

REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING
TENTATIVE AGENDA
Wednesday, July 17, 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. 0211001371 – Creative Land Strategies, LLC. Asheville, NC
Contact Person: Marjorie Maginnis
 2. 0211001375 - Northern Kentucky Occupational Opportunities, Inc. dba: Perry Real Estate College, Cold Spring, KY. Contact Person: Kent Gray
 3. 0211001373 – I-95 Home Inspections, LLC. Fredericksburg, VA.
Contact Person: Ryan Spencer
 4. 0211001377 – CMG Mortgage, Inc. San Ramon CA.
Contact Person: Paula White
 5. 0211001379 – Your Real Estate Connect, LLC. Chesapeake, VA. Contact Person: Shonda Taylor
 6. 0211001378 – Fortress Foundation Solutions, LLC. Forest, VA
Contact Person: John Burger
 7. 0211001374 – Dan River Region Association of Realtors, Inc.
Contact Person: Nicole Fountain
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VI. Post-License and Continuing Education Course Applications

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

1. 0214029468 - Negotiating The Best Contract, 3 hours Real Estate Related, GCAAR
2. 0214029469 - Real Estate Finance Today V10.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
3. 0214029474 - Charting Your Success: The Code of Ethics, Buyer Representation, and Your Value Proposition (On-line), 3 hours Real Estate Related, McKissock, LLC.
4. 0214029475 - Charting Your Success: The Code of Ethics, Buyer Representation, and Your Value Proposition (Correspondence), 3 hours Real Estate Related, McKissock, LLC.
5. 0214029486 - Virginia Legal Update (On-line), 2 hours Legal Updates, McKissock, LLC.
6. 0214029487 - Virginia Legal Update (Correspondence), 2 hours Legal Updates, McKissock, LLC.
7. 0214029488 - Virginia Law Combo (On-line), 2 hours Fair Housing, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, McKissock, LLC.
8. 0214029489 - - Virginia Law Combo (Correspondence), 2 hours Fair Housing, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, McKissock, LLC.
9. 0214029490 – Owner’s Title Insurance Claims Basics, 1-hour Real Estate Related, FNTIC
10. 0214029491 – Advertising Regulations, 2 hours Broker Management, FAAR
11. 0214029492 – Engage or Refer, 2 hours Real Estate Related, HRRA
12. 0214029494 - Ethics & Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct (PLE), Moseley Real Estate Schools, Inc.
13. 0214029495 - Virginia Real Estate Agency (Correspondence), 2 hours Real Estate Agency, Moseley Flint Schools of Real Estate Inc.
14. 0214029496 - Virginia Legal Updates (Correspondence), 2 hours Legal Updates, Moseley Flint Schools of Real Estate Inc.
15. 0214029498 / 0214029499 - The Devil is in the Details, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Piedmont School of Realty
16. 0214029500 / 0214029501 - Changes Start Now: NVAR Forms Update, 2 hours Real Estate Contracts, or 2 hours Current Industry Issues and Trends, FAAR
17. 0214029502 - 2024 New Laws, 1-hour Legal Updates, VAR
18. 0214029503 - Presentations that Win, 2 hours Real Estate Related, HRRA
(Does this course protect the health, welfare, and safety of the public?)
19. 0214029509 - Virginia Real Estate Contracts (Correspondence), 2 hours Real Estate Contracts, Moseley Flint Schools of Real Estate Inc **(is this a pre-licensing course?)**

- 20.0214029510 - 5 Credit VA Real Estate Elective Topics (Correspondence), 5 hours of Real Estate Related, Moseley Flint Schools of Real Estate
- 21.0214029511 / 0214029512 - Contract Workshop, 6 hours Real Estate Contracts or 6 hours Contract Writing, RAR
- 22.0214029513 - Constructing an Airtight Contract, 3 hours Real Estate Contracts, RAR
- 23.0214029514 / 0214029515 - Escrow Requirements and EMDs, 3 hours Escrow Requirements, RAR
- 24.0214029516 - Escrow Requirements and EMDs, 3 hours Broker Management, RAR
- 25.0214029517 / 0214029518 - New Member Ethics Orientation, 3 hours Ethics and Standards of Conduct (CE or PLE), RAR
- 26.0214029519 / 0214029520 – Fair Housing, 2 hours (CE or PLE), RAR
- 27.0214029521 / 0214029522 – Real Estate Law and Board Regulations, 6 hours Legal Updates or 6 hours Real Estate Law and Board Regulations, RAR
- 28.0214029523 - Real Estate Law and Board Regulations, 6 Broker Management, RAR
- 29.0214029524 / 0214029525 - Finance Fundamentals, 2 hours Real Estate-Related Finance, RAR
- 30.0214029526 / 0214029527 - Risk Management for RE Professionals, 2 hours Legal Updates and 1-hour Real Estate Related or 3 hours Risk Management, RAR
- 31.0214029528 / 0214029529 - Virginia Agency Law, 3 hours Real Estate Agency or 3 hours VA Agency Law, RAR
- 32.0214029530 - Common Legal Hotline Q&A, 1-hour Legal Updates, VAR
- 33.0214029531 - Fair Housing in A Diverse World, 2 hours Fair Housing, VAR
- 34.0214029532 / 0214029533 - Pricing Strategy CMA, 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRR
- 35.0214029534 / 0214029535 - Senior Real Estate Specialist, 10 hours Real Estate Related or 2 hours Real Estate-Related Finance, HRRR
- 36.0214029536 – Planning and Zoning, 7 hours Real Estate Related, HRRR
- 37.0214029537 / 0214029538 - July 2024 Legal Updates, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, FAAR
- 38.0214029539 / 0214029540 – All About Septic, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
- 39.0214029541 - Virginia Required Courses for Salespersons and Brokers, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, Kirks Institute
- 40.0214029542 - Virginia Agency Update, 1-hour Real Estate Agency, Kirks Institute
- 41.0214029543 - Virginia Contract Update, 1-hour Real Estate Contracts, Kirks Institute
- 42.0214029544 - Virginia Law Legislative Updates, 1-hour Legal Updates, Kirks Institute
- 43.0214029545 – Fair Housing, 2 hours Fair Housing, Kirks Institute

44. 0214029546 – Virginia Ethics and Standards of Conduct, 3 Ethics & Standards of Conduct, Kirks Institute
45. 0214028983 - 0214028984 - Contract Writing, 1-hour Real Estate Contracts and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS
46. 0214029547 / 0214029548 – Reverse Mortgage, 2 hours Real Estate Related or 2 hours Real Estate- Related Finance, CVSRE
47. 0214029549 - Crash Course on Earnest Money Deposits, 1-hour Real Estate Contracts, CVSRE
48. 0214029550 - Identifying Red Flags in Real Estate Transaction, 1-hour Real Estate Contracts, CVSRE
49. 0214029551 - 11 Credit VA Real Estate Mandatory Topics (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, Moseley Flint Schools of Real Estate Inc.
50. 0214029553 / 0214029554 - Reverse Mortgages, 3 hours Real Estate Related or 2 hours Real Estate- Related Finance, HRRRA
51. 0214029561 – Deconstructing the Purchase Agreement, 3 hours Real Estate Contracts, RAR

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

1. 0214029552 - Full 30 Hours (On-line), 2 hours Fair Housing, 6 hours Real Estate Law and Board Regulations, 3 hours Ethics and Standards of Conduct, 2 hours Current Industry Issues and Trends, 3 hours Virginia Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, 2 hours Real Estate-Related Finance, Perry Real Estate College

VII. Pre-License Education Instructors

1. 0230001740 - Hazer Hashem Flashberg – Experience and Teaching Credentials – Principles, Appraisal, Finance, Brokerage and Law)
2. 0230001741 – Delbert Perry – Professional Designation and Waver (Principles, Appraisal, Finance, Brokerage and Law)

VIII. Pre-License Education Courses

1. 0214029471 – 60 Hours Principles and Practices of Real Estate
2. (Correspondence), Eagles Academy of Real Estate
3. 0214029472 - 60 Hours Principles and Practices of Real Estate (On-line), Eagles Academy of Real Estate
4. 0214029476 - 60 Hours Principles and Practices of Real Estate, Michael J. Bond Realty

5. 0214029504 – 60 Hours Principles and Practices of Real Estate (On-line), Perry Real Estate College
6. 0214029505 – 45 Hours Real Estate Brokerage (On-line), Perry Real Estate College
7. 0214029506 – 45 hours Real Estate Law (On-line), Perry Real Estate College
8. 0214029507 – 45 hours Real Estate Finance (On-line), Perry Real Estate College
9. 0214029508 – 45 hours Broker Other Law of Contracts (On-line), Perry Real Estate College **(Broker Pre-license?)**
10. 0214029424 - 60 Hours Principles and Practices of Real Estate (On-line), Blue Sky Online Real Estate School, LLC. **(deficient last May 2024 meeting)**
11. 0214029456 – 60-hours Principles and Practices of Real Estate (On-line), MLS Campus Inc. **(deficient last May 2024 meeting)**

IX. Post-License and Continuing Education Instructor Approval Applications

1. Laura Marguerite Murray
2. Deana G. Wilson
3. Isaac J Holstein
4. Rachel Marie Burns
5. Minturn Tatum Wright
6. Victoria Stoner – Additional category (broker management)
7. Michael George Ott
8. Clifford L. Wells
9. Richard Anthony Pruitt
10. Delberry Ken Perry
11. Brian D. Lytle
12. Joshua Daniel Coon
13. Elizabeth B. Moore
14. Donna V. Austin
15. Charles (Tony) Miller

X. New Business

XI. Adjourn

NEXT MEETING SCHEDULED FOR WEDNESDAY SEPTEMBER 4, 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.