



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

Ralph S. Northam
Governor

Brian Ball
Secretary of
Commerce and Trade

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, July 15, 2020, at 1:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Lynn Grimsley
Steve Hoover, Board Chair

Department Staff Members present: Mary Broz Vaughn, DPOR Director
Jim Chapman, Board and Regulatory Administrator
Janice Toole, Licensing Specialist
Mia Quimpo, Licensing Specialist

Ms. Grimsley called the meeting to order at 1:15 p.m.

Due to the national health crisis resulting from the novel coronavirus, the Education Committee was unable to meet in March and May of 2020. As a result, the Committee considered the agendas for the March, May, and July 2020 meetings together. A motion was made to approve the agenda. The Committee approved it unanimously.

The Committee considered and recommended approval of an application that did not make the agenda due to an error by Board staff.

The Committee recommended that the application be approved upon reviewing the course material.

Public Comment

There were no public comments.

The following applications submitted for the March 2020 meeting were approved without stipulation from unless noted otherwise:

- I. Continuing Education Course Applications
 - A. Previously-approved Continuing Education Course Applications, Approved Schools **(Review for Instructor Only – Attachment 2)**:
 1. 0214025220 Everyday Ethics in Real Estate (On-line), 4 hours Ethics and Standards of Conduct, CHC, Inc. REMAX Regency **(Charles B. Cornwell Jr.)**
 2. 0214025221 VA 8-hour Mandatory Topics V4 (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency,

- and 1 hour Real Estate Contracts, , CHC, Inc. REMAX Regency (**Charles B. Cornwell Jr.**)
3. 0214025222 The Truth About Mold V3.1 (On-line), 4 hours Real Estate Related, CHC, Inc. REMAX Regency (**Charles B. Cornwell Jr.**)
 4. 0214025223 Understanding Credit and Improving Credit Scores: What Agents Need to Know V3.0 (On-line), 3 hours Real Estate Related, CHC, Inc. REMAX Regency (**Charles B. Cornwell Jr.**)
 5. 0214025226 Red Flags: Property Inspection Guide, 4 hours Real Estate Related, CHC, Inc. REMAX Regency (**Charles B. Cornwell Jr.**)
 6. 0214025230 Real Estate Finance Today V9.0 (On-line), 4 hours Real Estate Related, CHC, Inc. REMAX Regency (**Charles B. Cornwell Jr.**)
 7. 0214025231 Property Management & Managing Risks (On-line), 4 hours Real Estate Related, CHC, Inc. REMAX Regency (**Charles B. Cornwell Jr.**)
 8. 0214025280 Authority to Execute, 1 hour of Real Estate Related, Centerview Title Group, LLC (**Gregory Lynn Oxley**)
 9. 0214025307 Foreclosures in Virginia, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 10. 0214025308 Title Insurance Basic Common Problems, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 11. 0214025309 Divorce and Bankruptcy, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 12. 0214025310 Why Have a Survey? 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 13. 0214025311 Cybersecurity in Real Estate Transactions, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 14. 0214025312 Authorizations and Signatures, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 15. 0214025313 Foreign Sellers the FIRPTA Headache, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 16. 0214025314 Surveys, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 17. 0214025315 Cyber Security Don't Be a Statistic, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 18. 0214024316 Using Living Trust To Hold Real Estate, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 19. 0214025317 Decedents Estates for VA Real Estate Agents, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 20. 0214025318 Authority to Execute; Who can Sign, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 21. 0214025319 Mechanics Lien law in Virginia, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 22. 0214025320 Title Insurance Claims Can and Do Happen, 1 hour Real Estate Related, Lecord Company, Inc. (**Michael Edward Briel**)
 23. 0214025368 Decedent's Estates for VA Real Estate, 1 hour Real Estate Related, Centerview Title Group, LLC (**Gregory Lynn Oxley**)
 24. 0214025369 Cyber Security; Don't be a Statistic, 1 hour Real Estate Related, Centerview Title Group, LLC (**Gregory Lynn Oxley**)
 25. 0214025370 Mechanics' Lien Law in Virginia, 1 hour Real Estate Related, Centerview Title Group, LLC (**Gregory Lynn Oxley**)
 26. 0214025371 Title Insurance Claims Can and Do Happen, 1 hour Real Estate Related, Centerview Title Group, LLC (**Gregory Lynn Oxley**)

27 0214025372 Using Living Trusts to Hold Real Estate, 1 hour Real Estate Related, Centerview Title Group, LLC (**Gregory Lynn Oxley**)

B. Original Continuing Education Course Applications, Approved schools:

0. **0214024951 Finding Your Focus-Niche Marketing for Real Estate, 3 hours Real Estate Related, McKissock, LLC (this course was reviewed in January 22, 2020, the committee ask for more information, please see page 1 of course)**
1. 0214025173 Do I Really Need an Owner's Policy, 1 hour Real Estate Related, FATICO
2. 0214025176 Ethics, 3 hours Ethics and Standards of Conduct, Four Pillars Education, Inc. (**duplicate PLE # 1**)
3. 0214025178 Agency, 3 hours Real Estate Agency, Four Pillars Education, Inc. (**duplicate PLE 2**)
4. 0214025180 Legal Update and Escrow Regulations, 2 hours Legal Updates, Four Pillars Education Inc. (**duplicate PLE 3**)
5. 0214025182 Negotiations Basics, 1 hour Real Estate Related, Four Pillars Education Inc.
6. 0214025183 Broker Supervision, 2 hours Broker Supervision, Four Pillars Education, Inc.
7. 0214025184 Well and Septic Basics, 1 hour Real Estate Related, Four Pillars Education, Inc.
8. 0214025185 Real Estate Law and Regulation, 6 hours Real Estate Related, Four Pillars Education, Inc. (**duplicate PLE # 4**)
9. 0214025187 Risk Management, 3 hours Real Estate Related, Four Pillars Education, Inc. (**duplicate PLE # 5**)
10. 0214025189 Current Industry Trends, 2 hours Real Estate Related, Four Pillars Education, Inc. (**duplicate PLE # 6**)
11. 0214025194 Agency-Managing Relationships, 3 hours Real Estate Agency, Four Pillars Education, Inc.
12. 0214025195 Data Fraud in Real Estate, 1 hour Broker Management, Four Pillars Education Inc. (**duplicate CE # 13**)
13. 0214025196 Data Fraud in Real Estate, 1 hour Real Estate Related, Four Pillars Education Inc. (**duplicate CE # 12**)
14. 0214025197 Contracts, 6 hours Real Estate Contracts, Four Pillars Education Inc. (**duplicate PLE # 7**)
15. 0214025200 Technology Risk Management, 2 hours Broker Management, Four Pillars Education Inc.
16. 0214025201 Teams and Virginia Brokers, 1 hour Broker Management, Four Pillars Education Inc.
17. 0214025202 Pricing the Property, 1 hour Real Estate Related, Four Pillars Education, Inc.
18. 0214025203 Real Estate Finance, 2 hours Real Estate Related, Four Pillars Education, Inc. (**duplicate PLE # 8**)
19. 0214025205 Risk Management in Marketing, 2 hours Broker Management, Four Pillars Education, Inc.
20. 0214025206 Advertisement Regs, 2 hours Real Estate Related, Four Pillars Education, Inc. (**duplicate CE 21 and PLE # 9**)

- 21.0214025208 Advertisement Regs, 2 hours Broker Management, Four Pillars Education, Inc. **(duplicate CE 20 and PLE # 9)**
- 22.0214025209 Escrow - Protecting Other People's Monies, 3 hours Broker Management, Four Pillars Education, Inc. **(duplicate CE 23 and PLE 10)**
- 23.0214025210 Escrow – Protecting Other People's Monies, 3 hours Real Estate Related, Four Pillars Education, Inc. **(duplicate CE 22 and PLE 10)**
- 24.0214025212 Fair Housing, 2 hours Fair Housing, Four Pillars Education, Inc. **(duplicate PLE # 11)**
- 25.0214025214 Agency Disclosure in the Real World, 2 hours Real Estate Related, GCAAR
- 26.0214025215 FHA Financing, 3 hours Real Estate Related, GCAAR
- 27.0214025216 Introduction to Wells, 3 hours Real Estate Related, GCAAR
- 28.0214025217 Negotiating the Best Contract, 3 hours Real Estate related, GCAAR
- 29.0214025218 Advertising Compliance, 3 hours Real Estate Related, GCAAR
- 30.0214025219 Reverse Mortgage, 2 hours Real Estate Related, CJ Banker Training **(duplicate PLE # 13)**
- 31.0214025224 1st Time Homebuyers, 2 hours Real Estate Related, CJ Banker Training **(duplicate PLE # 12)**
- 32.0214025229 Fair housing for the Real Estate Industry (On-line), 4 hours Real Estate Related, WebCE, Inc.
- 33.0214025240 Scoop on Poop, 2 hours Real Estate Related, FAAR Academy **(duplicate PLE # 14)**
- 34.0214025242 Establishing Broker & Policies Procedures (On-line), 3 hours Broker Management, System Effect, LLC/dba Training Cove
- 35.0214025243 Buyer's Agency Representation (On-line), 2 hours Real Estate Agency, REAL University
- 36.0214025244 The Basics Of The 1031 Tax-Deferred Exchange (On-line), 2 hours Real Estate Related, REAL University
- 37.0214025245 Foreclosures in Virginia, 1 hour Real Estate Related, Alpha College of Real Estate
- 38.0214025246 Trusts, Estates and Power of Attorney, 1 hour Real Estate Related, Alpha College of Real Estate
- 39.0214025247 RE Licensees and Title Insurance, 1 hour Real Estate Related, Alpha College of Real Estate
- 40.0214025248 Virginia Mandatory Contract Review, 1 hour Real Estate Contracts, GCAAR
- 41.0214025249 Radon in Virginia Real Estate Transactions, 2 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 15)**
- 42.0214025265 Introduction to Radon, 1 hour Real Estate Related, Virginia Realtors
- 43.0214025266 Seller Representative Specialist, 8 hours Real Estate Related, FAAR Academy **(duplicate PLE # 16)**
- 44.0214025269 The Regulatory, Ethical & Online Risks Property Managers Face, 1 hour Real Estate Related, Alpha College of Real Estate
- 45.0214025270 Everyday Ethics in Real Estate (On-line), 4 hours Ethics & Standards of Conduct, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
- 46.0214025271 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
47. 0214025272 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
48. 0214025273 Discovering Commercial Real Estate, 3 hours Real Estate Related, DAAR **(duplicate PLE # 18)**
49. 0214025275 Contracts, 6 hours Real Estate Contracts, Brooks Real Estate Inc. /dba Traditions Real Estate School **(duplicate PLE # 19)**
50. 0214025277 Broker Management, 6 hours Broker Management, Kirks Institute
51. 0214025278 Water: A Home's Biggest Threat, 2 hours Real Estate Related, National Property Inspection, Inc.
52. 0214025279 How to Make Green Your Competitive Advantage, 5 hours Real Estate Related, Kirks Institute
- The Education Committee recommended that this course be approved for three hours instead of five hours.
53. 0214025281 Fair Housing, 2 hours Fair Housing, Piedmont School of Real Estate **(duplicate PLE #20)**
54. 0214025283 Not Your Average Transaction, 2 hours Real Estate Related, Piedmont School of Real Estate **(duplicate PLE # 21)**
55. 0214025285 Common Environmental Concerns in VA, 3 hours Real Estate Related, Piedmont School of Real Estate **(duplicate PLE # 22)**
56. 0214025289 VA Economy and the Rental Housing Market, 1 hour Real Estate Related, Virginia Realtors
57. 0214025290 The NAR Code of Ethics, 3 hours Ethics and Standards of Conduct, Virginia Realtors **(duplicate PLE # 23)**
58. 0214025292 Foundations for Success in Commercial Real Estate, 8 hours Real Estate Related, Virginia Realtors **(duplicate PLE 24)**
59. 0214025294 Residential Property Management 101, 6 hours Real Estate Related, Virginia Realtors **(duplicate PLE 25)**
60. 0214025299 Legal Update with Flood Information, 1 hour Legal Updates, Ann Palmateer RE School, LLC
61. 0214025300 Overview: The NVAR Residential Contract, 2 hours Real Estate Contracts, Champion University
62. 0214025301 Legal Update for Real Estate Licensees, 1 hour Legal Updates, SVAR
63. 0214025302 Realtor Home Inspection 101, 2 hours Real Estate Related, Hurlbert Home Inspection, LLC **(duplicate PLE # 26)**
64. 0214025304 Social Media and Internet Advertising, 2 hours Broker Management, LFIR **(duplicate PLE # 27)**
65. 0214025306 NVAR Contract Primer for Selling Agents, 1 hour Real Estate Contracts, The RGS Real Estate Academy
66. 0214025322 Green Building, 4 hours Real Estate Related, NVAR
67. 0214025323 New Rules of Real Estate Finance, 4 hours Real Estate Related, NVAR
- The Education Committee recommended that this course be approved for three hours instead of four hours.
68. 0214025324 Environmental Issues, 4 hours Real Estate Related, NVAR
- The Education Committee recommended that this course be approved for three hours instead of four hours.
69. 0214025325 Agency & Disclosure under VA Agency Law, 4 hours Real Estate Related, NVAR
- The Education Committee recommended that this course not be approved because the information is too old.

- 70.0214025326 Ethics, 3 hours Ethics, TRSRE **(duplicate PLE # 29)**
- 71.0214025328 Working with Rental Property, 1 hour Real Estate Related, TRSRE
72. 0214025329 Earnest Money and Escrow Requirements, 3 hours Broker Management, TRSRE **(duplicate PLE # 30)**
- 73.0214025331 Market Strategies, 2 hours Real Estate Related, The Institute of Continuing Education **(duplicate PLE # 31)**
- 74.0214025333 Landlord Tenant Law Pre-Leasing Issues, 2 hours Real Estate Related, The Institute of Continuing Education **(duplicate PLE # 32)**
- 75.0214025335 NVAR's Residential Sales Contract - Part 1, 1 hour Real Estate Contracts, Capital Area Title, LLC
- 76.0214025336 A Field Guide to the American House, 4 hours Real Estate Related, Tri Corner Real Estate Institute

The Education Committee recommended that this course not be approved because it does not protect the public health, safety, and/or welfare.

- 77.0214025337 NVAR's Residential Sales Contract – Part 2, 1 hour Real Estate Contracts, Capital Area Title, LLC
- 78.0214025338 Military Relocation Professional Certificate, 6 hours Real Estate Related, DAAR **(duplicate PLE # 33)**
- 79.0214025340 Renovation Financing Options, 3 hours Real Estate Related, DAAR **(duplicate PLE 34)**
- 80.0214025342 Tax Matters in the Sale of Real Estate, 1 hour Real Estate Related, Champion University
- 81 0214025343 Agency law in VA, 1 hour Real Estate Agency, Champion University

The Education Committee did not recommend that an instructor (Madison) be approved because it did not feel she possessed the correct background.

- 82.0214025344 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Champion University

The Education Committee did not recommend that an instructor (Madison) be approved because it did not feel she possessed the correct background.

- 83.0214025345 Fair Housing ADA & CRA of 1866, 2 hours Fair Housing, Alltech Title dba ATG Title **(duplicate PLE # 35)**

- 84.0214025347 Fair Housing, 2 hours Fair Housing, New World Title & Escrow

- 85 0214025348 VA Avoiding Aggravations of Home Inspection, 1 hour Real Estate Related, Preferred Systems, Inc.

- 86 0214025349 Understanding Newer Homes, 1 hour Real Estate Related, Preferred Systems, Inc.

- 87.0214025350 VA Kitchen & Bath Appliances: What Real Estate Agents Need To Know, 2 hours Real Estate Related, Preferred Systems, Inc.

The Education Committee recommended that this course not be approved because it does not protect the public health, safety, and/or welfare.

- 88.0214025351 Understanding Drainpipe Inspection: For Real Estate Agents, 2 hours Real Estate Related, Preferred Systems, Inc.

The Education Committee recommended that this course not be approved because it does not protect the public health, safety, and/or welfare.

- 89.0214025352 Inspecting the Peripherals: From Garage Doors to Sprinkler Systems, 2 hours Real Estate Related, Preferred Systems, Inc.

The Education Committee recommended that this course not be approved because it does not protect the public health, safety, and/or welfare.

90.0214025353 Septic Systems Basics for Real Estate Agents, 1 hour Real Estate Related, Preferred Systems, Inc.

The Education Committee recommended that this course not be approved because it does not protect the public health, safety, and/or welfare.

91.0214025362 Fair Housing, 2 hours Fair Housing, Towne Realty School of Real Estate **(duplicate PLE # 36)**

92.0214025364 Detection and Prevention of Contract Fraud, 4 hours Broker Management, NVAR **(duplicate CE # 92 & 93)**

93.0214025365 Detection and Prevention of Contract Fraud, 4 hours Real Estate Related, NVAR **(duplicate CE # 92 & 93)**

94.0214025366 Starting Your Own Brokerage, 4 hours Real Estate Related, NVAR

95.0214025367 Getting Your Contract to the Closing Table, 1 hour Real Estate Contract, Capital Area Title

The Education Committee did not recommend that an instructor (Godfried) be approved because it did not feel she possessed the correct background.

96.0214025377 Virginia 8 Hour Mandatory, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency and 1 hour Real Estate Contracts, New Millennium University

97.0214025382 Negotiation Skills, 4 hours Broker Management, NVAR **(duplicate CE 97 and 98)**

98.0214025383 Negotiation Skills, 4 hours Real Estate Related, NVAR **(duplicate CE 97 and 98)**

C. Original Continuing Education Course Application, pending School application:

1. 0214025360 Duty to Service: The VA Home Loan, 3 hours Real Estate Related, USA Homeownership Foundation, Inc.
2. 0214025361 Military Veteran Housing Certification, 8 hours Real Estate Related, USA Homeownership Foundation, Inc.

II. Post License Education Course Applications

A. Previously-approved Post License Education Course Applications, Approved Schools (Review for Instructor Only – Attachment 2):

1. 0214025228 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**
2. 0214025232 Virginia Post-Licensing: Agency Law V3.0 (On-line), 3 hours VA Agency Law, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**
3. 0214025233 Virginia Post-Licensing: Fair Housing V3.0 (On-line), 2 hours Fair Housing, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**
4. 0214025234 Virginia Post-Licensing: Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**
5. 0214025235 Virginia Post-Licensing: Real Estate Law and Board Regulations V3.0 (Online), 6 hours Real Estate Law and Board Regulations, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**

6. 0214025236 Virginia Post-Licensing: Contract Writing (On-line), 6 hours Contract Writing, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**
7. 0214025237 Virginia Post-Licensing: Escrow Requirements (On-line), 3 hours Escrow Requirements, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**
8. 0214025238 Virginia Post-Licensing: Risk Management (On-line), 3 hours Risk Management, CHC, Inc. RE/MAX Regency **(Charles B. Cornwell, Jr.)**

B. Original Post License Education Course Applications, Approved Schools:

1. 0214025177 Ethics, 3 hours Ethics and Standards of Conduct, Four Pillars Education, Inc. (duplicate CE # 2)
2. 0214025179 Agency, 3 hours Agency Law, Four Pillars Education, Inc. **(duplicate CE 3)**
3. 0214025181 Legal Update and Escrow Regulations, 2 hours Current Industry Issues and Trends, Four Pillars Education Inc. **(duplicate CE 4)**
4. 0214025186 Real Estate Law and Regulation, 6 hours Real Estate Law & Board Regulations, Four Pillars Education, Inc. **(duplicate CE # 8)**
5. 0214025188 Risk Management, 3 hours Risk Management, Four Pillars Education, Inc. **(duplicate CE # 9)**
6. 0214025190 Current Industry Trends, 2 hours Current Industry Issues and Trends, Four Pillars Education Inc. **(duplicate CE \$ 10)**
7. 0214025198 Contracts, 6 hours Contract Writing, Four Pillars Education Inc. **(duplicate CE # 14)**
8. 0214025204 Real Estate Finance, 2 hours Real Estate- Related Finance, Four Pillars Education Inc. **(duplicate CE # 18)**
9. 0214025207 Advertisement Regs, 2 hours Current Industry Issues and Trends, Four Pillars Education Inc. **(duplicate CE # 20 and 21)**
10. 0214025211 Escrow – Protecting Other People’s Monies, 3 hours Escrow Requirements, Four Pillars Education, Inc. **(duplicate CE 22, and 23)**
11. 0214025213 Fair Housing, 2 hours Fair Housing, Four Pillars Education, Inc. **(duplicate CE # 24)**
12. 0214025225 1st Time Homebuyers, 2 hours Real Estate-Related Finance, CJ Banker Training **(duplicate CE # 31)**
13. 0214025227 Reverse Mortgage, 2 hours Real Estate-Related Finance, CJ Banker Training **(duplicate CE # 30)**
14. 021402524 Scoop on Poop, 2 hours Current Industry Issues and Trends, FAAR Academy **(duplicate CE # 33)**
15. 0214025250 Radon in Virginia Real Estate Transactions, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 41)**
16. 0214025267 Seller Representative Specialist, 2 hours Current Industry Issues and Trends, FAAR Academy **(duplicate CE # 43)**
17. 0214025268 Fair Housing (On-line), 2 hours Fair Housing, OCL Real Estate. LLC/dba OnCourse Learning Real Estate
18. 0214025274 Discovering Commercial Real Estate, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 48)**
19. 0214025276 Contracts, 6 hours Contract Writing, Brooks Real Estate Inc./dba Traditions Real Estate School **(duplicate CE # 49)**
20. 0214025282 Fair Housing, 2 hours Fair Housing, Piedmont School of Real Estate **(duplicate CE #53)**
21. 0214025284 Not Your Average Transaction, 2 hours Current Industry Issues and Trends, Piedmont School of Real Estate **(duplicate CE #54)**

22. 0214025286 Common Environmental Concerns in VA, 3 hours Risk Management, Piedmont School of Real Estate **(duplicate CE # 55)**
23. 0214025291 The NAR Code of Ethics, 3 hours Ethics and Standards of Conduct, Virginia Realtors **(duplicate CE # 57)**
24. 0214025293 Foundations for Success in Commercial Real Estate, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 58)**
25. 0214025295 Residential Property Management 101, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 59)**
26. 0214025303 Realtor Home Inspection 101, 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection, LLC **(duplicate CE # 63)**
27. 0214025305 Social Media and Internet Advertising, 2 hours Current Industry Issues and Trends, LFIR **(duplicate CE # 64)**
28. 0214025321 Real Estate Home Loans-The Big Three, 2 hours Real Estate-Related Finance, William E Wood & Associates Real Estate Academy
29. 0214025327 Ethics, 3 hours Ethics, TRSRE **(duplicate CE # 70)**
30. 0214025330 Earnest Money and Escrow Requirements, 3 hours Escrow Requirements, TRSRE **(duplicate CE # 72)**
31. 0214025332 Market Strategies, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education **(duplicate CE # 73)**
32. 0214025334 Landlord Tenant Law Pre-Leasing Issues, 2 hours Current Industry Issues and Trends, The Institute of Continuing Education **(duplicate CE # 74)**
33. 0214025339 Military Relocation Professional Certificate, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 78)**
34. 0214025341 Renovation Financing Options, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 79)**
35. 0214025346 Fair Housing ADA & CRA of 1866, 2 hours Fair Housing, Alltech Title/dba ATG Title **(duplicate CE # 83)**
36. 0214025363 Fair Housing, 2 hours Fair Housing, Towne Realty School of Real Estate, **(duplicate CE # 91)**
37. 0214025374 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, New Millennium University
38. 0214025375 VA Agency Law, 3 hours VA Agency Law, New Millennium University
39. 0214025376 Escrow Requirements, 3 hours Escrow Requirements, New Millennium University
40. 0214025378 Contract Writing, 6 hours Contract Writing, New Millennium University
41. 0214025379 Fair Housing, 2 hours Fair Housing, New Millennium University

III. Pre-License Education Instructors

1. 0230001637 Benjamin Eric Kistner – Experience and Professional Designation (Principles)
2. 0230001638 David Catanzaro – waiver (Principles)
3. 0230001639 Sang Jun Han - VA State Bar Member Practicing RE Law and waiver (Principles)
4. 0230001636 Johnny Lee Parker Jr. Education and Teaching credentials, (Principles, Appraisal, Law, Brokerage, and Finance)
5. 0230001640 John C. Wilson – Professional Designation and Waiver (Brokerage and Law)

IV. Pre-License Education Courses

1. 0214025172 45- hours Broker Real Estate Brokerage (Correspondence), Moseley-Dickinson Academy of Real Estate
2. 0214025174 60-hours Principles and Practices of Real Estate (Classroom), Horizon Real Estate School, Inc.
3. 0214025175 45-hours Broker Real Estate Finance (Correspondence), Moseley-Dickinson Academy of Real Estate
4. 0214025354 45-hours Broker Real Estate Finance (Classroom), NVAR
5. 0214025355 45-hours Broker Real Estate Law (Correspondence), reConnect Real Estate Schools LLC
6. 0214025356 45-hours Broker Real Estate Finance (Correspondence), reConnect Real Estate Schools LLC
7. 0214025357 45-hours Broker Real Estate Brokerage (Correspondence), reConnect Real Estate Schools LLC
8. 0214025358 45-hours Broker Real Estate Property Law (Correspondence), reConnect Real Estate Schools LLC
9. 0214025359 60-hours Salesperson Principles and Practices of Real Estate (Classroom), The Real Estate Advantage, LLC

The Education Committee recommended that this course be approved pending provision of a timed course outline that shows the time allotments.

V. Additional Continuing/Post License Education Instructors

1. **Michael Gamba**

- 0214020012 - Home Energy Audits
- 0214019930 - Home Maintenance in Perspective
- 0214019939 - Hot Water Heat
- 0214019932 - How Old Is This House
- 0214019946 - Indoor Air Quality
- 0214019940 - Mold
- 0214019961 - Moving Towards Sustainable Housing
- 0214019937 - New Homes – A Closer Look
- 0214019947 - New Technologies for the Home
- 0214019948 - Older Homes
- 0214019933 - Radon
- 0214019934 - Renovate, Remodel, Repair
- 0214019971 - Toxic Drywall
- 0214020024 - The Un-Sick House
- 0214019945 - Wells & Septic Systems
- 0214024878 - Air Conditioning in an Older Home
- 0214024879 - Carbon Monoxide
- 0214024880 - Electrical Service Size
- 0214024881 - Flat Roof Systems
- 0214024882 - Going Green
- 0214024883 - Identifying Furnace Deficiencies
- 0214024884 - Identifying Structural Deficiencies
- 0214024885 - Plumbing
- 0214024886 - Preparing For the Unexpected
- 0214024887 - Spotlight on Decks
- 0214024888 - Termite: Where Are They
- 0214024889 - The Fireplace
- 0214024890 - Understanding Newer Homes

- 0214024891 - Wet Basements
Pillar to Post
2. **Leigh Newport**
 0214024480 - Home Staging By The Book
 0214024452 - Listing Your Luxury Property
 0214024454 - Preparing Homes To Sell Quickly
Preferred Systems Inc.
3. **Tiffany Hardgrave**
 0214022619 Staging to Sell, What Every Agent Should Know
Real Estate Staging Association
4. **Deborah Sterago Lesyshyn**
 0214023119 & 0214023120 – Ethics and Standards of Conduct
Alpha College of Real Estate
5. **ALEXANDREA MARIE OLAGUE**
 0214024340 - Understanding Flood Insurance
 0214024339 - Understanding Home Insurance
 0214023855 - Errors & Omissions for Real Estate Agents
 0214023590 - Key Coverages to Know When It Comes To Property Managers E&O
 0214021918 - Understanding Different Types of Property Insurance Outline
 0214022815 - Flood Insurance & Reading Elevation Certificates
Alpha College of Real Estate
6. **Mary L. Hurley**
 0214022064- – Crash Course in Title Insurance
Alyson Kingsley Jones Readon
 0214022064 – Crash Course in Title Insurance
Angelina Marie Madison
 0214022064 - Crash Course in Title Insurance
Champion University
7. **Mary L. Hurley**
 0214022515- – Builder Contracts
Alyson Kingsley Jones Readon
 0214022515- – Builder Contracts
Angelina Marie Madison
 0214022515- – Builder Contracts
Champion University
8. **Mary L. Hurley**
 0214024805- – Deed in Virginia
Alyson Kingsley Jones Readon
 0214024805- – Deed in Virginia
Angelina Marie Madison
 0214024805- – Deed in Virginia
Champion University
9. **Mary L. Hurley**
 0214024806 – Escalation Addendum
Alyson Kingsley Jones Readon
 0214024806 – Escalation Addendum
Angelina Marie Madison
 0214024806 – Escalation Addendum
Champion University
10. **Mary L. Hurley**
 0214020112 – 2015 Fair Housing Seminar
Alyson Kingsley Jones Readon
 0214020112 – 2015 Fair Housing Seminar
Angelina Marie Madison
 0214020112 – 2015 Fair Housing Seminar
Champion University

11. **Mary L. Hurley**
0214022516 – Getting To Settlement – Top 20 FAQ
Alyson Kingsley Jones Readen
0214022516 – Getting To Settlement – Top 20 FAQ
Angelina Marie Madison
0214022516 – Getting To Settlement – Top 20 FAQ
Champion University
12. **Donna Seeker**
0214022217 - Going Green: For Real Estate Agents
0214022218 - Lead Safety: For Real Estate Agents
0214022216 - Managing the Home Inspection
0214022219 - Mold: What You Need To Know About Mold & How to Read Air Sampling Reports
Preferred Systems, Inc.
13. **Debra Stein**
0214022157 & 0214022158 - Negotiation in the 21st Century
0214022508 - Real Estate Contracts
0214024208 - Legal Updates & Emerging Trends
0214024770 & 0214024771 - Virginia Brokerage Relationships
0214024772 & 0214024773 - Fair Housing
0214024788 - Real Estate Agency
0214024789 & 0214024790 - Escrow Requirements
0214024791 & 0214024792 - Ethics & Standards of Conduct
0214022181 - Contracts-Sales Process with Buyers
0214024769 - VA Law & VREB Regulation
0214022608 - Preparing & Pricing For Today's Market
0214024341 - Wire Fraud
0214024774 - RISK MANAGEMENT
CBRB School of Real Estate
14. **Brinson Carter White**
0214024777 - Standard Owners Vs 2013 Homeowners
0214024765 - What Is Title Insurance
0214022521 - Mortgage Fraud
0214024766 - Foreclosure, Liens & Bankruptcy
0214024767 - Preventing Wire Fraud in the Title Insurance
0214023409 - Bankruptcy Basics
0214024776 - Decedents Estate and Transfer on Death
0214020193 - Introduction to Title Insurance
0214022041 - Descriptions and Surveys
0214024764 - Recent Trends in Real Estate Fraud and Fraud Prevention
0214022042 - Deeds Warranties, Tenancies and Decedents Estates
0214020224 - Know Before You Close: The New Loan Estimate and Closing Disclosure Explained
0214022256 - Lien on Me: Underwriting Mechanics Lien Coverage in VA
0214024763 - Recent VA Real Estate Law Updates
Fidelity National Title Insurance Company
15. **Teresa Stella Pasiak**
0214024777 - Standard Owners Vs 2013 Homeowners
0214022041 - Legal Description and Surveys
0214024765 - What Is Title Insurance?
0214020224 - The New Loan Estimate & Closing Disclosure Explained
Fidelity National Title Insurance Company
The Education Committee did not recommend this applicant for approval to teach "Legal Description and Surveys."
16. **Megan Saman**
0214022041 - Legal Description and Surveys

- 0214020224 - The New Loan Estimate & Closing Disclosure Explained
 0214024777 - Standard Owners Vs 2013 Homeowners
 0214024765 - What Is Title Insurance?
Fidelity National Title Insurance Company
17. **Jennifer Saman**
 0214022041 - Legal Description and Surveys
 0214020224 - The New Loan Estimate & Closing Disclosure Explained
 0214024777 - Standard Owners Vs 2013 Homeowners
 0214024765 - What Is Title Insurance?
Fidelity National Title Insurance Company
18. **Mary L. Hurley**
 0214022544 - RESPA for Real Estate Agents
Alyson Kingsley Jones Readon
 0214022544 - RESPA for Real Estate Agents
Angelina Marie Madison
 0214022544 - RESPA for Real Estate Agents
Champion University
19. **Mary L. Hurley**
 0214022460 - How Can I Get Sued In Real Estate
Alyson Kingsley Jones Readon
 0214022460 - How Can I Get Sued In Real Estate
Angelina Marie Madison
 0214022460 - How Can I Get Sued In Real Estate
Champion University
20. **Mary L. Hurley**
 0214022062 – Short Sales & REO
Alyson Kingsley Jones Readon
 0214022062 – Short Sales & REO
Angelina Marie Madison
 0214022062 – Short Sales & REO
Champion University
21. **Mary L. Hurley**
 0214022063 – Pre & Post Settlement Occupancy Agreements
Alyson Kingsley Jones Readon
 0214022063 – Pre & Post Settlement Occupancy Agreements
Angelina Marie Madison
 0214022063 – Pre & Post Settlement Occupancy Agreements
Champion University
22. **Mary L. Hurley**
 0214022817 – What to Expect at Settlement: Mock Settlement
Alyson Kingsley Jones Readon
 0214022817 – What to Expect at Settlement: Mock Settlement
Angelina Marie Madison
 0214022817 – What to Expect at Settlement: Mock Settlement
Champion University
23. **Mary L. Hurley**
 0214020968 – Don't Get Caught Underwater-Legal Updates
 With Flood Content
Alyson Kingsley Jones Readon
 0214020968 – Don't Get Caught Underwater-Legal Updates
 With Flood Content
Angelina Marie Madison
 0214020968 – Don't Get Caught Underwater-Legal Updates
 With Flood Content
Champion University
24. **Mary L. Hurley**

- 0214024807 – The Virginia Uniform POA Act
Alyson Kingsley Jones Readen
0214024807 – The Virginia Uniform POA Act
Angelina Marie Madison
0214024807 – The Virginia Uniform POA Act
Champion University
25. **Robin Gayle Frank**
0214023526 - Real Estate Law & Board Regs
DAAR
26. **Christopher Michael Bahlo**
0214022517 – Mortgage Basics
Champion University
27. **Christopher Michael Bahlo**
0214022889 – Military Mortgage Bootcamp
Champion University
28. **Christina Nicole Burton**
0214025120 & 0214025121 - A Mock Settlement
0214025124 & 0214025125 - Fair Housing
0214025123 & 0214025122 - Let's Inspect This A Little More Closely
0214025116 - Real Estate Disclosure Law in VA
The Education Committee recommended this applicant for approval pending receipt of a signed application
Justin Brendan O Connor
0214025120 & 0214025121 - A Mock Settlement
0214025124 & 0214025125 - Fair Housing
0214025123 & 0214025122 - Let's Inspect This A Little More Closely
0214025116 - Real Estate Disclosure Law in VA
MBH Settlement Group L C
29. **Karen Schureman**
0214020478 & 0214020479 - Fair Housing - An Ounce of Prevention
0214025106 / 0214025107 & 0214025108 - Risk Management for Real Estate
WAAR

The following applications submitted for the May 2020 meeting were approved without stipulation from unless noted otherwise:

VI. Proprietary School Applications

1. **0211001291** Digital Learning Centers, LLC. Richmond, VA
Contact Person: David Catanzaro
2. **0211001278** Sean Zobaa/dba Green Training, West McLean, VA
Contact Person: Jay Ramirez
3. **0211001293** Houses and Homes Foundation, Inc. North Chesterfield, VA. Contact
Person: Olatokunbo Oni

VII. Continuing Education Course Applications

A. Previously-approved Continuing Education Course Applications, Approved Schools
(Review for Instructor Only – Attachment 2):

1. **0214025419** Ethics and Standards of Practice, 3 hours Ethics and Standards of Conduct, Academy of Real Estate **(Susan Jones, Nicole Brugato, Myrna**

Keplinger, Jeremy Brown, Crystal Jalali, Kevin Bayly Jr., Michael Ridgway)

The Education Committee did not recommend four instructors for approval (Jones, Keplinger, Brown, and Jalali).

2. **0214025420** VA Fair Housing, 2 hours Fair Housing, Academy of Real Estate (Susan Jones, Nicole Brugato, Myrna Keplinger, Jeremy Brown, Crystal Jalali, Kevin Bayly Jr., Michael Ridgway)

The Education Committee did not recommend four instructors for approval (Jones, Keplinger, Brown, and Jalali).

B. Original Continuing Education Course Applications, Approved schools:

1. **0214025387** Managing Risk Of Your Brokerage, 3 hours Broker Management, MAI Institute
2. **0214025388** Supervising Independent Contractors, 3 hours Broker Management, MAI Institute
3. **0214025391** An Overview of the Fair Housing Law, 3 hours Fair Housing, DPOR/The Fair Housing Office (**duplicate PLE 1**)
4. **0214025393** Escrow Account and How to Manage It, 4 hours Real Estate Related, REAL University
The Education Committee recommended that this course be approved for three hours of Escrow instead of four.
5. **0214025399** Real Estate Agency, 1 hour Real Estate Agency, WAAR (**duplicate CE # 5 & 6**)
6. **0214025400** Real Estate Agency, 1 hour Broker Management, WAAR (**duplicate CE # 5 & 6**)
7. **0214025401** Critical Contract Issues, 1 hour Real Estate Contracts, Virginia Realtors
8. **0214025405** Judgment Liens and Bankruptcy, 1 hour Real Estate Related, First America Title Insurance Company
9. **0214025406** Listing & Buyer Broker Contract, 3 hours Real Estate Contracts, PenFed Realty
10. **0214025407** VA Agency, 3 hours Real Estate Agency, PenFed Realty (**duplicate PLE # 2**)
11. **0214025414** ABR Designation Course, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, and 8 hours Real Estate Related, The CE Shop, Inc.
12. **0214025415** NVAR Residential Sales Contract, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, Title Resources Guaranty Company (**duplicate PLE # 3**)
13. **0214025424** Agent Responsibilities Representation, 3 hours Real Estate Agency, Alpha College of Real Estate (**duplicate PLE # 4**)
14. **0214025426** Trusts & Estates, 2 hours Legal Updates, Cindy Bishop Worldwide, LLC (**duplicate PLE #5**)
15. **0214025428** 1031 Real Estate Exchanges, 2 hours Real Estate Related, Realty Exchange Corporation (**duplicate PLE # 6**)
16. **0214025430** 1031 Real Estate Exchanges, 2 hours Broker Management, Realty Exchange Corporation (**duplicate CE # 15 and PLE # 6**)
17. **0214025431** Residential Contract Essentials, 2 hours Real Estate Contract, Cindy Bishop Worldwide (**duplicate PLE # 7**)

18. **0214025433** Residential Contract Essentials – **Virtual Classroom**, 2 hours Real Estate Contract, Cindy Bishop Worldwide (**duplicate PLE # 8**)
19. **0214025435** Home Warranty Disclosure, 1 hour Real Estate Related, America's Preferred Home Warranty, Inc.
The Education Committee did not recommend this course for approval because there is not enough content.
20. **0214025445** Residential Contract Addendums, 2 hours Real Estate Contracts, Cindy Bishop Worldwide (**duplicate PLE # 9**)
21. **0214025447** Residential Contract Addendums – Virtual Classroom, 2 hours Real Estate Contracts, Cindy Bishop Worldwide (**duplicate PLE # 10**)
22. **0214025452** VRLTA Update: Property Management Q&A, 2 hours Legal Updates, Virginia Realtors (**duplicate PLE # 11**)
23. **0214025454** Power of VA, 2 hours Real Estate Related, Cindy Bishop Worldwide (**duplicate PLE # 12**)
24. **0214025456** Power of VA (**Virtual Classroom**), 2 hours Real Estate Related, Cindy Bishop Worldwide (**duplicate PLE # 13**)
25. **0214025459** Be Different, Know the Code and Much more, 2 hours Real Estate Related, Virginia Realtors (**duplicate PLE # 14**)

C. Original Continuing Education Course Application, pending School application:

1. 0214025480 Benefits of 1031 Exchange for Investment Clients, 3 hours Real Estate Related, Digital Learning Centers, LLC dba REMI School

VIII. Post License Education Course Applications

A. Previously-approved Post License Education Course Applications, Approved Schools (Review for Instructor Only – Attachment 2):

1. **0214025436** Agency Law (On-line), 3 hours VA Agency Law, Hondros College (**Robert Kutschbach**)
2. **0214025437** Contract Preparation (On-line), 6 hours Contract Writing, Hondros College (**Robert Kutschbach**)
3. **0214025438** Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, Hondros College (**Robert Kutschbach**)
4. **0214025439** Escrow Requirements (On-line), 3 hours Escrow Requirements, Hondros College (**Robert Kutschbach**)
5. **0214025440** Ethics Training for Today's Real Estate Agent (On-line), 3 hours Ethics and Standards of Conduct, Hondros College (**Robert Kutschbach**)
6. **0214025441** Fair Housing (On-line), 2 hours Fair Housing, Hondros College (**Robert Kutschbach**)
7. **0214025442** Real Estate Finance (On-line), 2 hours Real Estate-Related Finance, Hondros College (**Robert Kutschbach**)
8. **0214025443** Real Estate Laws and Board Regulations (On-line), 6 hours Real Estate Laws and Board Regulations, Hondros College (**Robert Kutschbach**)
9. **0214025444** Risk Management (On-line), 3 hours Risk Management, Hondros College (**Robert Kutschbach**)

B. Original Post License Education Course Applications, Approved Schools:

1. **0214025392** An Overview of the Fair Housing Law, 2 hours Fair Housing, DPOR/The Fair Housing Office (**duplicate CE 3**)
The Education Committee recommended this course for approval pending the receipt of an Instructor Resume Worksheet.
2. **0214025408** VA Agency, 3 hours VA Agency Law, PenFed Realty (**duplicate CE # 10**)
3. **0214025416** NVAR Residential Sales Contract, 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company (**duplicate CE # 12**)
4. **0214025424** Agent Responsibilities Representation. 3 hours Real Estate Agency, Alpha College of Real Estate (**duplicate CE # 13**)
5. **0214025427** Trusts & Estates, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC (**duplicate CE # 14**)
6. **0214025429** 1031 Real Estate Exchanges, 2 hours Current Industry Issues and Trends, Realty Exchange Corporation (**duplicate CE # 15 & 16**)
7. **0214025432** Residential Contract Essentials, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, (**duplicate CE # 17**)
8. **0214025434** Residential Contract Essentials – Virtual Classroom, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, (**duplicate CE # 18**)
9. **0214025446** Residential Contract Addendums, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, (**duplicate CE # 20**)
10. **0214025448** Residential Contract Addendums – Virtual Classroom, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, (**duplicate CE # 21**)
11. **0214025453** VRLTA Update: Property Management Q&A, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 22**)
12. **0214025455** Power of VA, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE # 23**)
13. **0214025457** Power of VA (Virtual Classroom), 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide (**duplicate CE # 24**)
14. **0214025460** Be Different, Know the Code and Much More, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 25**)

IX. Pre-License Education Instructors

1. 0230001642 Joseph Robert Ford - Teaching Credentials and Waiver (Principles)
The Education Committee did not recommend this applicant for approval because the applicant has not been licensed long enough.
2. 0230001641 Yoon KI – waiver and experience (Principles)
3. 0230001643 LaTonya Billups – waiver (Principles)

X. Pre-License Education Courses

1. 0214025451 45 hours Broker Real Estate Appraisal (Correspondence), RAR
2. 0214025458 60 hours Salesperson Principles and Practices of Real Estate (Correspondence), Alpha College of Real Estate
3. 0214025479 60 hours Salesperson Principles and Practices of Real Estate (Classroom), ASREE

XI. Additional Continuing/Post License Education Instructors

1. **Jordan Connell**

- 0214020281 -H4P-A Realtor's Guide to Utilizing the HECM for Purchase
Patricia Clay
0214020281 -H4P-A Realtor's Guide to Utilizing the HECM for Purchase
American CE Institute, LLC
2. **Jordan Connell**
0214023922 -Qualifying the Buyer Under New Regulations
Patricia Clay
0214023922 - Qualifying the Buyer Under New Regulations
American CE Institute, LLC
3. **Josh Dreeben**
0214023126 – Renovation Loans
Academy of Real Estate
4. **Josh Dreeben**
0214023126 – Renovation Loans
Academy of Real Estate
5. **Phillip Blake**
0214025120 & 0214025121 - A Mock Settlement
0214025124 & 0214025125 - Fair Housing
0214025123 & 0214025122 - Let's Inspect This A Little More Closely
0214025116 - Real Estate Disclosure Law in VA
MBH Settlement
6. **Eric Boll**
0214020012 - Home Energy Audits
0214019930 - Home Maintenance in Perspective
0214019939 - Hot Water Heat
0214019932 - How Old Is This House
0214019946 - Indoor Air Quality
0214019940 - Mold
0214019961 - Moving Towards Sustainable Housing
0214019937 - New Homes – A Closer Look
0214019947 - New Technologies for the Home
0214019948 - Older Homes
0214019933 - Radon
0214019934 - Renovate, Remodel, Repair
0214019971 - Toxic Drywall
0214020024 - The Un-Sick House
0214019945 - Wells & Septic Systems
0214024878 - Air Conditioning in an Older Home
0214024879 - Carbon Monoxide
0214024880 - Electrical Service Size
0214024881 - Flat Roof Systems
0214024882 - Going Green
0214024883 - Identifying Furnace Deficiencies
0214024884 - Identifying Structural Deficiencies
0214024885 - Plumbing
0214024886 - Preparing For the Unexpected
0214024887 - Spotlight on Decks
0214024888 - Termite: Where Are They
0214024889 - The Fireplace
0214024890 - Understanding Newer Homes
0214024891 - Wet Basements
Pillar to Post
7. **Whitney Mick**
0214022918 - Surveys
0214025088 - Title Insurance Claims Can and Do Happen
0214025089 - Mechanics Lien Law in VA

- 0214025090 - Authority to Execute
- 0214025091 - Decedents Estates for VA Real Estate
- 0214025092 - Cyber Security Don't Be a Statistic
- 0214025093 - Using Living Trusts To Hold Real Estate
- FATICO**
- 8. **Ashley Willis**
 - 0214022918 - Surveys
 - 0214025088 - Title Insurance Claims Can and Do Happen
 - 0214025089 - Mechanics Lien Law in VA
 - 0214025090 - Authority to Execute
 - 0214025091 - Decedents Estates for VA Real Estate
 - 0214025092 - Cyber Security Don't Be a Statistic
 - 0214025093 - Using Living Trusts To Hold Real Estate
- FATICO**
- 9. **Tina LePour**
 - 0214024334 1031 Exchange Basics**
- ORNTIC**
- 10. **Susan Jones**
 - 0214024089 – Avoiding Wire Fraud**
- Nicole Brugato**
 - 0214024089 - Avoiding Wire Fraud**
- Myrna Keplinger**
 - 0214024089 - Avoiding Wire Fraud**
- Jeremy Brown**
 - 0214024089 - Avoiding Wire Fraud**
- Crystal Jalali**
 - 0214024089 - Avoiding Wire Fraud**
- Academy of Real Estate**
- 11. **Susan Jones**
 - 0214022665 – Contracts**
- Nicole Brugato**
 - 0214022665 – Contracts**
- Myrna Keplinger**
 - 0214022665 – Contracts**
- Jeremy Brown**
 - 0214022665 – Contracts**
- Crystal Jalali**
 - 0214022665 – Contracts**
- Academy of Real Estate**
- 12. **Frank Dillow**
 - 0214022581 & 0214022582 – Introduction to Commercial Real Estate**
- Long and Foster Institute of Real Estate**
- 13. **Latonya Billups**
 - 0214024346 & 0214024361 - Ethics**
 - 0214021896 & 0214021897 - Fair Housing**
 - 0214021967 & 0214021968 - Agency**
 - 0214022442 & 0214022443 - Contracts**
 - 0214023782 & 0214023783 - VA Real Estate Law (W/ Flood Content)**
 - 0214022519 & 0214022520 - VA Escrow Requirements**
 - 0214022546 & 0214022568 - Risk Management**
 - 0214022583 & 0214022584 - Social Media & Internet Advertising Long and Foster Institute of Real Estate**

The following applications submitted for the July 2020 meeting were approved without stipulation from unless noted otherwise:

- I. Discussion Items
 - 1. 0214025559 Short Sales and Foreclosures What Real Estate Professionals Need Know, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate – did not make in the agenda.
The Education Committee recommended this course for approval.

- II. Proprietary School Applications
 - 1. 0211001294 Hunt Country Real Estate, LLC. Leesburg, VA
Contact Person: Allan Marteney
 - 2. 0211001296 InnerVision Realty, LLC. Midlothian, VA
Contact Person: Pamela Westbrook
 - 3. 0211001297 Compass Real Estate Academy, LLC. Mason Neck, VA
Contact Person: Jessie Devamithran

- III. Continuing Education Course Applications
 - A. Previously-approved Continuing Education Course Applications, Approved Schools **(Review for Instructor Only – Attachment 2)**:
 - 1. 0214025573 Cybersecurity in Real Estate Transactions, 1 hour Real Estate Related, DAAR **(Helen Krause)**

 - B. Original Continuing Education Course Applications, Approved schools:
 - 1. 0214025485 Antitrust of Real Estate, 1 hour Broker Management, WAAR **(duplicate CE # 2)**
 - 2. 0214025486 Antitrust of Real Estate, 1 hour Real Estate Related, WAAR **(duplicate CE # 1)**
 - 3. 0214025492 Transaction Red Flags- Authority to Sell (On-line), 1 hour Real Estate Related, MBH Settlement
 - 4. 0214025496 8 hour Continuing Education Required (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Alpha College of Real Estate
 - 5. 0214025497 Update on Legislation and Property Management Issues, 3 hours Legal Updates, FutureLaw Real Estate Schools, LLC **(duplicate PLE # 1)**
 - 6. 0214025499 Update on Legislation and Property Management Issues, 3 hours Legal Updates, and 3 hours Real Estate Related, FutureLaw Real Estate Schools, LLC **(duplicate PLE # 2)**
 - 7. 0214025501 Document Diligence – Safeguarding Your Transactions (On-line), 4 hours Real Estate Related, The CE Shop
 - 8. 0214025502 Corporate Relocation: The Next Move (On-line), 6 hours Real Estate Related, The CE shop
 - 9. 0214025504 Buyer and Seller Representation with Industry Trends (On-line), 8 hours Real Estate Related, Tri Corner Real Estate Institute, LLC **(duplicate CE # 10)**

- 10.0214025505 Buyer and Seller Representation with Industry Trends (Correspondence), 8 hours Real Estate Related, Tri Corner Real Estate Institute, LLC **(duplicate CE # 9)**
- 11.0214025506 Real Estate Legal Updates and Flood Information (Correspondence), 1 hour Legal Updates, Tri Corner Real Estate Institute, LLC **(duplicate CE 11, 12, & 13)**
- 12.0214025507 Real Estate Legal Updates and Flood Information (On-line), 1 hour Legal Updates, Tri Corner Real Estate Institute, LLC **(duplicate CE 11, 12, & 13)**
- 13.0214025508 Real Estate Legal Updates and Flood Information (Classroom), 1 hour Legal Updates, Tri Corner Real Estate Institute, LLC **(duplicate CE 11, 12, & 13)**
- 14.0214025509 VA Salesperson Law Update (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour RE Agency, 1 hour RE Contracts, and 8 hours Real Estate Related, Tri Corner Real Estate Institute, LLC **(duplicate CE # 14 and 15)**
- 15.0214025510 VA Salesperson Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour RE Agency, 1 hour RE Contracts, and 8 hours Real Estate Related, Tri Corner Real Estate Institute, LLC **(duplicate CE # 14 and 15)**
- 16.0214025511 Hoarding and the VA Fair Housing Law, 2 hours Real Estate Related, DPOR/The VA Fair Housing Office
The Education Committee recommended this course for approval pending the receipt of an Instructor Resume Worksheet and an outline that matches the course material.
- 17.0214025512 2020 New Laws, 1 hour Legal Updates, Virginia Realtors
- 18.0214025513 2020 New Laws, 1 hour Broker Management, Virginia Realtors
- 19.0214025514 8-hours CE Required (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Alpha College of Real Estate
- 20.0214025519 Creating Listing Abundance, 8 hours Real Estate Related, Residential Real Estate Council **(duplicate PLE #3)**
- 21.0214025521 VA Broker Law Update (On-line), , 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour RE Agency, 1 hour RE Contracts, 8 hours Real Estate Related, 6 hours Broker Management and 2 hours Broker Supervision, Tri Corner Real Estate Institute, LLC **(duplicate CE # 21 and 22)**
- 22.0214025522 VA Broker Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour RE Agency, 1 hour RE Contracts, 8 hours Real Estate Related, 6 hours Broker Management and 2 hours Broker Supervision, Tri Corner Real Estate Institute, LLC **(duplicate CE # 21 and 22)**
- 23.0214025523 Avoid the Top Violations-Broker Supervision (Correspondence), 6 hours Broker Management, and 2 hours Broker Supervision, Tri Corner Real Estate Institute, LLC **(duplicate CE # 23 and 24)**
- 24.0214025524 Avoid the Top Violations-Broker Supervision (On-line), 6 hours Broker Management, and 2 hours Broker Supervision, Tri Corner Real Estate Institute, LLC **(duplicate CE # 23 and 24)**
- 25.0214025525 Unimproved Land, 3 hours Real Estate Related, Brooks Real Estate Inc.

26. 0214025526 Risk Management, 3 hours Broker Management, Cindy Bishop Worldwide
27. 0214025527 Update on Legislation and Property Management Issues, 1 hour Legal Updates, and 2 hours Broker Supervision, RAR **(duplicate PLE # 4)**
28. 0214025529 Update on Legislation and Property Management Issues, 1 hour Legal Updates, and 2 hours Broker Management, FutureLaw RE School
29. 0214025530 Update on Legislation and Property Management Issues, 1 hour Legal Updates, 2 hours Broker Management, and 3 hours Real Estate Related, FutureLaw RE School
30. 0214025531 2020 VRLTA, Laws & Forms Update, 2 hours Legal Updates, Virginia Realtors **(duplicate PLE # 5)**
31. 0214025533 Update on Legislation and Property Management Issues, 1 hour Legal Updates, and 2 hours Real Estate Related, Peninsula Real Estate School **(duplicate # PLE 6)**
32. 0214025536 Eliminating Legal Speed Bumps, 2 hours Broker Management, Cindy Bishop Worldwide, LLC
33. 0214025537 Eliminating Legal Speed Bumps with Flood, 2 hours Legal Updates, Cindy Bishop Worldwide, LLC
34. 0214025538 Trusts and Estates, 2 hours Broker Management, Cindy Bishop Worldwide, LLC
35. 0214025539 Escrow Requirements, 3 hours Broker Management, Cindy Bishop Worldwide, LLC
36. 0214025540 Boo! Subtitle: Don't Be Scared of a Stigmatized Property, 4 hours Real Estate Related, Tri Corner Real Estate Institute LLC
37. 0214025541 ABR Core, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 3 hours Real Estate Agency, 1 hour Real Estate Contracts, and 2 hours Real Estate Related, RAR **(duplicate PLE # 7, 9, 10, and 11)**
38. 0214025543 Real Estate investing, 8 hours Real Estate Related, RAR **(duplicate PLE # 8)**
39. 0214025548 16-Hour CE Required (On-line), 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, Alpha College of Real Estate
40. 0214025549 What's It Worth? Pricing Real Estate, 1 hour Real Estate Related, Virginia Realtors
41. 0214025550 Advertising, Social Media and the Agent, 1 hour Broker Management, Virginia Realtors
42. 0214025551 Pricing Strategy Advisor Certification, 4 hours Real Estate Related, DAAR **(duplicate PLE # 12)**
43. 0214025553 Short Sales and Foreclosure Resource, 1 hour Real Estate Contracts, and 5 hours Real Estate Related, DAAR **(duplicate PLE # 13)**
44. 0214025555 AHWD-At Home with Diversity Certification, 4 hours Real Estate Related, DAAR **(duplicate # 14)**
45. 0214025562 AHWD-At Home with Diversity Certification, 2 hours Fair Housing, and 5 hours Real Estate Related, RAR **(duplicate PLE #19)**
46. 0214025564 Legislative and Legal Updates, 2 hours Broker Management, RAR **(duplicate CE # 46, 47 and PLE # 20)**
47. 0214025566 Legislative and Legal Updates, 2 hours Legal Updates, RAR **(duplicate CE #46, 47, and PLE #20)**
48. 0214025567 Escrow Explained, 3 hours Real Estate Related, WAAR **(duplicate PLE # 21)**
49. 0214025569 Escrow Explained, 3 hours Broker Management, WAAR **(duplicate CE # 48, 49 and PLE # 21)**

50. 0214025570 2020 Covid and Contract Updates, 1 hour Legal Updates, and 1 hour Real Estate Contracts, FAAR (**duplicate PLE # 22**)
51. 0214025572 Real Estate Contracts and Fair Housing, 2 hours Fair Housing, 1 hour Legal Updates, and 1 hour Real Estate Contracts, FutureLaw II, LLC
52. 0214025574 Fair Housing, 2 hours Fair Housing, BRAR (**duplicate PLE # 23**)

IV. Post License Education Course Applications

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

1. 0214025498 Update on Legislation and Property Management Issues, 2 hours Current Industry Issues and Trends, FutureLaw Real Estate Schools, LLC (**duplicate CE # 5**)
2. 0214025500 Update on Legislation and Property Management Issues, 2 hours Current Industry Issues and Trends, FutureLaw Real Estate Schools, LLC (**duplicate CE # 6**)
3. 0214025520 Creating Listing Abundance, 2 hours Current Industry Issues and Trends, Residential Real Estate Council (**duplicate CE #20**)
4. 0214025528 Update on Legislation and Property Management Issues, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 27**)
5. 0214025532 2020 VRLTA, Laws & Forms Update, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 30**)
6. 0214025534 Update on Legislation and Property Management Issues, 2 hours Current Industry Issues and Trends, Peninsula Real Estate School (**duplicate CE # 31**)
7. 0214025542 ABR Core, 2 hours Fair Housing, RAR (**duplicate CE # 37 and PLE #'s 7, 9, 10, and 11**)
8. 0214025544 Real Estate Investing, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 38**)
9. 0214025545 ABR Core – Ethics, 3 hours Ethics and Standards of Conduct, RAR (**duplicate CE # 37 and PLE #'s 7, 9, 10, and 11**)
10. 0214025546 ABR Core – Current Industry Issues & Trends, 2 hours Current Industry Issues & Trends, RAR (**duplicate CE # 37 and PLE #'s 7, 9, 10, and 11**)
11. 0214025547 ABR Core – VA Agency Law, 3 hours VA Agency Law, RAR (**duplicate CE # 37 and PLE #'s 7, 9, 10, and 11**)
12. 0214025552 Pricing Strategy Advisor Certification, 2 hours Current Industry Issues and Trends, DAAR (**duplicate CE # 42**)
13. 0214025554 Short Sales and Foreclosure Resource, 2 hours Current Industry Issues and Trends, DAAR (**duplicate CE # 43**)
14. 0214025556 AHWD-At Home with Diversity Certification, 2 hours Current Industry Issues and Trends, DAAR (**duplicate CE # 44**)
15. 0214025558 2 Day Accredited Buyer's Representative, 2 hours Current Industry Issues & Trends, Alpha College of Real Estate
16. 0214025559 Short Sales and Foreclosures: What Real Estate Professionals Need to Know, 2 hours Current Industry Issues & Trends, Alpha College of Real Estate
17. 0214025560 At Home with Diversity Certification, 2 hours Current Industry Issues and Trends, RAR
18. 0214025561 Senior Real Estate Specialist, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate

19. 0214025563 AHWD-At Home with Diversity Certification, 2 hours Fair Housing, RAR (**duplicate CE #45**)
20. 0214025565 Legislative and Legal Updates, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 46, and 47**)
21. 0214025568 Escrow Explained, 3 hours Escrow Requirement, WAAR (**duplicate CE # 48, and 49**)
22. 0214025571 2020 Covid and Contract Updates, 2 hours Current Industry Issues and Trends, FAAR (**duplicate CE # 50**)
23. 0214025575 Fair Housing, 2 hours Fair Housing, BRAR (**duplicate CE # 52**)
24. 0214025559 Short Sales And Foreclosures What Real Estate Professionals Need Know, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate

V. Pre-License Education Instructors

1. 0230001625 Kathy Oakes – waiver (Principles)
The Education Committee did not recommend this applicant for approval.
2. 0230001645 Nancy Adele Gordon – Experience and Professional Designation (Principles, Finance, Brokerage, and Law)
3. 0230001646 Loretta Gray - Experience and Professional Designation (Principles)

VI. Pre-License Education Courses

1. 0214025515 45-hours Broker Real Estate Brokerage (Classroom), TCREI
2. 0214025516 45-hours Broker Real Estate Law, (Classroom), TCREI
3. 0214025517 45-hours Broker Real Estate Finance, (Classroom), TCREI
4. 0214025518 45-hours Broker Real Estate Appraisal, (Classroom), TCREI
5. 0214025535 60-hours Principles and Practices of Real Estate (On-line), Alpha College of Real Estate

VII. Additional Continuing/Post License Education Instructors

1. **Lisa Scoble**
0214021940 & 0214021941 - Fortify Your Firm: Sensible Solutions for Identifying & Reducing Risk
Virginia REALTORS®
2. **Joseph Bruno**
0214025102 - The Earnest Money Deposit and the Wet Settlement Act
0214025100 - Decedent's Estates
0214025103 - Why Title Insurance?
0214025105 - Understanding Deeds and Tenancy-Effectively Transferring Title
0214025099 - Introduction to Short Sales
0214022065 - 1031 Exchanges
0214022199 - Basic Introduction to Foreign Investment in Real Estate Property
0214022200 - Property Disclosures in VA Sales Transaction
0214022198 - NVAR Contract Addenda
0214023979 - Home Inspection & Radon Testing Addendum
0214024010 - NVAR Contracts 2018 – Part 1
0214023980 - What To Expect At Closing
0214024097 - Understanding Remodeling: Rules Regulations
0214025104 - Coinciding Settlements
0214025101 - Drafting Home Inspection Contingency Release

3. **CAPITAL AREA TITLE LLC**
Mark Scaparo
0214020012 - HOME ENERGY AUDITS
0214019930 - HOME MAINTENANCE IN PERSPECIVE
0214019939 - HOT WATER HEAT
0214019932 - HOW OLD IS THIS HOUSE
0214019946 - INDOOR AIR QUALITY
0214019940 - MOLD
0214019961 - MOVING TOWARDS SUSTAINABLE HOUSING
0214019937 - NEW HOMES – A CLOSER LOOK
0214019947 - NEW TECHNOLOGIES FOR THE HOME
0214019948 - OLDER HOMES
0214019933 - RADON
0214019934 - RENOVATE, REMODEL, REPAIR
0214019971 - TOXIC DRYWALL
0214020024 - THE UNSICK HOUSE
0214019945 - WELLS & SEPTIC SYSTEMS
0214024878 - AIR CONDITIONING IN AN OLDER HOME
0214024879 - CARBON MONOXIDE
0214024880 - ELECTRICAL SERVICE SIZE
0214024881 - FLAT ROOF SYSTEMS
0214024882 - GOING GREEN
0214024883 - IDENTIFYING FURNACE DEFICIENCIES
0214024884 - IDENTIFYING STRUCTURAL DEFICIENCIES
0214024885 - PLUMBING
0214024886 - PREPARING FOR THE UNEXPECTED
0214024887 - SPOTLIGHT ON DECKS
0214024888 - TERMITES: WHERE ARE THEY?
0214024889 - THE FIREPLACE
0214024890 - UNDERSTANDING NEWER HOMES
0214024891 - WET BASEMENTS
Pillar to Post

There was no new business.

The meeting adjourned at 2:30 p.m.