

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE MEETING DRAFT AGENDA

Wednesday, May 14, 2025 – 12P.M.  
2<sup>nd</sup> Floor—Board Room 2  
Department of Professional and Occupational Regulation  
9960 Mayland Drive  
Richmond, VA 23233

- I. Call to Order
  - a. Emergency Egress
  - b. Determination of Quorum
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items

1. 0214029736 - Full 30 Hours Package (On-line), 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Real Estate- Related Finance, Perry Real Estate College **(Course was deficient at the September 2024 meeting as it had outdated material, missing the Guidance Document, and slide set up was not correct.)**

V. Proprietary School Applications

- 1. 0211001392 - Thompson Real Estate School, LLC. VA Beach, VA  
Contact Person: Brett B. Thompson
- 2. 0211001395 – Lois A Jones dba: Drazze Ventures Academy, Bowie, MD  
Contact Person: Lois A Jones
- 3. 0211001390 – Stormie’s School of Real Estate, Charlotte, NC.  
Contact Person: Stormie Benfield

VI. Post-License and Continuing Education Course Applications

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

- 1. 0214030315 – PL - Fair Housing, ADA and Civil Rights (Correspondence), 2 hours Fair Housing, Moseley Flint Schools of Real Estate Inc.
- 2. 0214030316 - PL - Fair Housing, ADA and Civil Rights (Classroom), 2 hours Fair Housing, Moseley Flint Schools of Real Estate Inc.

3. 0214030317 - PL - Fair Housing, ADA and Civil Rights (On-line), 2 hours Fair Housing, Moseley Flint Schools of Real Estate Inc.
4. 0214030320 - The Complete Settlement Playbook, 2 hours Real Estate Related, Institute of Continuing Education, LC
5. 0214030321 – Agency Insights, 2 hours Real Estate Agency, RGS Title Real Estate Academy
6. 0214030322 - Caveat Emptor, 2 hours Legal Updates, RGS Title Real Estate Academy
7. 0214030323 – Property Conditional Disclosures, 1-hour Real Estate Contracts, MBH Settlement Group, LC
8. 0214030343 - Social Selling Strategies for Real Estate Professionals, 1-hour Real Estate Related, HRRR
9. **0214030348 - Targeting and Converting Buyers, 1-hour Real Estate Related, HRRR (does this course protect the health, welfare and safety of the public)**
10. 0214030351 - Introduction to Property Management (Classroom), 3 hours Real Estate Related, HRRR
11. 0214030352 - Introduction to Property Management (On-line), 3 hours Real Estate Related, HRRR
12. 0214030353 – 0214030354 - Code of Ethics & Standards of Conduct, 3 hours of Ethics and Standards of Conduct, WAAR
13. 0214030355 - Code of Ethics & Standards of Conduct, 3 hours Broker Management, WAAR
14. 0214030356 - NAR Code of Ethics and Standards of Practice, 4 hours Ethics and Standards of Conduct, Class Act Real Estate Education
15. 0214030357 - Understanding Real Estate Contract Terminology, 2 hours Real Estate Contracts, Class Act Real Estate Education
16. 0214030358 - Agency Laws in Virginia, 2 hours Real Estate Agency, Class Act Real Estate Education
17. 0214030359 - Brokerage Management & Agent Supervision in VA, 6 hours Broker Management, and 2 hours Broker Supervision, Class Act Real Estate Education
18. 0214030360 - Legal Updates, 2 hours Legal Updates, Class Act Real Estate Education
19. 0214030361 – 0214030362 - Military Relocation Professional, 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
20. 0214030363 – 0214030364 - Pricing Strategies Advisor, 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
21. 0214030365 – 0214030366 - Realtor Code of Ethics: Conversion Using the Code, 3 hours Ethics and Standards of Conduct (CE or PLE), SWVAR
22. 0214030367 – ABR – Accredited Buyer Representative, 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, 2 hours Real Estate Contracts and 5 hours Real Estate Related, Queen Academy of Real Estate
23. 0214030368 – SRS - Seller Representative Specialist, 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate

- Agency, 2 hours Real Estate Contracts and 5 hours Real Estate Related, Queen Academy of Real Estate
24. 0214030408 - Contributory Value, 1-hour Real Estate Related, HRRRA
  25. 0214030409 - Value of Sustainability, 1-hour Real Estate Related, HRRRA
  26. **0214030410 – Business Solar, 2 hours Real Estate Related, HRRRA (Does this course protect the health, welfare and safety of the public?)**
  27. 0214030413 - Virginia Required Courses for Salespersons and Brokers, 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, Kirks Institute
  28. 0214030414 - Introduction to Commercial Real Estate Sales V6.0 (Online), 5 hours Real Estate Related, Dearborn Financial Publishing, Inc. REcampus.com
  29. 0214030416 – 0214030417 - Mission: VA Homeownership, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, WAAR
  30. **0214030418 – 0214030419 - 2025 Contract Changes - VA & TN Forms, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Bristol TN/VA Association of REALTORS® (is TN course content appropriate)**
  31. 0214030429 - Describing Real Property, 1-hour Real Estate Contracts, ORNTIC
  32. 0214030430 - Death Divorce & Bankruptcy, 2 hours Real Estate Related, Guardian Title & Escrow, LC.
  33. 0214030431 - How to Have a Smooth Settlement, 1-hour Real Estate Related, Guardian Title & Escrow, LC.
  34. 0214030432 - Real Estate Contracts, 2 hours Real Estate Contracts, Guardian Title & Escrow, L.C.
  35. 0214030433 - Virginia Deeds, 1-hour Real Estate Related, Guardian Title & Escrow, LC.
  36. 0214030434 - 10 Most Common Title Problems, 1-hour Real Estate Related, Guardian Title & Escrow, LC.
  37. 0214030439 - Virginia Post-Licensing: Fair Housing Correspondence Course V4.0, 2 hours Fair Housing, Dearborn Financial Publishing, Inc.
  38. 0214030440 - Virginia Post-Licensing: Ethics and Standards of Conduct Correspondence Course V4.0, 3 hours Ethics and Standards of Conduct, Dearborn Financial Publishing, Inc.
  39. 0214030441 - Virginia Post-Licensing: Current Industry Issues and Trends Correspondence Course V4.0, 2 hours Current Industry Issues and Trends, Dearborn Financial Publishing, Inc.
  40. 0214030442 - Virginia Post-Licensing: Contract Writing Correspondence Course V5.0, 6 hours Contract Writing, Dearborn Financial Publishing, Inc.
  41. 0214030443 - Virginia Post-Licensing: Real Estate Finance Correspondence Course V2.0, 2 hours Real Estate-Related Finance, Dearborn Financial Publishing, Inc.

42. **0214030444 – Putting Realtor Safety First, 3 hours Real Estate Related, DAAR (Does this course protect the health, welfare and safety of the public?)**
43. 0214030446 – 0214030447 - Trust Based Ethics, 3 hours Ethics & Standards of Conduct, VAR
44. 0214030449 - Navigating AI and Mitigating Risks, 1-hour Real Estate Related, FAAR
45. 0214030450 - Broker Supervision in VA, 2 hours Broker Supervision, RAR
46. 0214030451 – Wills, Trusts & Estates, 1-hour Real Estate Related, Guardian Title & Escrow, LC.
47. 0214030452 - Alternative Financing & Assumptions, 1-hour Real Estate Related, Guardian Title & Escrow, L.C.
48. 0214030453 - Title Insurance, 1- hour Real Estate Related, Guardian Title & Escrow, L.C.
49. 0214030454 - Home Warranty Disclosure, 1-hour Real Estate Related, America's Preferred Home Warranty
50. 0214030455 – 0214030456 – Contract Writing, 2 hours Real Estate Contracts and 4 hours Real Estate Related or 6 hours Contract Writing, Peninsula Real Estate School
51. 0214030457 - Tackling Contract Contingencies, 1-hour Real Estate Related, WebCE, Inc.
52. 0214030462 – RW Towne Fair Housing Policy, 1-hour Real Estate Related, TRSRE
53. **0214030463 – 0214030464 - Legal Updates for Real Estate in Virginia, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, TRSRE (enough course materials?)**
54. 0214030465 - RW Towne Fair Housing Policy, 1 hour Broker Management, TRSRE
55. **0214030466 - Lead Awareness and Compliance (On-line), 3 hours Real Estate Related, The CE Shop (3 hours on Lead?)**
56. 0214030467 – 0214030468 - Agency Law (On-line), 2 hours Real Estate Agency, and 1-hour Real Estate Related or 3 hours VA Agency Law, HRRRA
57. 0214030470 - Economy 360, 2 hours Real Estate Related, VAR
58. 0214030471 – 0214030472 - Cybersecurity: Can Technology Ruin Your Business, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
59. **0214029917 - Virginia Post Escrow Requirements (On-line), 3 hours Escrow Requirements, Colibri Real Estate, LLC. (This course has been reviewed by the committee at the last 3 Committee meetings)**
60. 0214030474 – Virginia Agency Law, 2 hours Real Estate Agency, MKB Realtors
61. 0214030475 – 0214030476 - Virginia Agency Law, 2 hours Real Estate Agency, and 1-hour Real Estate Related or 3 hours VA Agency Law, MKB Realtors

62. 0214030477 – Buyer Representation Agreement, 2 hours Real Estate Related, MKB Realtors
63. 0214030478 - Seller Representation Agreement, 2 hours Real Estate Related, MKB Realtors
64. 0214030479 - Legal Updates, 2 hours Legal Updates, MKB Realtors
65. 0214030480 - Understanding Solar Panels, 1-hour Real Estate Related, Guardian Title and Escrow LC.
66. 0214030481 - Mock Settlement, 1-hour Real Estate Related, Guardian Title and Escrow LC.
67. 0214030482 - 1031 Exchanges, 1-hour Real Estate Related, Guardian Title and Escrow LC.
68. 0214030483 - Neighbor Law, 2 hours Real Estate Related, Guardian Title and Escrow LC.
69. 0214030484 - Real Estate Agency, 2 hours Real Estate Agency, Guardian Title and Escrow LC.
70. 0214030485 - Real Estate Agency, 2 hours Real Estate Agency, Granite Street Training
71. 0214030486 – Fair Housing, 2 hours Fair Housing, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
72. 0214030487 – Ethics, 3 hours Ethics and Standards of Conduct, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
73. 0214030488 – VA Agency Law, 2 hours Real Estate Agency, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
74. 0214030489 - Virginia Legal and Flood Updates, 2 hours Legal Updates, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
75. 0214030490 - Real Estate Related Topics, 5 hours Real Estate Related, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
76. 0214030491 – Contract Writing, 2 hours Real Estate Contracts, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
77. 0214030492 – At Home with Diversity (AHWD), 5 hours Real Estate Related, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
78. 0214030493 - Real Estate Negotiation Expert, 5 hours Real Estate Related, JDC RE Solutions LLC. dba: Queen Academy of Real Estate
79. 0214030494 – 0214030495 – Ethics (On-line), 3 hours Ethics and Standards of Conduct, (CE or PLE), HRRA
80. 0214030496 – Fair Housing (On-line), 2 hours Fair Housing, HRRA
81. 0214030497 - Advocacy 101: Navigating Gov't Relations for Real Estate Professionals, 2 hours Real Estate Related, NVAR
82. 0214030498 - Risk Management: Listings, Contracts and Fraud, 4 hours Real Estate Related, NVAR
83. 0214030499 – Demystifying FIRPTA, 1-hour Real Estate Related, Institute of Continuing Education
84. 0214030500 - Don't Get Taken: Modern Real Estate Fraud Tactics & Prevention, 1-hour Real Estate Related, Institute of Continuing Education
85. 0214030501 - Authority to Sell: Probate, Title, & Estate Sales, 2 hours Real Estate Related, Institute of Continuing Education

- 86.0214030507 – When Price Meets Preparation, 2 hours Real Estate Related, GCAAR
- 87.0214030508 - Negotiating Multiple Offers, 2 hours Real Estate Related, GCAAR
- 88.0214030509 - NVAR Sales Contract Review, 3 hours Real Estate Related, GCAAR
- 89.0214030514 – Fair Housing, 2 hours Fair Housing, Guardian Title & Escrow, LC.

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

- 1. **0214030520 - Real Architecture, 4 hours Real Estate Related, Stormie's School of Real Estate (4 hours for architecture?)**
- 2. 0214030521 - NAR's Senior Real Estate Specialist, 8 hours Real Estate Related, Stormie's School of Real Estate
- 3. 0214030523 - NAR's Military Relocation Professional, 5 hours Real Estate Related, Stormie's School of Real Estate
- 4. 0214030524 - NAR's Accredited Buyer's Representative, 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, 5 hours Real Estate Related, Stormie's School of Real Estate

VII. Pre-License Education Instructors

- 1. 0230001760 – James Eugene Jones – Experience and Professional Designation (Principles)
- 2. 0230001761 – Christian Harris – Experience and Waiver (Principles)

VIII. Pre-License Education Courses

- 1. 0214030445 – 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Innervision Realty
- 2. 0214030469 – 60-hours Salesperson Principles and Practices of Real Estate (Classroom), NVAR
- 3. 0214030506 - 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Stellar Real Estate; Stellar University
- 4. 0214030510 – 45 hours Broker Real Estate Appraisal (On-line), MLS Campus, Inc.
- 5. 0214030511 - 45 hours Broker Real Estate Brokerage (On-line), MLS Campus, Inc.
- 6. 0214030512 - 45 hours Broker Real Estate Finance (On-line), MLS Campus, Inc.

7. 0214030513 - 45 hours Broker Real Estate Law (On-line), MLS Campus, Inc.
8. 0214030515 - 45 hours Broker Real Estate Law (Classroom), Tidewater Real Estate Educ. School
9. 0214030516 - 45 hours Broker Real Estate Finance (Classroom), Tidewater Real Estate Educ. School
10. 0214030517 - 45 hours Broker Real Estate Appraisal (Classroom), Tidewater Real Estate Educ. School
11. 0214030518 - 45 hours Broker Real Estate Brokerage (Classroom), Tidewater Real Estate Educ. School

IX. Post-License and Continuing Education Instructor Approval Applications

1. David Wheatley Cartner
2. Terrence Timothy Gabriel
3. Edda May Berglund
4. Joseph Samuel Warren Gross
5. William Paul Bray
6. Cristiane A. Sgrott
7. Eric Hugh Boll
8. Brett Bailey Thompson
9. Matthew John Lynch
10. Helen Schubert Krause - **reapplying with additional categories (Fair Housing, Real Estate Law, Ethics, Agency Law, and Investment)**
11. Michelle B. Crumley
12. Phillip Ambrose Lyles
13. Sadaf Saberi
14. Benjamin Tyler Harris
15. William Scott Lane
16. Christina Jensen Uribe – **Ms. Uribe would like to be reviewed again, as she submitted resume information.**
17. Reed Tipton Johnson
18. Erin F. Kormann
19. Ryan Leonard – **He is approved for multiple categories, asking for additional categories.**
20. Jonathan Russell Haley - **He is approved for multiple categories, asking for additional category.**
21. Santiago Luis Montalvo Rodriguez - **He is approved for multiple categories, asking for additional categories.**
22. Sean Edward Olk - **He is approved for multiple categories, asking for additional categories.**
23. Lauren Christine Britton
24. John Wilson

X. New Business

XI. Adjourn

**NEXT MEETING SCHEDULED FOR WEDNESDAY, JULY 17, 2025**

Persons desiring to participate in the meeting and requiring special accommodations or interpretative services should contact the Department at (804) 367-0362 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.

\* Agenda materials made available to the public do not include disciplinary case files or application files pursuant to §54.1-108 of the *Code of Virginia*.

\*\*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.

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