

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

March 20, 2024, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items
 1. Helen Tucker – Question 11 on the Pre-license Instructor application.
 2. Real Estate Board Education PLE/CE Course Approval Bulletin
- V. Proprietary School Applications
 1. 0211001366 - Key Real Estate Partners, Inc, dba: Tranzon Key, Fairfax, VA. Contact Person: Jeffrey Stein
 2. 0211001367 – Blue Sky Online Real Estate School, LLC. Luray, VA. Contact Person: Yael Tuzir
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 1. 0214029254 / 0214029255 – Real Estate Negotiation Expert (RENE), 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
 2. 0214029256 / 0214029257 - Home Sale Contingencies, 1-hour Real Estate Contracts and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
 3. 0214029258 / 0214029259 – New Home Construction, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
 4. 0214029263 / 0214029264 - Field Ramifications of Lawsuits and DOJ, 3 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Four Pillars Education, Inc. dba NorthStar Real Estate Academy
(Commissions are discuss in this course)
 5. 0214029266 - Cybersecurity for Real Estate Brokers, 1 hour Broker Management, VAR
 6. 0214029267 - AI, ChaptGPT, the Law and COE for Broker, 1-hour Broker Management, VAR
 7. 0214029268 - Contracts: Back to Basics, 1-hour Real Estate Contracts, VAR

8. 0214029269 – Home Exteriors: Training for RE Pros, 2 hours Real Estate Related, NPI, Inc.
9. 0214029270 – Home Inspection 101, 2 hours Real Estate Related, NPI, Inc.
10. 0214029272 – Water: A Home’s Biggest Threat, 2 hours Real Estate Related, NPI, Inc.
11. 0214029273 – Understanding Older Homes, 2 hours Real Estate Related, NPI, Inc.
12. 0214029274 / 0214029275 – Mortgage Fraud, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
13. 0214029276 - Certified Real Estate Negotiator, 2 hours Real Estate Related, WebCE, Inc.
14. 0214029295 - Rain Making/ Selling by Phone, 1-hour Real Estate Related, HRRRA **(Does this course protect the health, welfare, and safety of the public?)**
15. 0214029296 - Client-Centric Presentation Skills in Real Estate, 2 hours Real Estate Related, HRRRA **(Does this course protect the health, welfare, and safety of the public?)**
16. 0214029297 - VA Loans Ins and Outs, 2 Real Estate Related, HRRRA
17. 0214029298 - Flood Certification For REALTORS, 2 hours Real Estate Related, HRRRA
18. 0214029299 - What Lies Beneath? Facts about Underground Oil Tanks, 1-hour Real Estate Related, HRRRA
19. 0214029301 – The Basics of the 1031 Tax-Deferred Exchange (On-line), 2 hours Real Estate Related, REAL University, Inc. **(This course was previously deficient due to the running dialogue course material).**
20. 0214029302 - Home Inspection Expectations, 4 hours Real Estate Related, InnerVision Realty LLC.
21. 0214029306 – Certified Negotiation Expert (CNE), 6 hours Real Estate Related, HCG Real Estate School, LLC.
22. 0214029307 - Salesperson CE Courses for Renewal, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Kirks Institute
23. 0214029308 - The Do's and Don'ts of Working with Special Needs Clients, 3 hours Real Estate Related, HRRRA
24. 0214029309 - 16 Hour Correspondence Course, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, Real Estate Contracts and 8 hours Real Estate Related, HRRRA
25. 0214029310 – Easements Basic Course, 1-hour Real Estate Related, FNTIC
26. 0214029311 / 0214029312 - The Code of Ethics - Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct (CE or PLE), Peninsula Real Estate School
27. 0214029314 / 0214029315 - Seller Representative Specialist (SRS), 3 hours Ethics, 3 hours Real Estate Agency, and 2 hours Real Estate

- Contracts and 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
28. 0214029316 - Seller Representative Specialist (SRS), 3 hours VA Agency Law (PLE only), RAR
 29. 0214029320 - Seller Representative Specialist (SRS), 3 hours Ethics (PLE only), RAR
 30. 0214029321 / 0214029322 - Military Relocation Professional (MRP), 2 hours Real Estate Contracts and 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
 31. 0214029329 - Assumable Mortgages In Virginia, 1 hour Real Estate Related, The RGS Real Estate Academy
 32. 0214028983 / 0214028984 – Contract Writing, 1-hour Real Estate Contracts, and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS **(deficient at January meeting)**
 33. 0214028985 – Risk Management, 3 hours Risk Management (PLE only), HPDS **(pre-licensing material?)**
 34. 0214029330 / 0214029331 – Contract Essentials, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, CAAR
 35. 0214029332 / 0214029333 – Contract Writing, 2 hours Real Estate Contracts, and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, CAAR
 36. 0214029339 - Contract Writing, 6 hours Contract Writing (PLE only), Horizon Real Estate School Inc.
 37. 0214029340 - Fair Housing, ADA and Civil Rights, 2 hours Fair Housing (PLE only), Horizon Real Estate School Inc.
 38. 0214029341 – Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct (PLE only), Horizon Real Estate School Inc.
 39. 0214029342 - Contract Writing, 6 hours Contract Writing (PLE only), Horizon Real Estate School Inc. **(contract writing?)**
 40. 0214029343 / 0214029344 - Home Inspection Contingency: A Refresher, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
 41. 0214029345 / 0214029346 - Spring Market Strategies, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
 42. 0214029347 – 1031 Tax Deferred Exchanges, 1-hour Real Estate Related, NRVSRE
 43. 0214029348 / 0214029349 - Let's Get Ethical, 3 hours Ethics (CE or PLE), VAR
 44. 0214029350 – Social Media Advertising, 1 hour Broker Management, VAR
 45. 0214029351 - Social Media Advertising, 1-hour Legal Updates, VAR
 46. 0214029352 - Lessons in Contracts, 1hour Real Estate Contracts, VAR
 47. 0214029355 - Negotiating The Best Contract, 3 hours Real Estate Related, GCAAR

48. 0214029356 / 0214029357 - Update on Legislation and Property Management Issues, 3 hours Legal Updates or 2 hours Current Industry Issues and Trends, FutureLaw
49. 0214029358 / 0214029359 - 2024 Ethics Seminar, 3 hours Ethics (CE or PLE), Harrisonburg Rockingham
50. 0214029360 - Cover Your License: Avoid Broker Liability and Stay Out of Court, 1-hour Real Estate Related, Hunter Hanger and Associates

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

- 1.
- 2.

VII. Pre-License Education Instructors

1. 0230001714 – Victoria Lynn Bailey – Professional Designation and Waiver (Principles)
2. 0230001734 – Sean Munson – Experience and Professional Designation, (Principles)

VIII. Pre-License Education Courses

1. 0214029353 – 60 hours Salesperson Principles and Practices of Real Estate (On-line), HRRRA

IX. Post-License and Continuing Education Instructor Approval Applications

1. Craig Grant
2. Debra Lynn Monette
3. Andrea Dolan
4. Candace Perry
5. John Hopkins
6. Christopher Kenneth
7. Michael Lee
8. John Charles Lanzone
9. Kathleen Danielson
10. Matthew J. Haddix
11. John Young
12. Tyrrell Wayne Gauthier
13. John Addison Barnhardt
14. Faiz Shaheen
15. Gregory Edward Flynn

X. New Business

XI. Adjourn

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Materials contained in this agenda are proposed topics for discussion
And are not to be construed as regulation or official board position
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