Real Estate & Consulting, Henrico, VA
Contact Person: Traci Ross
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 1. 0214027952 - Contract (On-line), 1-hour Real Estate Contracts, Aspire Real Estate School
 2. 0214027953 - Escrow Requirements (On-line), 3 hours Real Estate Related, Aspire Real Estate School
 3. 0214027954 – Fair Housing (On-line), 2 hours Fair Housing, Aspire Real Estate School
 4. 0214027955 - Ethics and Standards of Conduct (On-line), 3 hours Ethics, Aspire Real Estate School
 5. 0214027956 – Real Estate Agency (On-line), 1-hour Real Estate Agency, Aspire Real Estate School
 6. 0214027957 – Real Estate Financing (On-line), 2 hours Real Estate Related, Aspire Real Estate School
 7. 0214027958 – Risk Management (On-line), 3 hours Real Estate Related, Aspire Real Estate School

8. 0214027959 – 8hr Mandated CE Course, 2 hours Fair Housing, 3 hours Ethics, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, NVAR
9. 0214027961 – The Fireplace, 1-hour Real Estate Related, Pillar to Post
10. 0214027962 – Termites, Where Are They? 1-hour Real Estate Related, Pillar to Post
11. 0214027963 – Carbon Monoxide, 1-hour Real Estate Related, Pillar to Post
12. 0214027964 – Wet Basement, 1-hour Real Estate Related, Pillar to Post
13. 0214027965 – Understanding Newer Homes, 1-hour Real Estate Related, Pillar to Post
14. 0214027966 – Trending Real Estate Topics, 1-hour Real Estate Related, RAR
15. 0214027967 – Trending Real Estate Topics, 1-hour Broker Management, RAR
16. 0214027968 – Qualifying Buyer Under New Regulations, 3 hours Real Estate Related, Dexterity CE, LLC
17. 0214027970 – Licensing Law and Board Regulations, 6 hours Real Estate Law and Board Regulations, MLS Campus Inc.
18. 0214027947- Legal Updates and Emerging Trends (On-line), 1-hour Legal Updates, Aspire Real Estate School
19. 0214027971 – Legal Updates and Emerging Trends, 1-hour Legal Updates, Aspire Real Estate School
20. 0214027981 – Principle-Centered Real Estate Online V1.0, 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. dba REcampus.com
21. 0214027985 – Sticking Points in the REIN Contract, 1-hour Real Estate Contracts, Hunter Hanger & Associates, P.C.
22. 0214027986 – Contracts and Real Estate, 1-hour Real Estate Contracts, Hunter Hanger & Associates, P.C.
23. 0214027993 – VA Post Licensing-Contract Writing V4.0 (On-line), 6 hours Contract Writing, Dearborn Financial Publishing, Inc.
24. 0214028003 / 0214028004 – Real Estate Law and VREB Regulations, 6 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, WAAR
25. 0214028005 – How to be Your Buyers Advocate, 1-hour Real Estate Related, First American Home Warranty
26. 0214028006 – Home Warranty Training, 3 hours Real Estate Related, First American Home Warranty
27. 0214028007 – Navigating the Home Warranty Claims Process, 1-hour Real Estate Related, First American Home Warranty
28. 0214028008 – VA Post-Licensing: Contract Writing (On-line), 6 hours Contract Writing, The CE Shop, LLC
29. 0214028011 – Introduction to Real Estate Investments OnDemand Course V2.0 (On-line), 8 hours Real Estate Related, Dearborn Financial Publishing

30. 0214028013 - Virginia Post-Licensing: Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop LLC
31. 0214028014 - HOAs, POAs, & Condos, 1-hour Real Estate Related, Hunter Hanger & Associates, P.C
32. 0214028015 - Ethics at Work (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop, LLC
33. 0214028016 - The Firm Rules Policies to Mitigate Risk, 6 hours Broker Management, Team Real Education Solutions, LLC **(does this course protect the health, safety, and welfare of the public?)**
34. 0214028017 - Building a Business Plan that Gets Results, 6 hours Broker Management, Team Real Education Solutions, LLC
35. 0214028018 - Designing and Sustaining Successful Teams, 6 hours Broker Management, Team Real Education Solutions, LLC **(does this course protect the health, safety, and welfare of the public?)**
36. 0214028019 - Exit Strategies for Real Estate Brokerage Owners, 6 hours Broker Management, Team Real Education Solutions, LLC **(does this course protect the health, safety, and welfare of the public?)**
37. 0214028020 - Exploring Commercial Financing, 4 hours Real Estate Related, Team Real Education Solutions
38. 0214028021 - Exploring Commercial Real Estate – Multifamily, 4 hours Real Estate Related, Team Real Education Solutions
39. 0214028022 - Exploring Commercial Real Estate – Office, 4 hours Real Estate Related, Team Real Education Solutions
40. 0214028023 - Exploring Commercial Real Estate, 4 hours Real Estate Related, Team Real Education Solutions
41. 0214028024 - Don't Be Fooled-Pitfalls of Real Estate, 2 hours Real Estate Related, Team Real Education Solutions
42. 0214028025 - Global Expansion - Exponentially Growing Your Global Real Estate Business, 4 hours Real Estate Related, Team Real Education Solutions **(does this course protect the health, safety, and welfare of the public?)**
43. 0214028026 - Hot Hot Hot - Tactics for Winning in a Hot Real Estate Market, 3 hours Real Estate Related, Team Real Education Solutions
44. 0214028027 - Launching Your Global Real Estate Business-Part 1, 4 hours Real Estate Related, Team Real Education Solutions **(does this course protect the health, safety, and welfare of the public?)**
45. 0214028028 - Managing a Multi-Generational Business, 6 hours Broker Management, Team Real Education Solutions **(does this course protect the health, safety, and welfare of the public?)**
46. 0214028029 - Position Your Team for Profit, 6 hours Broker Management, Team Real Education Solutions **(does this course protect the health, safety, and welfare of the public?)**
47. 0214028030 - Show Me the Money! Compensation Planning, 6 hours Broker Management, Team Real Education Solutions **(does this course protect the health, safety, and welfare of the public?)**

48. 0214028031 - Team Leadership for Maximum Performance, 6 hours Broker Management, Team Real Education Solutions (**does this course protect the health, safety, and welfare of the public?**)
49. 0214028032 - The Art and Science of Negotiation, 4 hours Real Estate Related, Team Real Education Solutions
50. 021428047 / 0214028048 – Fair Housing, 2 hours Fair Housing (CE/PLE), DAAR
51. 0214028049 – VA Agency Law, 1-hour Real Estate Agency, DAAR
52. 0214028050 – Broker Supervision Course, 2 hours Broker Supervision, DAAR
53. 0214028051 – Broker Risk Management, 3 hours Broker Management, DAAR
54. 0214028052 / 0214028053 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, DAAR
55. 0214028054 – Broker Escrow Management, 3 hours Broker Management, DAAR
56. 0214028055 / 0214028056 – Escrow Management, 3 hours Real Estate Related or 3 hours Escrow Management, DAAR
57. 0214028059 / 0214028060 – Realtor Code of Ethics, 3 hours Ethics (CE/PLE), Granite Street Training
58. 0214028061 / 0214028062 - Demystifying Condos, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Granite Street Training
59. 0214028063 / 0214028064 - Demystifying Condos, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Granite Street Training
60. 0214028065 / 0214028066 - Essentials of Mortgage Lending, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Granite Street Training
61. 0214028067 / 0214028068 - Understanding Finance & Lending, 4 hours Real Estate Related or 2 hours Real Estate-Related Finance, Granite Street Training
62. 0214028069 / 0214028070 - Seller Representative Specialist, 3 hours Ethics, 1 hour Agency, 1-hour Contracts, and 5 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Granite Street Training
63. 0214028071 – Common Contract Addenda, 3 hours Real Estate Contracts, PenFed Realty
64. 0214028072 – Ethics, 3 hours Ethics and Standards of Conduct (PLE), PenFed Realty
65. 0214028073 / 0214028074 – Fair Housing, 2 hours Fair Housing (CE/PLE), PenFed Realty
66. 0214028075 – Mock Settlement, 1-hour Real Estate Related, Highland ACE, LLC
67. 0214028076 / 0214028077 - VA Agency Law, 3 hours Real Estate Agency or 3 hours VA Agency Law, HPDS

68. 0214028078 / 0214028079 – Ethics and Standards of Conduct, 3 hours
Ethics and Standards of Conduct (CE/PLE), HPDS
69. 0214028080 – Real Estate Law and Board Regulations, 6 hours Real
Estate Law and Board Regulations (PLE), HPDS
70. 0214028081 - The Insider's Guide to Commercial Real Estate, 8 hours
Real Estate Related, HPDS
71. 0214028082 - Broker Supervision and Management of Real Estate
Agents, 6 hours Broker Management, and 2 hours Broker Supervision,
HPDS
72. 0214028083 - Real Estate-Related Finance, 2 hours Real Estate-Related
Finance (PLE), HPDS
73. 0214028084 – Current Industry Issues and Trends, 2 hours Current
Industry Issues and Trends (PLE), HPDS
74. 0214028085 - Management of Real Estate Brokerage Firms, 6 hours
Broker Management, WAAR
75. 0214028086 - The Supervising Broker, 2 hours Broker Supervision,
WAAR
76. 0214028087 / 0214028088 – VA Agency Law, 1-hour Real Estate Agency,
and 2 hours Real Estate Related, or 3 hours VA Agency Law, WAAR
77. 0214028089 – VA Agency Law, 3 hours Broker Management, WAAR
78. 0214028090 /0214028091 – VA Escrow Requirements, 3 hours Real
Estate Related, or 3 hours Escrow Requirements, WAAR
79. 0214028092 - VA Escrow Requirements, 3 hours Broker Management,
WAAR
80. 0214028093 – Financing Options: Residential, Commercial and Land, 2
hours Real Estate-Related Finance, NVAR
81. 0214028094 - Contract Writing (On-line), 6 hours Contract Writing, MLS
Campus Inc
82. 0214028095 – Broker Supervision, 2 hours Broker Supervision, LFIRE
83. 0214028096 - Real Estate Ethics & NAR Code of Ethics, 3 hours Ethics,
360training.com, Inc.
84. 0214028097 - Virginia Broker Management, 6 hours Broker Management,
360training.com, Inc.
85. 0214028098 / 0214028099 - RI 501: Agency in Virginia, 1 hours Real
Estate Agency, and 5 hours Real Estate Related, or 3 hours Virginia
Agency Law, VAR
86. 0214028100 / 0214028101 - RI 502: Sales Contracts, 1-hour Real Estate
Contracts, and 5 hours Real Estate Related, or 6 hours Contract Writing,
VAR
87. 0214028102 / 0214028103 - RI 506: Risk Management, 1-hour Legal
Updates, and 5 hours Real Estate Related, or 3 hours Risk Management,
VAR
88. 0214028404 - RI 506: Risk Management – Escrow Requirements, 3 hours
Escrow Requirements (PLE), VAR
89. 0214028105 - RI 503: Business Planning, 2 hours Current Industry Issues
and Trends (PLE), VAR

- 90.0214028106 - RI 505: Working with Sellers, 2 hours Current Industry Issues and Trends (PLE), VAR
- 91.0214028107 - Professional Standards Training 2023, 3 hours Ethics & Standards of Conduct, VAR
- 92.0214028108 / 0214028109 - RI 504: Working with Buyers, 6 hours Real Estate Related, or 2 hours Real Estate-Related Finance, VAR
- 93.0214028110 / 0214028111 - PM 106: Fix It Up – Residential Maintenance, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
- 94.0214028112 / 0214028113 - RI 508: Real Estate Law and VA Regulations, 1-hour Legal Updates, and 5 hours Real Estate Related, or 6 hours Real Estate Law and Board Regulations, VAR
- 95.0214028114 - Virginia Post Licensing: Fair Housing V3.0 (On-line), 2 hours Fair Housing, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 96.0214028115 - Successful Contract Writing, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, and 1-hour Real Estate Related, Funkhouser Real Estate School
- 97.0214028118 - Ethics and Standards of Conduct V2 (Correspondence), 3 hours Ethics and Standards of Conduct (PLE), Moseley Flint Schools of Real Estate
- 98.0214028119 - Ethics and Standards of Conduct V2 (Correspondence), 3 hours Ethics and Standards of Conduct (CE), Moseley Flint Schools of Real Estate
- 99.0214028120 – Easements, 1-hour Real Estate Related, Hunter Hanger & Associates, P.C
- 100.0214028121 - Deeds and Tenancies, 1-hour Real Estate Related, Hunter Hanger & Associates, P.C
- 101.0214028122 - Divorce in a Real Estate Sale, 1-hour Real Estate Related, Hunter Hanger & Associates, P.C
102. 0214028123 – Septic Systems, 1-hour Real Estate Related, GCAAR
103. 0214028124 / 0214028125 - Senior Moves, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, FAAR
104. 0214028126 - Legal Updates and Emerging Trends, 1 hour Legal Updates, Aspire Real Estate School
105. 0214028127 - Legal Updates and Emerging Trends (Correspondence), 1 hour Legal Updates, Aspire Real Estate School
106. 0214028428 - Legal Updates and Emerging Trends (On-line), 1 hour Legal Updates, Aspire Real Estate School

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

- 1.

2.

VII. Pre-License Education Instructors

1. 0230001700 – Michael Edward Cain – Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage and Law)
2. 0230001701 – Tonya Kaye Morrow – Experience and Waiver (Principles)
3. 0230001702 – Diane Lynn Old Ricks – Experience and Professional Designation (Principles)
4. 0230001705 - Kristin Krupp – Education and Professional Designation (Principles, Appraisal, Finance, Brokerage and Law)
5. 0230001703 – Michele Stash – Experience and Professional Designation, (Principles)
6. 0230001706 – Keith Smith - Experience and Waiver, (Principles)
7. 0230001707 – Traci Lynn Ross – Experience and Professional Designation, (Principles)
8. 0230001708 - Florence M.K. Stewart – Professional Designation and Waiver (Principles)
9. 0230001709 – Theresa M. Welch - Professional Designation and Waiver (Principles)
10. 0230001704 – David Hamil – Education and Waiver (Principles)

VIII. Pre-License Education Courses

1. 0214027974 – 60-hours Principles and Practices of Real Estate (On-line), Aceable Real Estate School
2. 0214027982 – 45-hours Real Estate Brokerage (Classroom), DAAR
3. 0214028129 – 60-hours Principles and Practices of Real Estate (Classroom), AllAccess Real Estate School

IX. Post-License and Continuing Education Instructor Approval Applications

1. Samuel Lee Edward Henderson
2. James J. Houser III
3. Shanna Marie Story
4. Rebecca Ann Claggett
5. Mason Dalman-Donohue – 4th submission, additional information attached.
6. Christopher John Nelson
7. John Mark Nelson
8. Carleton Michael Chambers
9. LaSean Regina Pinkney
10. Georgette Houchins
11. Sarah Petcher
12. Emy Rodriguez

X. New Business

XI. Adjourn