

REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING
TENTATIVE AGENDA
Wednesday, May 15, 2024- 12:00 p.m.
2nd Floor – Board Room #2
9960 Mayland Drive
Richmond, VA 23233
804-367-8526

Mission: Our mission is to protect the health, safety and welfare of the public by licensing qualified individuals and businesses enforcing standards of professional conduct for professions and occupations as designated by statute.

- I. **Call to Order**
 - A. Emergency Egress
 - B. Determination of Quorum
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- II. **Approval of Draft Agenda**

- III. **PUBLIC COMMENT PERIOD: *FIVE MINUTE PUBLIC COMMENT, PER PERSON***

- IV. **Discussion Items**

- V. **Proprietary School Applications**

- 1. 0211001368 - Kedron A. Springer. PC. dba: CrossSpring Real Estate Education – Chesapeake, VA
Contact Person: Kedron A. Springer
 - 2. 0211001369 - Cohesive Title, LLC Virginia Beach, Va
Contact Person: Alexander Dunton
 - 3. 0211001370 - Glorified Realty Group, LLC Chantilly, Va.
Contact Person: Garrett Baker
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- VI. **Post-License and Continuing Education Course Applications**

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

1. 0214029362 - Understanding Credit and Improving Credit Scores: What You Need to Know V4.0, 3 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
2. 0214029365 – Do's & Don'ts of Deeds & Legal Descriptions, 1-hour Real Estate Related, FNTIC
3. 0214029366 – 30 hours Post Licensing Course (Online), 2 hours Fair Housing, 3 hours Ethics, 6 hours Real Estate Law and Board Regulations, 2 hours Current Industry Issues and Trends, 3 hours VA Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, and 2 hours Real Estate Finance, Queen Academy of Real Estate
4. 0214029367 - 30 hours Post Licensing Course (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 6 hours Real Estate Law and Board Regulations, 2 hours Current Industry Issues and Trends, 3 hours VA Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, and 2 hours Real Estate Finance, Queen Academy of Real Estate
5. 0214029369 / 0214029370 – Ethics, 3 hours Ethics (CE or PLE), FAAR
6. 0214029371 – Contracts, 3 hours Real Estate Contracts, FAAR
7. 0214029372 / 0214029373 – Advertising Regulations, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
8. 0214029374 / 0214029375 – Escrow, 3 hours Real Estate Related or 3 hours Escrow Requirements, FAAR
9. 0214029376 / 0214029377 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, FAAR
10. 0214029378 / 0214029379 – Finance, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, FAAR
11. 0214029380 – Contract Writing, 6 hours Contract Writing, FAAR
12. 0214029381 / 0214029382 – Real Estate Law and Regulations, 2 hours Legal Updates, and 4 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, FAAR
13. 0214029385 - The Importance of House Location Surveys, 1-hour Real Estate Related, Dominion Surveyors Inc.
14. 0214029386 - 0214029387 - Legal Updates w-Flood Content Course, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, CVSRE
15. 0214029390 - 0214029391 - What Lies Beneath Digging Up the Facts About Underground Oil Tanks, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, The Southside Virginia Association of REALTORS
16. 0214029394 - Top 10 Questions to Ask All Parties Prior to Settlement, 1- hour Real Estate Related, Westcor Land Title Insurance Company

17. 0214029395 – Agency Practices in Virginia, 1-hour Real Estate Related, Class Act RE Educ. Center
18. 0214029396 - 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 **(This course was reviewed at the March meeting and was missing updated Fair Housing laws, the re-sale certificate information and updating current Va laws.)**
19. 0214029397 – Escrow Do's and Don'ts, 3 hours Real Estate Related, Class Act RE Educ. Center
20. 0214029398 – Managing Your Brokerage Firm, 8 hours Real Estate Related, Class Act RE Educ. Center
21. 0214029399 – Understanding Contracts vs Offers, 1-hour Real Estate Related, Class Act RE Educ. Center
22. 0214029400 / 0214029401 - Virginia Agency Law, 2 hours Real Estate Agency and 1 hour of Real Estate Related or 3 hours VA Agency Law, CVSRE
23. 0214029402 - Buyer's Agency Representation (On-line), 2 hours Real Estate Agency, REAL University, Inc.
24. 0214029403 - Escrow Account and How to Manage It (On-line), 3 hours Real Estate Related, REAL University, Inc.
25. 0214029404 - What Are the Types of Deeds Used to Convey Title in Real Estate (On-line), 2 hours of Real Estate Related, REAL University, Inc.
26. 0214029405 - Zoning and Housing 101, 1-hour Real Estate Related, RAR
27. 0214029406 / 0214029407 - Successfully Selling HUD Homes, 1-hour Real Estate Contracts and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
28. 0214029408 - Successfully Selling HUD Homes, 2 hours Broker Management, RAR
29. 0214029409 / 0214029410 - Elder Law Real Estate Transactions, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
30. 0214029414 - Leverage your Listings with a Home Warranty, 1-hour Real Estate Related, First American Home Warranty
31. 0214029415 - Risk Reduction with a Home Warranty, 1-hour Real Estate Related, First American Home Warranty
32. 0214029422 – The AI Empowered Agent, 1-hour Real Estate Related, FNTIC
33. 0214029423 – Understanding Your Ethical Obligations, 3 hours Real Estate Related, Class Act Real Estate Education Center Inc.
34. 0214028985 – Risk Management (PLE), 3 hours Risk Management, HPDS

35. 0214029425 / 0214029426 - Property Management Pitfalls, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA
36. 0214029428 / 0214029429 - Short Sale and Foreclosure Resource, 7 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
37. 0214029430 - Broker Management, 6 hours Broker Management, Moseley Real Estate Schools. Inc.
38. 0214029431 - Silver Divorce, 1-hour Real Estate Related, Piedmont School of Real Estate
39. 0214029432 - Reverse Mortgage, -hour Real Estate Related, Piedmont School of Real Estate
40. 0214029433 - Think before You Act- Risk Management, 2 hours Real Estate Related, Class Act Real Estate Education Center
41. 0214029434 - Agency & Ethics, 3 hours Ethics, and 2 hours Real Estate Related, NVAR
42. 0214029435 – Agency, Ethical & An In-Dept Look at VA Contracts, 3 hours Ethics, 2 hours Real Estate Agency, and 3 hours Real Estate Related, NVAR
43. 0214029436 – Fair Housing, Legal Updates, and Contracts, 2 hours Fair Housing, 2 hours Legal Updates, and 2 hours Contracts, NVAR
44. 0214029437 – Fair Housing, Legal Updates and Adv. Residential Financing, 2 hours Fair Housing, 2 hours Legal Updates, 2 hours Real Estate Contracts, and 2 hours Real Estate Related, NVAR
45. 0214029438 / 0214029439 - Selling the Sun, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
46. 0214028983 / 0214028984 – Contract Writing, 1-hour Real Estate Contracts and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS
47. 0214029441 - Real Estate Economics (Correspondence), 3 hours Real Estate Related, Moseley Real Estate Schools. Inc.
48. 0214029442 - Virginia Real Estate Law Refresh (Correspondence), 3 hours Real Estate Related, Moseley Real Estate Schools. Inc.
49. 0214029443 - Agency, Contracts, & Legal Updates (Correspondence), 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Real Estate Schools, Inc.
50. 0214029444 – Fair Housing (Correspondence), 2 hours Fair Housing, Moseley Real Estate School
51. 0214029445 - Marketing Concerns for VA Agents (Correspondence), 2 hours Fair Housing, Moseley Real Estate School
52. 0214029446 - Ethics & Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Moseley Real Estate School

- 53.0214029447 - VA Salesperson Law Update (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 Real Estate School
- 54.0214029448 / 0214029449 - Common Environmental Concerns, 3 hours Real Estate Related, and 3 hours Risk Management, Piedmont School of Real Estate
- 55.0214029450 - VA Broker Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, 8 hours Real Estate Related, 6 hours Broker Management and 2 hours Broker Supervision, Moseley Real Estate School
- 56.0214029451 – Broker Supervision (Correspondence), 2 hours Broker Supervision, Moseley Real Estate School
- 57.0214029452 - Contract Writing (On-line), 6 hours Contract Writing, MLS Campus Inc.
- 58.0214029454 / 0214029455 - A Synopsis of Real Estate Financing, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, William E Wood
- 59.0214029457 - Fair Housing Then and Now, 2 hours Real Estate Related, Class Act Real Estate Education Center Inc.
- 60.0214029458 – Historic Home Specialist, 8 hours Real Estate Related, Queen Academy of Real Estate
- 61.0214029459 – 16 Hour CE Package (Online), 2 hours Fair Housing, 3 hours Ethics, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, 1-hour Legal Updates, and 8 hours Real Estate Related, Queen Academy of Real Estate
- 62.0214029460 - 16 Hour CE Package (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, 1-hour Legal Updates, and 8 hours Real Estate Related, Queen Academy of Real Estate
- 63.0214029461 - Pre-Approval Process, 1-hour Real Estate Related, Titan Title LLC.
- 64.0214029162 – First Time Homebuyer, 1-hour Real Estate Related, Titan Title, LLC.
- 65.0214029163 – FHA, 1-hour Real Estate Related, Titan Title, LLC.

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

VII. Pre-License Education Instructors

1. 0230001735 – John Mayfield – Professional Designation and DREI, (Principles, Brokerage, Appraisal, Finance, and Law)

2. 0230001737 - Charles Demetrius Edmond – Experience and Waiver (Principles, Brokerage, Appraisal, Finance, and Law)
 3. 0230001738 – Abby Fitzsimmons – Broker and Designation (Principles, Brokerage, Appraisal, Finance, and Law)
 4. 023001739 – Merouane Remmouche- Broker and Professional Designation (Principles, Brokerage, Appraisal, Finance, and Law)
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VIII. Pre-License Education Courses

1. 0214029413 – 60 Hours Principles and Practices of Real Estate (On-line), Mayfield Real Estate Inc. dba: Global Real Estate School
 2. 0214029416 – 60 Hours Principles and Practices of Real Estate (Classroom), Solutions Realty Group
 3. 0214029424 - 60 Hours Principles and Practices of Real Estate (On-line), Blue Sky Online Real Estate School LLC.
 4. 0214029440 – 45 Hours Broker Real Estate Appraisal (Classroom), HPDS
 5. 0214029456 - 60 Hours Principles and Practices of Real Estate (On-line), MLS Campus Inc.
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IX. Post-License and Continuing Education Instructor Approval Applications

1. Claudia Kienran
2. John Nalls
3. Julianne Routten
4. Wendy Lynn Laster
5. Jonathan D. Coles
6. Thomas Hines
7. Robin G. Mathis
8. Timothy Edgar Hooper
9. Julie Louise Wilcox
10. David Stuart Holland
11. Amanda Spigone Heron
12. Aubrey Michele Cross
13. Kedron Adele Springer
14. Mary Victoria Hagmaier
15. Philip Lee Black
16. Norbert J. Prigge
17. Dana Michelle Ritter
18. Kristopher Ryan Sleeth
19. Michael Lafayette - **instructor license expires on July 31, 2024. This is a renewal application**
20. David Oliverio
21. Minturn Tatum Wright
22. Victoria Stoner

23. Andrew Willim Hooper
24. Lark Ariel Washington
25. Laura Marguerite Murray
26. Allyson Lambo Newkirk - **instructor license expires on July 31, 2024. This is a renewal application.**
27. George M. O'Quinn
28. Michele Renee Freemyers – **instructor license expires on July 31, 2024. This is a renewal application.**
29. Matthew Vaughn Rathbun - **instructor license expires on July 31, 2024. This is a renewal application.**
30. Donna L. Moyer - **instructor license expires on July 31, 2024. This is a renewal application.**
31. Jonathan Thomas Knopf
32. Eric Van Mai
33. Austin Wesley Streeter
34. Donald Paul Widmayer, JR - **instructor license expires on July 31, 2024. This is a renewal application.**
35. Cynthia Lee Hash
36. Patrick B. Dolan
37. Mary Elizabeth Lafferty Kraft
38. John Robert Murray- **instructor license expires on July 31, 2024. This is a renewal application.**
39. Cynthia Lee Murray- **instructor license expires on July 31, 2024. This is a renewal application.**
40. Deana G. Wilson - **instructor license expires on July 31, 2024. This is a renewal application.**
41. Candy C. Dennis
42. Matthew J. Haddix
43. Russell L. Edwards
44. Nicole Marie Moritz
45. Timothy Murray Vohar - **instructor license expires on July 31, 2024. This is a renewal application.**
46. Allan David Poteshman
47. Yolanda Marilena Lemus Flores

X. New Business

XI. Adjourn

NEXT MEETING SCHEDULED FOR WEDNESDAY JULY 17, 2024

** 5-minute public comment, per person, on those items not included on the agenda with the exception of any open disciplinary files. No other public comment will be accepted by the Board during the meeting.

Persons desiring to participate in the meeting and requiring special accommodations or interpretive services should contact the Department at (804) 367-8552 at least ten days prior to the meeting so that suitable arrangements can be made for an appropriate accommodation. The Department fully complies with the Americans with Disabilities Act.

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