



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Glenn A. Youngkin
Governor

Kishore S. Thota
Director

G. Bryan Slater
Secretary of Labor

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, November 6, 2023, at 10:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Nancy Piland, Committee Chair
David Perry, Board Member
Kermit Hale, Board Member

Department Staff Members present: Brian Wolford, Chief Deputy Director
Stephen Kirschner, Deputy Director
Anika Coleman, Executive Director
Gezelle Glasgow, Administrative Coordinator
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Ms. Piland called the meeting to order at 10:12am.

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

Public Comment

Lili Paulk, Education Director for Virginia Realtors, addressed the Committee about a course being approved, but the instructor was not approved. Ms. Paulk resubmitted the application for non-Virginia licensed instructor. Ms. Paulk suggested the Committee consider at future meetings to resolve the issues.

Discussion Items

The Committee discussed changing the November 2024 meeting dates to December of 2024. The Education Committee will meet on December 18th, and the Board will meet on December 19th. The Committee also discussed the pre-licensing waiver requirements. In particular, scenarios where applicants are indicating they have experience as real estate pre-license instructors, although they have not been issued credentials from DPOR. This is an ongoing issue where applicants who have been issued Certified Trainer certificates from Mosley Real Estate School are holding

themselves out as real estate instructors, when in fact, they are trainers. The Committee has decided these applicants will not get credit for being an instructor. However, if they indicate they are trainers, their experience will count towards the three-year requirement. Additionally, the Board staff will make concerted efforts to address these applicants prior to sending their requests to the Committee for approval.

I. Proprietary School Applications

1. 0211001361 – Bravo Maritime Group, Inc. Williamsburg, VA
Contact Person: Valerie Horner
2. 0211001356 – Arrow Exterminators, Inc. Atlanta, GA
Contact Person: Jason Lamarca (**2nd submission needed financial statement**)

II. Post-License and Continuing Education Course Applications

A. Original Post-License and Continuing Education Course Applications, Approved Schools:

1. 0214028798 - A New Look at Contract Law (On-line), 3 hours Real Estate Related, McKissock, LLC.
2. 0214028799 - Brokerage Management (On-line), 6 hours Broker Management and 2 hours Broker Supervision, McKissock, LLC. - **The Committee recommended this course be denied due to there being no Virginia specific content.**
3. 0214028800 - Finding Your Focus: Niche Marketing for Real Estate (On-line), 3 hours Real Estate Related, McKissock, LLC. - **The Committee recommended this course be approved for only 2 hours.**
4. 0214028801 - From Contract to Closing: A Breakdown of the Real Estate Market (On-line), 2 hours Real Estate Related, McKissock, LLC.
5. 0214028802 – Going Green: Elements of an Eco-friendly Home (On-line), 3 hours Real Estate Related, McKissock, LLC.
6. 0214028803 - Service, Support and Companion Animals (On-line), 2 hours Real Estate Related, McKissock, LLC.
7. 0214028804 - 6 Hrs. Broker Management w/ 2 Hrs. Broker Supervision (Correspondence), HRRRA
8. 0214028805 - Service, Support and Companion Animal (Correspondence), 2 hours Real Estate Related, McKissock, LLC.
9. 0214028806 - JMan's Tech Tools (On-line), 2 hours Real Estate Related, McKissock, LLC.
10. 0214028807 - Lead Alert: A Guide for Property Manager (On-line), 3 hours Real Estate Related, McKissock, LLC.
11. 0214028808 - NAR: May the Code Be with You (On-line), 3 hours Ethics & Standards of Conduct, McKissock, LLC.
12. 0214028809 - Real Estate Investing: Beyond the Basics (On-line), 4 hours Real Estate Related, McKissock, LLC.

13. 0214028810 - Real Estate Trust Accounts (On-line), 2 hours Real Estate Related, McKissock, LLC. - **The Committee recommended this course be denied as it does not include Virginia specific information and does not cite regulations or code.**
14. 0214028811 - Real Estate Safety: Protect Yourself and Your Clients (On-line), 3 hours Real Estate Related, McKissock, LLC.
15. 0214028812 - Virginia Real Estate Law Combo (On-line), 2 hours Fair Housing, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, McKissock, LLC. - **The Committee recommended this course be denied as it does not include Virginia specific information and does not cite regulations or code.**
16. 0214028813 - Listing Agreements (Correspondence), 3 hours Real Estate Related, McKissock, LLC.
17. 0214028814 - Virginia Legal Updates, Emerging Trends and Ethics (On-line), 3 hours Ethics & Standards of Conduct, and 1-hour Legal Updates, McKissock, LLC. - **The Committee recommended this course be denied as it does not include Virginia specific information and Code of Ethics not correct.**
18. 0214028815 - A Day in the Life of a Buyer Agent (Correspondence), 3 hours Real Estate Related, McKissock, LLC.
19. 0214028816 - Real Estate Safety: Protect Yourself (Correspondence), 3 hours Real Estate Related, McKissock, LLC.
20. 0214028817 - Virginia Legal Updates, Emerging Trends and Ethics (Correspondence), 3 hours Ethics & Standards of Conduct, and 1-hour Legal Updates, McKissock, LLC. - **The Committee recommended this course be denied as 1 hour of legal updates are not current**
21. 0214028819 / 0214028820 – Trust & Estates, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide
22. 0214028821 - Trust & Estates, 2 hours Broker Management, Cindy Bishop Worldwide
23. 0214028822 – Real Estate Finance 101, 2 hours Real Estate-Related Finance, Liz Moore University, LLC.
24. 0214028823 – Risk Management 101, 3 hours Risk Management, Liz Moore University, LLC.
25. 0214028824 – RESPA 101, 1-hour Real Estate Related, Liz Moore University, LLC.
26. 0214028829 - Understanding 1031 Tax-Free Exchanges V4.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc., d.b.a. REcampus.com
27. 0214028831 / 0214028832 – Listing Tools master's Use, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide - **The Committee recommended this course be approved.**
28. 021402883 - Listing Tools Master's Use, 2 hours Broker Management, Cindy Bishop Worldwide - **The Committee recommended this course be approved.**

- 29.0214028834 – RESPA for Real Estate Agents, 2 hours Real Estate Related, Champion University - **The Committee recommended this course be approved for only 1 hour.**
- 30.0214028835 - Solving the Downpayment Dilemma Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 31.0214028836 - Fair Housing V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 32.0214028837 - Repurposing Property: Friend, Foe, or the American Dream? V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 33.0214028838 - Houses: Buy, Fix, Sell! V1.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 34.0214028839 - VA Broker Supervision Requirements, 2 hours Broker Supervision, RAR - **The Committee recommended this course be approved.**
- 35.0214028840 - Foreclosures, Short Sales, and REOs: Tools for Success in Today's Market V3.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 36.0214028841 - Introduction to Commercial Real Estate Sales V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 37.0214028842 - Protecting Elders from Real Estate Scams Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 38.0214028843 - The Basics of the 1031 Tax-Deferred Exchange (On-line), 2 hours Real Estate Related, Real University, Inc. - **The Committee recommended this course be denied due to being unable to review.**
- 39.0214028844 - Buyer's Agency Representation (On-line), 2 hours Real Estate Agency, Real University, Inc. - **The Committee recommended this course be denied due to being unable to review.**
- 40.0214028845 - Escrow Account and How to Manage It (On-line), 3 hours Real Estate Related, Real University, Inc. - **The Committee recommended this course be denied due to not being in a structured manner to be able to review course material.**
- 41.0214028846 - What Are the Types of Deeds Used to Convey Title in Real Estate (On-line), 2 hours Real Estate Related, Real University, Inc. - **The Committee recommended this course be denied.**
- 42.0214028847 - Comparative Basics VA Purchase Contracts, 1-hour Real Estate Contracts, VAR
- 43.0214028848 - Contracts, Purchase and Sales Agreements (On-line), 4 hours Real Estate Contracts, 360training.com, Inc.
- 44.0214028849 - Environmental Hazards (On-line), 4 hours Real Estate Related, 360training.com, Inc. - **The Committee recommended this course be approved for only 2 hours.**

45. 0214028850 – Leases (On-line), 4 hours Real Estate Related, 360training.com, Inc. - **The Committee recommended this course be approved for only 2 hours.**
46. 0214028851 - Liens, Taxes and Foreclosures (On-line), 3 hours Real Estate Related, 360training.com, Inc.
47. 0214028852 – Code of Ethics (On-line), 6 hours Ethics and Standards of Conduct, 360training.com, Inc. - **The Committee recommended this course be denied due to out-of-date course materials.**
48. 0214028853 - Trust, Estates & Powers of Attorney, 1-hour Real Estate Related, HRRRA
49. 0214028856 - Lose That Paper Weight - Moving to Paperless Transactions (On-line), 3 hours Real Estate Related, Aceable Real Estate School - **The Committee recommended this course be approved for only 1 hour.**
50. 0214028878 / 0214028879 - Loans & Financing 102, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Williamsburg Real Estate School
51. 0214028880 / 0214028881 - Credit Fundamentals For A Successful Home Purchase, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Williamsburg Real Estate School
52. 0214028882 - Short Term Rentals, 1-hour Real Estate Related, Williamsburg Real Estate School
53. 0214028883 – Safety Strategies, 1- hour Broker Management, FAAR
54. 0214028884 - Safety Strategies, 1-hour Real Estate Related, FAAR
55. 0214028885 / 0214028886 - Tax Minimization for Realtors, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE - **The Committee recommended this course be denied.**
56. 0214028887 - 7 Deadly Sins of Sales 2.0, 3 hours Real Estate Related, HRRRA
57. 0214028888 - 1031 Exchange, 1-hour Real Estate Related, TRSRE
58. 0214028889 – Contracts, 6 hours Contract Writing (PLE only), Four Pillars Inc, dba NorthStar Real Estate Academy
59. 0214028890 / 0214028891 – Legal Updates, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, Four Pillars Inc, dba NorthStar Real Estate Academy - **The Committee recommended this course be denied due to out-of-date course materials.**
60. 0214028892 - Broker Supervision, 2 hours Broker Supervision, Four Pillars Inc, dba NorthStar Real Estate Academy
61. 0214028503 - Pricing the Property, 1-hour Real Estate Related, Four Pillars Inc, dba NorthStar Real Estate Academy (**previously denied due to inaccurate course content**)
62. 0214028529 - Brokers and Teams Leadership, 1 hour Broker Management, Four Pillars Inc, dba NorthStar Real Estate Academy (**previously denied due to course content not meeting professionalism standards.**)

63. 0214028894 / 0214028895 – Fair Housing, 2 hours Fair Housing (CE or PLE), Four Pillars Inc, dba NorthStar Real Estate Academy
64. 0214028896 – An Introduction to Agency, 1-hour Real Estate Agency, Cobalt Settlements, LLC.
65. 0214028897 / 0214028898 – Fair Housing, 2 hours Fair Housing (CE or PLE), New World Tile & Escrow
66. 0214028899 - Cybersecurity Best Practices for Real Estate Professionals (On-line), 4 hours Real Estate Related, WebCE, Inc. - **The Committee recommended this course be approved for only 2 hours.**
67. 0214028900 – Introduction to Contracts, 1-hour Real Estate Contracts, Cobalt Settlements, LLC.
68. 0214028901 – Fair Housing, 2 hours Fair Housing, Cobalt Settlements, LLC.
69. 0214028903 - Staging to Sell What Every Agent Should Know, 3 hours Real Estate Related, Real Estate Staging Association - **The Committee recommended this course be denied as it does not protect the health, safety, and welfare of the public.**
70. 0214028904 – Navigating the Post-Settlement Occupancy Agreement, 1-hour Real Estate Contracts, Cobalt Settlements, LLC.
71. 0214028905 / 0214028906 - Contract Writing, 1 hours Real Estate Contracts, and 5 hours Real Estate Related or 6 hours Contract Writing, CVSRE
72. 0214028907 - What Lies Beneath? Digging Up the Facts about Underground Oil Tanks, 1-hour Real Estate Related, RAR
73. 0214028908 / 0214028909 - What Lies Beneath? Digging Up the Facts about Underground Oil Tanks, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
74. 0214028910 - Establishing Broker Policies and Procedures (On-line), 3 hours Broker Management, System Effect, LLC dba Training Cove
75. 0214028917 / 0214028918 - What Lies Beneath? Digging Up the Facts about Underground Oil Tanks, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR **(PLE course withdrawn)**
76. 0214028783 - Fair Housing (On-line), 2 hours Fair Housing, Education Pathways, LLC -- **The Committee recommended this course be approved.**
77. 0214028934 - Legal Updates and Issues of Flooding (On-line), 1-hour Legal Updates, Education Pathways, LLC. - **The Committee recommended this course be approved.**
78. 0214028935 – 0214028936 - Professional Enforcement of the Code 2024, 3 hours Ethics and Standards of Conduct (CE or PLE), RAR
79. 0214028574 / 0214028575 – VR vs REIN Contract Comparison, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, Peninsula Real Estate School **(previously denied due to outdated contract forms)**

80. 0214028937 / 0214028938 - Asking for a Friend, 1-hour Legal Updates, and 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR
81. 0214028939 – Asking for a Friend, 3 hours Broker Management, RAR
82. 0214028940 - Appraisals.... Figuring The Numbers, 3 hours Broker Management, Cindy Bishop Worldwide
83. 0214028941 - Realtor Code of Ethics 2023 (On-line), 3 hours Ethics and Standards of Conduct, Education Pathways, LLC.
84. 0214028785 - Real Estate Contract Law (On-line), 3 hours Real Estate Contracts, Education Pathways, LLC **(previously denied due to inaccurate course content)**
85. 0214028942 / 0214028943 - Seller Representative Specialist, 8 hours Real Estate Related or 3 hours Ethics and Standards of Conduct (PLE), HRRRA
86. 0214028944 - 16 Hour Correspondence Course, 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, HRRRA **(The Committee recommended this course be denied due to Code of Ethics not up to date)**
87. 0214028945 / 0214028946 - VRLTA and 2023 Legislative Update, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
88. 0214028947 - VRLTA and 2023 Legislative Update, 2 hours Broker Management, VAR
89. 0214028948 / 0214028949 - Conflict Resolution, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
90. 0214028952 – Legal Update with Flood Content, 1-hour Legal Updates, CVSRE
91. 0214028953 / 0214028954 – Fair Housing, 2 hours Fair Housing (CE or PLE). CVSRE -
92. 0214028955 / 0214028956 – CSI Protection, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE - **The Committee recommended this course be approved for only 2 hours.**
93. 0214028959 / 0214028960 – Home Inspection Basics 101, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection, LLC.
94. 0214028793 - VA RE Mandatory 8 Hour CE Course, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate **(previously denied due to VA protected classes not in the course)-The Committee recommended this course be denied due to Code of Ethics not up to date.**
95. 0214028970 - VA RE Mandatory 8 Hour CE Course (On-line), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to Code of Ethics not up to date.**

96. 0214028792 - VA RE Mandatory 8 Hour CE Course (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to Code of Ethics not up to date.**
97. 0214028556 - 16 Virginia 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 - **The Committee recommended this course be denied due to Code of Ethics not up to date.**
98. 0214028971 - Documents Disclosures and Directives Webinar, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to Code of Ethics not up to date.**
99. 0214028972 - Agency Dilemmas: What Do You and Don't You Know? – Webinar, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to out of date material.**
100. 0214028974 - 45 Day Countdown with the 1031 Exchange- Webinar (virtual class), 4 hours Real Estate Related, Moseley Flint Schools of Real Estate - **The Committee recommended this course be approved for only 2 hours.**
101. 0214028975 - What You Need to Know: Transitioning from Residential to Commercial Real Estate – Webinar (Virtual Classroom), 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
102. 0214028976 - Real Estate Ethics and Standards of Conduct, 4 hours Ethics and Standards of Conduct, Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to not having current code.**
103. 0214028977 - Contracts Agency Fair Housing – Webinar, 2 hours Fair Housing, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate
104. 0214028978 – VA Real Estate Mandated Law Update, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, HPDS - **The Committee recommended this course be denied.**
105. 0214028979 / 0214028980 - Fair Housing 2023, 2 hours Fair housing (CE or PLE), HPDS **The Committee recommended this course be denied.**
106. 0214028981 / 0214028982 - Escrow Requirements 2023, 3 hours Real Estate Related or 3 hours Escrow Requirements, HPDS -
107. 0214028983 / 0214028984 – Contract Writing, 1-hour Real Estate Contracts, and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS - **The Committee recommended this course be denied.**

108. 0214028985 – Risk Management, 3 hours Risk Management (PLE only), HPDS - **The Committee recommended this course be denied.**
109. 0214028986 / 0214028987 – Fair Housing, 2 hours Fair Housing (CE or PLE), CBR/SRE
110. 0214028988 - 7 Deadly Sins Sales 2.0, 2 hours Real Estate Related, HRRRA
111. 0214028989 – 6 hrs. Broker Management w/ 2 hrs. Broker Supervision, 6 hours Broker Management and 2 hours Broker Supervision, HRRRA
112. 0214028990 - Real Estate Finance (On-line), 3 hours Real Estate Related, 360training.com, Inc.
113. 0214028991 - Ground Lease Investment Fundamentals, 3 hours Real Estate Related, Knowledge Masters, LLC - **The Committee recommended this course be approved for only 2 hours.**
114. 0214028992 / 0214028993 - Our Industry is CHANGING - Are you Ready! 1-hour Real Estate Agency, and 2 hours Real Estate Related or 3 hours VA Agency Law, TRSRE
115. 0214028996 – Contract Review: A Tale of Two Contracts, 1-hour Real Estate Contracts, RGS Title Real Estate Academy
116. 0214028997 - NVAR Sales Contract Listing Agent Primer, 1-hour Real Estate Contracts, RGS Title Real Estate Academy
117. 0214028998 - Closings with A Twist, 1-hour Real Estate Related, RGS Title Real Estate Academy
118. 0214028999 / 0214029000 - Current Industry Standards and Trends, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RGS Title Real Estate Academy
119. 0214029001 – FIRPTA Requirements, 1-hour Real Estate Related, RGS Title Real Estate Academy
120. 0214029002 / 0214029003 – Fair Housing, 2 hours Fair Housing (CE or PLE), RGS Title Real Estate Academy
121. 0214029004 - Resale Disclosure Act, 1-hour Real Estate Related, RGS Title Real Estate Academy
122. 0214029005 – Powers of Attorney, 1-hour Real Estate Related, RGS Title Real Estate Academy
123. 0214029006 – Surveys and Easements, 1-hour Real Estate Related, RGS Title Real Estate Academy
124. 0214029007 – Tax Matters in the Sale of Real Estate, 1-hour Real Estate Related, RGS Title Real Estate Academy
125. 0214029008 – NVAR Sales Contract Selling Agent Primer, 1-hour Real Estate Contracts, RGS Title Real Estate Academy
126. 0214029011 - Real Estate Agency, 1-hour Real Estate Agency, Alltech Title dba ATG Title
127. 0214029012 / 0214029013 - Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, (CE or PLE), Alltech Title dba ATG Title
128. 0214029014 – Ethics and Standards of Conduct, 3 hours Ethics (PLE only), Alltech Title dba ATG Title

129. 0214029015 – 2023 Legal Updates with Flood, 1-hour Legal Updates, Alltech Title dba ATG Title
130. 0214029016 / 0214029017 - Deconstructing New Home Contract 2023, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
131. 0214029018 / 0214029019 - Distressed Properties: Short Sales, Foreclosures & Bank Owned Properties, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
132. 0214029020 / 0214029021 - Top Preleasing Issues in Landlord Tenant Law, 1-hour Legal Updates, and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
133. 0214029022 – Broker Supervision, 2 hours Broker Supervision, RAR
134. 0214028780 - Virginia Real Estate License Renewal (On-line), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 3 hours Real Estate Contracts, and 6 hours Real Estate Related, Education Pathways, LLC **(Previously denied due to Guidance Document not on the application)**
135. 0214029024 - Earnest Money Deposits, 1-hour Real Estate Contracts, MBH Settlement Group, LC.
136. 0214029025 / 0214029026 - Let's Inspect This a Little More Closely, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
137. 0214029027 - Living the Dream, 1-hour Real Estate Related, MBH Settlement Group, LC.
138. 0214029028 / 0214029029 - Understanding the Residential Sales Contract, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
139. 0214029030 / 0214029031 - Understanding the Sales Contract for Unimproved Land, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
140. 0214029033 - Navigating Real Estate Contingencies, 1-hour Real Estate Contracts, Charles Huang PLLC. - **The Committee recommended this course be denied due to licensees do not draft contracts.**
141. 0214029034 - Legal Updates, 1-hour Legal Updates, Charles Huang PLLC.
142. 0214029035 - Ethics and Legal Updates – Webinar, 3 hours Ethics and Standards of Conduct, and 1-hour Legal Updates, Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to Code of Ethics not up to date.**
143. 0214029036 - Common Contract Contingencies, 1-hour Real Estate Related, New World Title & Escrow
144. 0214029039 - Real Estate Auctions (On-line), 1-hour Real Estate Related, The CE Shop LLC.
145. 0214029040 - Residential Property Management Essentials (On-line), 4 hours Real Estate Related, The CE Shop LLC.

146. 0214029041 - Document Diligence Safeguarding Your Transactions (On-line), 4 hours Real Estate Related, The CE Shop, LLC.
147. 0214029042 - Section 1031 Tax Deferred Exchanges (On-line), 3 hours Real Estate Related, The CE Shop, LLC.
148. 0214029043 - Working with Real Estate Investors (On-line), 3 hours Real Estate Related, The CE Shop, LLC.
149. 0214029044 – Fair Housing, 2 hours Fair Housing, (PLE only), New Millennium Univ.
150. 0214029045 – VA Agency Law, 3 hours VA Agency Law, (PLE only), New Millennium Univ.
151. 0214029046 – Contract Writing, 6 hours Contract Writing, (PLE only), New Millennium Univ.
152. 0214029047 – Escrow Requirements, 3 hours Escrow Requirements, (PLE only), New Millennium Univ.
153. 0214029048 - Ethics Standards of Conduct, 3 hours Ethics and Standards of Conduct, (PLE only), New Millennium Univ.
154. 0214029049 - New Kids on the Block- Millennials in Real Estate (On-line), 3 hours Real Estate Related, Aceable Real Estate School - **The Committee recommended this course be approved for only 1 hour.**
155. 0214029050 – At Home with Diversity, 2 hours Current Industry Issues and Trends (PLE only), CVSRE
156. 0214029051 - Benefits of 1031 Exchange for Investment Clients (On-line), 3 hours Real Estate Related, Digital Learning Centers LLC dba REMI School of Real Estate LLC. - **The Committee recommended this course be approved for only 2 hours.**

B. Original Post-License and Continuing Education Course Applications, Pending Schools: None.

III. Pre-License Education Instructors

1. 0230001726 – Jerome Friedlander - VA State Bar Member Practicing RE Law and Waiver Option (Real Estate Law)
2. 0230001727 – John McInnis – Experience and Professional Designation (Principles, Law, Brokerage, Appraisal, and Finance) - **The Committee recommended this application be denied due to misrepresentation on application.**
3. 0230001721 – Helen Tucker – Experience and Waiver (Principles, Appraisal, Finance, Brokerage, and Law) - **The Committee recommended this application be denied due to misrepresentation on application.**
4. 0230001728 – Adrienne Campbell – Experience and Teaching Credentials (Principles, Appraisal, Finance, Brokerage, and Law)

IV. Pre-License Education Courses

1. 0214028830 – 60-hours Salesperson Principles and Practices of Real Estate (On-line), 360 TRAINING.COM, INC. - **The Committee recommended this course be denied due to out-of-date course materials.**
2. 0214028930 - 60-hours Salesperson Principles and Practices of Real Estate (On-line), Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to out-of-date course materials.**
3. 0214028931 – 15-hours Salesperson Principles and Practices of Real Estate (On-line), Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to out-of-date course materials.**
4. 0214028932 - 15-hours Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to out-of-date course materials.**
5. 0214028933 - 15-hours Salesperson Principles and Practices of Real Estate (Classroom), Moseley Flint Schools of Real Estate - **The Committee recommended this course be denied due to out-of-date course materials.**
6. 0214028958 – 60-hours Principles and Practices of Real Estate (On-line), The CE Shop, LLC. - **The Committee recommended this course be reviewed at the Committee meeting in January due to a conflict of interest and no quorum.**
7. 0214029037 – 60-hours Principles and Practices of Real Estate (Correspondence), Queen Academy of Real Estate - **The Committee recommended this course be denied due to out-of-date course materials.**
8. 0214029038 - 60-hours Principles and Practices of Real Estate (Classroom), Albemarle Area School of Real Estate - **The Committee recommended this course be denied due to out-of-date course materials.**

V. Post-License and Continuing Education Instructor Approval Applications

1. Melea Lyn Lemon
2. Dalton Campbell
3. Sharon Lee Howard
4. Russel Baird Adams III - **The Committee recommended this applicant for approval under all requested categories except Taxes in Real Estate.**
5. Willard Henry Saunders - **The Committee recommended this applicant for approval under all requested categories except Taxes in Real Estate,**

Regulatory Statutes, Housing Legislation, Land Use, Business Law and Real Estate Economics.

6. Kellye Curtis Clarke - **The Committee recommended this applicant for approval under all requested categories except Housing Legislation.**
7. Gina Pagnato Parello
8. Brian Baird - **The Committee recommended this applicant for approval under all requested categories except all topics listed under Additional Categories.**
9. Rebecca Lee McAnallen - **The Committee recommended this applicant for approval for Title – Deeds; Liens; Real Property and Title Insurance; Search, Examination and Registration of Title; and Title Closing.**
10. John Battaile Jr. - **The Committee recommended this applicant for approval for Title – Deeds; Liens; Real Property and Title Insurance; Search, Examination and Registration of Title; and Title Closing.**
11. Tiffany L. Hardgrave - **The Committee recommended this applicant be denied as the course was not approved.**
12. Ernie Matta - **The Committee recommended this applicant be denied as the course was not approved.**
13. Eric Marshall Brindley - **The Committee recommended this applicant for approval for Title – Deeds; Liens; Real Property and Title Insurance; Search, Examination and Registration of Title; and Title Closing.**
14. Shavon Gunnell - **The Committee recommended this applicant for approval subject to receiving the corrected application.**
15. Shaun Whiteley - **The Committee recommended this applicant for approval subject to receiving the corrected application.**
16. Adrienne Campbell
17. John McInnis – **The Committee recommended this applicant be denied.**
18. Brendan Patrick White - **The Committee recommended this applicant be approved.**

VI. New Business

Discussion to move meeting times to 12pm.

VII. Adjourn

The meeting adjourned at 2:12 p.m.