

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

Wednesday, November 5, 2025 – 12:00 P.M.

The Real Estate Board Education Committee met on Wednesday November 5, 2025, at 12:00 p.m., at the Department of Professional and Occupational Regulation in Richmond, Virginia.

Committee Members present: Pieri Burton, Board Member
 Kit Hale, Committee Chair
 Dr. Bernice Travers (arrived at 1:20 p.m.)

Department Staff Members present:
 Anika Coleman, Executive Director
 Amy Goobic, Executive Assistant
 Vanessa DeGraw, Program Operations Administrator
 Mia Quimpo, Licensing Specialist
 Janice Toole, Licensing Specialist
 Summer Saunders, Licensing Specialist

Discussion was held on procedures as there was not a quorum of the Committee present. Mr. Hale called the meeting to order at 12:30 p.m. Staff advised the Committee members that Mr. Hale and Mr. Burton could discuss applications and make recommendations. At such time there is a quorum, the Committee will vote on recommendations.

The agenda was approved by consensus.

Ms. Coleman read the emergency egress procedures.

I. Proprietary School Applications

1. 0211001407 – Monarch Real Estate Solutions, LLC. Fredericksburg, VA
Contact Person: Deb Ellis
2. 0211001410 – Cyberactivity Inc. Garden Grove, CA
Contact Person: Cynthia Greenleaf **(Must sign financials)**
3. 0211001403 – BP School of Real Estate, Portsmouth, VA
Contact Person: Christian Harris
4. 0211001412 – Carol Sondrini, King George, VA
Contact Person: Carol Sondrini **(Must sign financials)**

II. Post-License and Continuing Education Course Applications

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

1. 0214030857 - Cultural Competence & a Diverse Client Base, 1-hour Real Estate Related, CAAR
2. 0214030858 – Virginia Post Licensing Package, 2 hours Fair Housing, 6 hours Real Estate Law and Boards Regulations, 3 hours Ethics, 6 hours Contract Writing, 2 hours Current industry Issues and Trends, 3 hours VA Agency Law, 3 hours Risk Management, 3 hours Escrow Requirements, and 2 hours Real Estate-Related Finance, Kirks Institute. **The Committee found the course to be deficient.**
3. 0214030859 - Understanding Homeowners Insurance with Legal Flood Update, 2 hours Legal Updates, HRRRA. **The Committee found the course to be deficient.**
4. 0214030860 – Serving Seniors, 1-hour Real Estate Related, CAAR
5. 0214030865 - Wholesaling in Today's Market (On-line), The CE Shop, LLC. **The Committee found the course to be deficient**
6. 0214030866 - Virginia Post-Licensing: Agency Law (On-line), 3 hours VA Agency Law, The CE Shop, LLC.
7. 0214030867 - Fair Housing V6.0 (On-line), 2 hours Fair Housing, Dearborn Financial Publishing, Inc. dba REcampus.com. **The Committee found the course to be deficient**
8. 0214030868 - Legal Updates, 2 hours Legal Updates, Moseley Flint Schools of Real Estate. **The Committee found the course to be deficient.**
9. 0214030781 – How To Work with Real Estate Investors – Part 1 (Correspondence), 3 hours Real Estate Related, McKissock, LLC.
10. 0214030781 - Handling Multiple Offers (On-line), 3 hours Real Estate Related, McKissock, LLC.
11. 0214030869 – 0214030870 - Professional Standards, 3 hours Ethics and Standards of Conduct, and 5 hours Real Estate Related or 3 hours Ethics and Standards of Conduct (PLE), HRRRA
12. 0214030884 - Affiliated Business Arrangements (ABAs): Real Estate, Title, Lending & Property Insurance, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
13. 0214030885–0214030886-Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, Eagles Academy of Real Estate LLC.
14. 0214030888 - Handling Sales and Decedent Estates, 1-hour Real Estate Related, RGS Title Real Estate Academy
15. 0214030890–0214030891-Understanding Conflict Resolution, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CAAR
16. 0214030892 – 0214030893 - Specialty Inspections, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CAAR
17. 0214030894 – 0214030895 - Title Search Basics, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA
18. 0214030896 – 0214030897 - Military Relocation Professional (MRP), 8

- hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA
19. 0214030898 – 0214030899 - Real Estate Pitfalls 2026, 1-hour Legal Updates and 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA
 20. 0214030900 - Errors And Omissions for Real Estate Agents, 1-hour Real Estate Related, HRRRA
 21. 0214030901 – 0214030902 - 8 Hour Required Topic 2026, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, and 2 hours Real Estate Agency or 2 hours Fair Housing and 3 hours Ethics (PLE), HRRRA
 22. 0214030914 – 0214030915 - Property Management and Managing Risks, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA. **The Committee found the course to be deficient.**
 23. 0214030919 - Communicating as a Leader, 4 hours Broker Management, VAR. **The Committee found the course to be deficient.**
 24. 0214030920 – 0214030921 - Understanding Financing Fundamentals, 2 hours Real Estate Related or 2 hours Real Estate – Related Finance, Blue Ridge Real Estate School
 25. 0214030923 - Ethics in the Age of Disruption (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC. **The Committee found the course to be deficient.**
 26. 0214030924 - May the Code Be with You (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC. **The Committee found the course to be deficient.**
 27. 0214030926 - Ethics in the Age of Disruption, 3 hours Ethics and Standards of Conduct, McKissock, LLC.
 28. 0214030927 – 0214030928 - Accredited Buyers Representative, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, 2 hours Broker Supervision and 9 hours Real Estate Related or 3 hours Ethics and Standards of Conduct, and 6 hours Contract Writing, HRRRA
 29. 0214030931 - The Closing Process, 1-hour Real Estate Related, RGS Title Real Estate Academy
 30. 0214030932 - Living Trusts in Real Estate, 1-hour Real Estate Related, RGS Title Real Estate Academy
 31. 0214030933 – Title Insurance Basics, 2 hours Real Estate Related, RGS Title Real Estate Academy
 32. 0214030934 - The Art of Successful Negotiations, 1-hour Real Estate Related, Peninsula Real Estate School
 33. 0214030935-Real Estate and Taxes: What Every Agent Should Know V8.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing
 34. 0214030936-Environmental Issues in Your Real Estate Practice V6.0 (On-line), 4 hours 4 hours Real Estate Related, Dearborn Financial Publishing. **The Committee found the course to be deficient.**
 35. 0214030937 - Property Management and Managing Risk V6.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing

36. 0214030938-Twenty Cost-Effective Home Improvements Online Video Course V2.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing
37. 0214030939 - Millennials Challenging the Traditional Real Estate Model (On-line), 2 hours Real Estate Related, Dearborn Financial Publishing
38. 0214030940 - Avoiding Deceptive Practices OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing
39. 0214030941 - Fair Housing for Real Estate Professionals (On-line), 3 hours Fair Housing, Systems Effect LLC. **The Committee found the course to be deficient.**
40. 0214030942 - Real Estate Investing (On-line), 3 hours Real Estate Related, Systems Effect LLC.
41. 0214030943 - Contracts, Short Sales and Foreclosures (On-line), 3 hours Real Estate Contracts, Systems Effect, LLC.
42. 0214030944 - Clarifying The Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, Systems Effect, LLC. **The Committee found the course to be deficient.**
43. 0214030945-Title Insurance, 1-hour Real Estate Related, Highland Ace
44. 0214030946 - Wills, Trusts & Estates, 1-hour Real Estate Related, Highland Ace LLC.
45. 0214030947 – Broker Basics – Broker Supervision, 2 hours Broker Supervision, VAR
46. 0214030948-Agency for Property Managers, 1 hour Broker Management, VAR
47. 0214030949 - Professional Standards Training 2026, 3-hour Ethics and Standards of Conduct, VAR
48. 0214030950 – 0214030951 - 1031 Exchanges - By the Rules, 2 hours Real Estate Related and 2 hours Real Estate- Related Finance, Title Resources Guaranty Company
49. 0214030952 – 0214030953 - 1099-S Cash Reporting, FIRPTA and Federal Issues at Closing, 2 hours Real Estate Related and 2 hours Real Estate- Related Finance, Title Resources Guaranty Company
50. 0214030954 – 0214030955 - AI in Action: Transforming Real Estate, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
51. 0214030956 – 0214030957 - Fraud Prevention, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
52. 0214030958 – 0214030959 - Reverse Mortgages, 2 hours Real Estate Related and 2 hours Real Estate- Related Finance, Title Resources Guaranty Company
53. 0214030960 – 0214030961 - Signing Authority - POA's, Estate, Trusts and Guardianships, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
54. 0214030962 - The Auction Process, 1-hour Real Estate Related, Title Resources Guaranty Company

55. 0214030963 – 0214030964 - FIRPTA - Closing the Foreign Seller, 2 hours Real Estate Related and 2 hours Real Estate- Related Finance, Title Resources Guaranty Company
56. 0214030965 – 0214030966 - Using Power of Attorney for Closing, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
57. 0214030967 - Uniform Real Property Transfer on Death Act, 1-hour Real Estate Related, Title Resources Guaranty Company
58. 0214030968 – 0214030969 - VA Mechanic's Liens & Construction Loans, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
59. 0214030970 - Title Insurance: It's Not Due to Luck That Your Home is Safe with Us, 1-hour Real Estate Related, Title Resources Guaranty Company
60. 0214030971 - Introduction to Title Insurance, 3 hours Real Estate Related, Title Resources Guaranty Company
61. 0214030972 – 0214030973 - Virginia Decedent Estates, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
62. 0214030974 – 0214030975 - Wire Fraud Update - New Tactics of the Fraudsters, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
63. 0214030976 - The Foundation of a Trusted Leader, 6 hours Broker Management, VAR
64. 0214030978–0214030979 - VH Real Estate Professional Training, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
65. 0214030980–0214030981-Fair and Square, 2 hours Fair Housing (CE or PLE), VAR. **The Committee found the course to be deficient.**
66. 0214030982– 0214030983 - Money Matters: Keeping Escrow Funds Safe, 3 hours Real Estate Related or 3 hours Escrow Requirements, PWAR
67. 0214030984 – 0214030985 - NAR Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), PWAR
68. 0214030986 - CE Dash, Day #1 (Agency\Ethics), 3 hours Ethics and 2 hours Real Estate Agency, PWAR **The Committee found the course to be deficient.**
69. 0214030987-Advanced FHA Financing, 3 hours Real Estate Related, GCAAR
70. 0214030988 - Red Flags: Property Inspection Guide V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing
71. 0214030989 - FinCEN: What It Means for Your Closings, 1-hour Real Estate Related, RGS Academy of Real Estate
72. 0214030990 - Professional Standards Training 2026, 3 hours Ethics and Standards of Conduct, VAR
73. 0214030991 - Agency for Property Managers, 1 hour Broker Management, VAR
74. 0214030833 – 0214030834 - The Broker's Blueprint, 3 hours Real Estate

Related or 2 hours Current Industry Issues and Trends, The Lancaster Institute **(deficient from the last Board meeting course material does not meet the requirements for Finance PLE) The Committee found the course to be deficient.**

75. 0214030837 – 0214030838 - Money Matters: Tax and Finance Strategies for Commercial Real Estate Professionals, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, The Lancaster Institute **(deficient from the last Board meeting course material does not meet the requirements for Finance PLE) The Committee found the course to be deficient.**
76. 0214030831 – 0214030832 - Balance the Books, Protect the People: Profit-Driven Planning with the Public in Mind, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, The Lancaster Institute **(deficient from the last Board meeting course material does not meet the requirements for Finance PLE)**
77. 0214030570 – 0214030571 - Real Estate Negotiation, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, The Lancaster Institute **(the hours reduced to 1 hour, school is requesting for reconsideration for the original 3 hours). The Committee found the course to be deficient.**

Dr. Travers arrived at 1:20 p.m. Committee recessed from 1:25 p.m. until 1:55 p.m.

As a quorum was now present, Mr. Hale called the meeting to order.

Mr. Burton moved to accept the proprietary school applications with recommendations.

Dr. Travers seconded the motion, which was unanimously agreed to by: Burton, Hale, and Travers.

Mr. Burton moved to accept the Post-License and Continuing Education Course Applications 1-77 with Committee recommendations. Dr. Travers seconded the motion, which was unanimously agreed to by: Burton, Hale, and Travers.

78. 0214030580 – 0214030581 - Estate Planning and Taxes, 3 hours Real Estate Related or 2 hours Real Estate- Related Finance, The Lancaster Institute **(the hours were reduced to 1 hour; school is requesting reconsideration for the original 3 hours). The Committee found the course to be deficient, approved for 1 hour.**
79. 0214030574 – 0214030575 - Advertising in social media: Standards of Practice, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, The Lancaster Institute (the hours were reduced to 1 hour, school is requesting reconsideration for the original 2 hours). **The Committee found the course to be deficient, approved for 1 hour.**
80. 0214030568 – 0214030569 - Let's Talk Flood, 3 hours Real Estate Related or 3 hours Risk Management, The Lancaster Institute (the hours

were reduced to 1 hour, school is requesting for reconsideration for the original 3 hours). **The Committee found the course to be deficient, approved for 1 hour.**

81. 0214030993 - Listing Your Luxury Property, 2 hours Real Estate Related, Preferred Systems, Inc. (Does this course protect the health, welfare and safety of the public?) **The Committee found the course to be deficient.**
82. 0214030994 - Pests and Environmental Hazards: For Real Estate Agents, 3 hours Real Estate Related, Preferred Systems, Inc.
83. 0214030995 - From Curious to Committed: Helping Buyers Navigate Pre-Qualification and Pre-Approval, 2 hours Real Estate Related, Preferred Systems, Inc.
84. 0214030996 - Flipping Houses: An Agents Guide to Working with Investors, 2 hours Real Estate Related, Preferred Systems, Inc.
85. 0214030705 - Contract Writing - PLE (Correspondence), 6 hours Contract Writing, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
86. 0214030706 - Contract Writing - PLE (Online), 6 hours Contract Writing, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
87. 0214030707 - Contract Writing - PLE (Classroom), 6 hours Contract Writing, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
88. 0214030698 – Risk Management - PLE (On-line), 3 hours Risk Management, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
89. 0214030697 - Risk Management - PLE (Correspondence), 3 hours Risk Management, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
90. 0214030696 - Risk Management - PLE (Classroom), 3 hours Risk Management, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
91. 0214030699 – VA Agency Law – PLE (Correspondence), 3 hours VA Agency Law, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
92. 0214030701 - VA Agency Law – PLE (On-line), 3 hours VA Agency Law, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
93. 0214030700 - VA Agency Law – PLE (Classroom), 3 hours VA Agency Law, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
94. 0214030691 – Ethics and Standards of Conduct PLE (Classroom), 3 hours Ethics and Standards of Conduct, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
95. 0214030690 - Ethics and Standards of Conduct PLE (Correspondence), 3 hours Ethics and Standards of Conduct, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**

- 96. 0214030692 - Ethics and Standards of Conduct PLE (On-line), 3 hours Ethics and Standards of Conduct, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
- 97. 0214030720 - Real Estate Law and Board Regulations PLE (On-line), 6 hours Real Estate Law and Board Regulations, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
- 98. 0214030722 - Real Estate Law and Board Regulations PLE (Correspondence), 6 hours Real Estate Law and Board Regulations, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**
- 99. 0214030721 - Real Estate Law and Board Regulations PLE (Classroom), 6 hours Real Estate Law and Board Regulations, Moseley Flint Schools of Real Estate **(deficient from the last Board meeting)**

Mr. Hale recused himself from applications #100-102.

- 100. 0214030998—Broker Supervision 2 hours Broker Supervision, MKB Realtors
- 101. 0214030999 - Broker Management; Agent Supervision 101, 3 hours Broker Management, MKB Realtors
- 102. 0214031000 - Broker Management; Agent Supervision 102, 3 hours Broker Management, MKB Realtors
- 103. 0214031001 - Advanced FHA Financing, 3 hours Real Estate Related, GCAAR
- 104. 0214031002 - Credit Reporting and Scoring, 2 hours Real Estate Related, GCAAR
- 105. 0214031003 - Selling Houses Using Lease Options, 3 hours Real Estate Related, GCAAR
- 106. 0214031004 - Demystifying Condos, 3 hours Real Estate Related, GCAAR
- 107. 0214031005 - Mortgage Basics, 2 hours Real Estate Related, GCAAR
- 108. 0214031006 - Negotiating In Today's Market, 3 hours Real Estate Related, GCAAR
- 109. 0214031007 – Listing Presentation, 3 hours Real Estate Related, GCAAR
- 110. 0214031008 - Understanding Credit, 2 hours Real Estate Related, GCAAR
- 111. 0214031009 - Understanding Your Client's Needs, 1-hour Real Estate Related, GCAAR. **The Committee found the course to be deficient.**
- 112. 0214031010 - Understand The Mortgage Pre-Approval Process, 1-hour Real Estate Related, GCAAR
- 113. 0214031011 - Representing The Seller, 3 hours Real Estate Related, GCAAR **The Committee found the course to be deficient.**
- 114. 0214031012 - First Time Homebuyer Financing, 1-hour Real Estate Related, GCAAR
- 115. 0214031013 – CE Dash – Day 2, 2 hours Fair Housing, 2 hours Legal

Updates and 2 hours Real Estate Contracts, PWAR **The Committee found the course to be deficient.**

116. 0214031014 - Virginia Post Contract Preparation (On-line), 6 hours Contract Writing, Colibri Real Estate, LLC.
117. 0214031015 - Virginia Post Real Estate Laws and Board Regulations (On-line), 6 hours Real Estate Law and Board Regulations, Colibri Real Estate, LLC.
118. 0214031016 - Preparing Homes to Sell Quickly, 1-hour Real Estate Related, Preferred Systems, Inc.
119. 0214031017 - What Real Estate Professionals Need to Know About Credit Scores, 1-hour Real Estate Related, Preferred Systems, Inc.
120. 0214031018 - VA loans: What Real Estate Agents Need to Know, 3 hours Real Estate Related, Preferred Systems, Inc.
121. 0214031019 - Virginia Post-Licensing: Contract Writing Correspondence Course V5.0 (Correspondence), 6 hours Contract Writing, Dearborn Financial Publishing, Inc. **(deficient from the last Board meeting).**
122. 0214031019 – Code of Ethics, 3 hours Ethics & Standards of Conduct, RGS Title Real Estate Academy **The Committee found the course to be deficient.**
123. 0214031020 - Myth Busters-Busting Myths in Real Estate, 2 hours Real Estate Related, RGS Title Real Estate Academy
124. 0214031021 - 16 Hour Correspondence Course, 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, HRRRA **The Committee found the course to be deficient.**
125. .0214031024 – Fair Housing, 2 hours Fair Housing, Highland ACE, LLC.
126. 0214031025 – 0214031026 - Title Talk - Red Flags & Deal Killer, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Piedmont School of Real Estate
127. 0214031027 – 0214031028 - From FHA-VA: Navigating Loan Specific Appraisal Rules, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Piedmont School of Real Estate
128. 0214031029 – Selling HUD Owned Homes, 1-hour Real Estate Contracts, TRSRE **(Contract course material? Previously approved in 2022)**
129. 0214031030 – 0214031031 - Say Yes to the Rental Lead, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Piedmont School of Real Estate
130. 0214031032–0214031033-The REALTOR® Code of Ethics,3 hours Ethics and Standards of Conduct (CE or PLE), Piedmont School of Real Estate. **The Committee found the course to be deficient.**
131. 0214031034 – 0214031035 – Decoding Agency, 3 hours VA Real Estate Agency Law (CE or PLE), Piedmont School of Real Estate
132. 0214031036 – 0214031037 - Escrow Essentials, 3 hours Real Estate Related or 3 hours Escrow Requirements, Piedmont School of Real Estate **The Committee found the course to be deficient.**
133. 0214031038 – Home Staging by the Book, 2 hours Real Estate Related,

Preferred System, Inc. **The Committee found the course to be deficient.**

- 134. 0214031039 - Understanding Down Payment Assistance Programs, 2 hours Real Estate Related, Preferred System, Inc.
- 135. 0214031040 – 0214031041 - VA Fair Housing Law Review, 2 hours Fair Housing (CE or PLE), Future Law II, LLC.
- 136. 0214031042 – 0214031043 - Anatomy of a Deed, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
- 137. 0214031044 - Fundamental of Deeds in Virginia, 1-hour Real Estate Related, CVSRE
- 138. 0214031045 – 0214031046 - Finance Fundamentals, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, WAAR
- 139. 0214031047 – 0214031048 - Loans and Finance 101, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, WAAR
- 140. 0214031049 – 0214031050 - The VAR Residential Contract of Purchase, 6 hours Real Estate Related or 6 hours Contract Writing, WAAR
- 141. 0214031051 - Virginia Legal Updates with Flood, 2 hours Legal updates and 1-hour Real Estate Related, William E Wood Assoc.
- 142. 0214031052 - Assistance Animals, 1-hour Real Estate Related, Guardian Title and Escrow LC.
- 143. 0214031053 – 0214031054 - How to Buy and Sell HUD Homes, 3 hours Real Estate Related or 2 hours Real Estate-Related Finance, HRRRA
- 144. 0214031055 – 0214031056 - Real Estate 101, 3 hours Real Estate Related or 3 hours Risk Management, TRSRE **(adequate course materials?) The Committee found the course to be deficient.**
- 145. 0214031057 - Real Estate 101, 3 hours Broker Management, TRSRE **(adequate course materials?) The Committee found the course to be deficient.**
- 146. 0214031058 – 0214031059 – Financing 101, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, TRSRE
- 147. 0214031061 - Financing 101, 2 hours Broker Management, TRSRE **(Same course as #146).**
- 148. 0214031062 – 0214031063 - Accredited Buyers Representative – ABR, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, and 4 hours Real Estate Related or 3 hours Risk Management, TRSRE
- 149. 0214031064 – Contract Writing (Correspondence), 6 hours Contract Writing, Act Web Real Estate School, LLC. **(40 question exam a 100 mins of course time?)**
- 150. 0214031065 – 0214031066 - Real Estate Agency, 2 hours Real Estate Agency or 2 hours Current Industry Issues and Trends, CAAR
- 151. 0214031067 – 0214031068 - Social Media & Internet Advertising, 2 hours Broker Management or 2 hours Current Industry Issues and Trends, LFIRE **(does this protect H, W and S of the public?)**
- 152. 0214031069 – 0214031070 – Virginia Agency Law, 2 hours Real Estate Agency or 3 hours VA Agency Law, William E Wood and Assoc.
- 153. 0214031071 - Leasing Issues for Property Managers, 1-hour Real Estate

Related, FutureLaw II, LLC.

154. 0214031072 - Lease Update Review, 1-hour Real Estate Related, FutureLaw II, LLC.
155. 0214031077 – At Home with Diversity, 6 hours Real Estate Related, Granite Street Training, LLC.
156. 0214031078 - At Home with Diversity, 2 hours Current Industry Issues and Trends, Granite Street Training, LLC. **(same course as # 155)**
157. 0214031079 - Military Relocation Professional, 5 hours Real Estate Related, Granite Street Training, LLC.
158. 0214031080 - Military Relocation Professional, 2 hours Current Industry Issues and Trends, Granite Street Training, LLC. **(same course as # 157)**
159. 0214031081 – 0214031082 - Senior Real Estate Specialist, 7 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Granite Street Training, LLC.
160. 0214031083 – 0214031084 - Accredited Buyers Representative, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, 4 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Granite Street Training, LLC.
161. 0214031085 – Pricing Strategy Advisor, 3 hours Real Estate Related, Granite Street Training, LLC.
162. 0214031086 - Pricing Strategy Advisor, 2 hours Current Industry Issues and Trends, Granite Street Training, LLC **(same as course # 161)**
163. 0214031087 - Real Estate Negotiation Expert, 5 hours Real Estate Related, Granite Street Training, LLC
164. 0214031088 - Real Estate Negotiation Expert, 2 hours Current Industry Issues and Trends, Granite Street Training, LLC. **(same as course # 163)**
165. 0214031101, 0214031102, 0214031103 – Real Estate Contracts, 2 hours Real Estate Contracts, Aspire Real Estate School, LLC.
166. 0214031104, 0214031105, 0214031106 – Real Estate Related Finance, 3 hours Real Estate Related, Aspire Real Estate School, LLC.
167. 0214031107, 0214031108, 0214031109 – Legal Updates, 2 hours Legal Updates, Aspire Real Estate School, LLC.
168. 0214031110, 0214031111, 0214031112 - Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Aspire Real Estate School, LLC. **The Committee found the course to be deficient.**
169. 0214031113, 0214031114, 0214031115 – Real Estate Agency, 2 hours Real Estate Agency, Aspire Real Estate School, LLC. **The Committee found the course to be deficient.**
170. 0214031116 - Foreclosure and Short Sale, 2 hours Real Estate Related, HRRRA
171. 0214031117 - Living Safely in A Dangerous World, 1-hour Real Estate Related, Success Training & Consulting, INC.
172. 0214031118 - Deeds in Virginia, 1-hour Real Estate Related, Champion Title & Settlements, INC.
173. 0214031119 - Powers of Attorney in Virginia, 1-hour Real Estate Related, Champion Title & Settlements, INC.

174. 0214031120 - 2025 NVAR Sales Contract Overview, 2 hours Real Estate Contracts, Champion Title & Settlements, INC.
175. 0214031121 - NVAR Escalation Addendum, 1-hour Real Estate Related, Champion Title & Settlements, INC.
176. 0214031122 - Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, NVAR
177. 0214031123 - Escrows and Protecting Other People's Money, 3 hours Escrow Requirements, NVAR **The Committee found the course to be deficient.**
178. 0214031124 - The Contract. What did it Say? 1-hour Real Estate Contracts, TRSRE **The Committee found the course to be deficient.**
179. 0214031125 - Pricing in a Competitive Market, 2 hours Real Estate Related, TRSRE **The Committee found the course to be deficient.**
180. 0214031126 – 0214031137 - Legal Update for Real Estate in Virginia, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, TRSRE **The Committee found the course to be deficient.**
181. 0214031128 - Buyer Counseling - The Sales Process, 1-hour Real Estate Contracts, and 2 hours Real Estate Related, TRSRE
182. 0214031129 – 0214031130 - VH Real Estate Professional Training, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, TRSRE
183. 0214031131 – 0214031132 - Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), CAAR
184. 0214031133 - Legal Updates with Flood Content, 2 hours Legal Updates, Guardian Title & Escrow, LC. **The Committee found the course to be deficient.**
185. 0214031134 - Clause and Effect, 1-hour Real Estate Related, RAR
186. 0214031135 - As-Is Contracts, 1-hour Real Estate Related, RAR
187. 0214031136-Trending Real Estate Topics,1-hour Real Estate Related RAR
188. 0214031137 – Trending Real Estate Topics, 1 hour Broker Management, RAR
189. 0214031138 – Asking for a Friend, 3 hours Broker Management, RAR **(School only asking for CE credit)**
190. 0214031140 – 0214031141 - Asking for a Friend, 2 hours Legal Updates and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
191. 0214031142 – 0214031143 - Terms and Conditions Apply, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR
192. 0214031144 – 0214031145 - Professional Standards Training 2026, 3 hours Ethics and Standards of Conduct (CE or PLE)
193. 0214031146 - Deeds of Conveyance, 1-hour Real Estate Related, RGS Title RE Academy
194. 0214031149 – Short Sales, 3 hours Real Estate Related, Maryland Land Title Assoc.

195. 0214031150 - Procuring Cause, 1-hour Real Estate Related, Maryland Land Title Assoc.
196. 0214031151 - Dealing with Death, 1-hour Real Estate Related, Maryland Land Title Assoc.
197. 0214031152 – Surveys, 1-hour Real Estate Related, Maryland Land Title Assoc.
198. 0214031153 - When Price Meets Preparation, 2-hours Real Estate Related, Maryland Land Title Assoc.
199. 0214031156 – Virginia 30 Hour mandated PLE, 2 hours Fair Housing, 6 hours Real Estate Law and Board Regulations, 3 hours Ethics, 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, Granite Street Training, LLC.
200. 0214031157 - Unlawful Detainers: A Guide for Landlords & Property Managers, 1-hour Real Estate Related, Hunter Hanger and Assoc.
201. 0214031158 - Short Sales, 1-hour Real Estate Related, Hunter Hanger and Assoc.
202. 0214031159 - Title Issues & Resolutions P1, 1-hour Real Estate Related, Hunter Hanger and Assoc.
203. 0214031160 - Bankruptcy & Divorce & Real Estate Transactions, 1-hour Real Estate Related, Hunter Hanger and Assoc.
204. 0214031161 - Title Issues & Resolutions P2, 1-hour Real Estate Related, Hunter Hanger and Assoc.
205. 0214031164 - Real Estate Agency, 2 hours Real Estate Agency, New World Title & Escrow, LLC.
206. 0214031166 - Broker Management and Supervision, 2 hours Broker Supervision, NVAR
207. 0214031167 - Understanding FIRPTA, 1-hour Real Estate Related, New World Title & Escrow, LLC.
208. 0214031168 - Tackling Troublesome Listings, 1-hour Real Estate Related, New World Title & Escrow, LLC.
209. 0214031169 - Divorce and Bankruptcy, 1-hour Real Estate Related, New World Title & Escrow, LLC.
210. 0214031170 - Dealing with Death, 1-hour Real Estate Related, New World Title & Escrow, LLC.
211. 0214031171 - Surveys - The Basics and Beyond, 1-hour Real Estate Related, New World Title & Escrow, LLC.
212. 0214031172 - How To Prevent Settlement Delays, 1-hour Real Estate Related, New World Title & Escrow, LLC.
213. 0214031173 – 0214031174 - Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct (CE or PLE), New World Title & Escrow, LLC.
214. 0214031175 - Title Insurance: Horror Stories, 1-hour Real Estate Related, New World Title & Escrow, LLC.
215. 0214031176 - 1031 Exchanges, 1-hour Real Estate Related, Old Republic

- National Title Insurance Company
216. 0214031177 -Authorizations and Signatures, 1-hour Real Estate Related, Old Republic National Title Insurance Company
 217. 0214031178 – Business Entities, 1-hour Real Estate Related, Old Republic National Title Insurance Company
 218. 0214031179 - Cybersecurity in Real Estate Transactions, 1-hour Real Estate Related, Old Republic National Title Insurance Company
 219. 0214031180 - Divorce and Bankruptcy, 1-hour Real Estate Contracts, Old Republic National Title Insurance Company
 220. 0214031181 - FIRPTA - Foreign Sellers, 1-hour Real Estate Related, Old Republic National Title Insurance Company
 221. 0214031182 - Foreclosures in Virginia, 1-hour Real Estate Contracts, Old Republic National Title Insurance Company
 222. 0214031183 - Judgments & Liens, 1-hour Real Estate Contracts, Old Republic National Title Insurance Company
 223. 0214031184 - Other People's Property, 1-hour Real Estate Related, Old Republic National Title Insurance Company
 224. 0214031185 - Residential Title Insurance Coverage, 1-hour Real Estate Related, Old Republic National Title Insurance Company
 225. 0214031186 - Title Insurance Basics, 1-hour Real Estate Contracts, Old Republic National Title Insurance Company
 226. 0214031187 - Who Owns It? 1-hour Real Estate Contracts, Old Republic National Title Insurance Company
 227. 0214031188 - Why Have a Survey? 1-hour Real Estate Related, Old Republic National Title Insurance Company
 228. 0214031189 - Ethics, Legal Updates and Emerging Trends, 3 hours Ethics and Standards of Conduct, and 2 hours Legal Updates, MLS Campus INC.
 229. 0214031191 – Ethics: Know the Code, 3 hours Ethics and Standards of Conduct, NVAR
 230. 0214031192 - Productive Agents and Profitable Offices, 4 hours Broker Management, NVAR
 231. 0214031205 - Planning and Zoning Resource - Advocating for Your Community's Future, 4 hours Real Estate Related, NVAR
 232. 0214031206 – The Contract, What Did IT Say? 1 hour Broker Management, TRSRE

The Committee recessed from 2:50 pm to 3:00 pm.

III. Pre-License Education Instructors

1. 0230001768 - Steve Vargas – Experience and Waiver (Principles)
2. 0230001769 – Charles Wilson – Experience and Teaching Credentials (Principles, Appraisal, Finance, Brokerage and Law)

IV. Pre-License Education Courses

1. 0214030801 – 45 hours Broker Real Estate Business and Investment (Correspondence), Moseley Flint Schools of Real Estate Inc. **(deficient from the last Board meeting)**
2. 0214030800 - 45 hours Broker Real Estate Business and Investment (Classroom), Moseley Flint Schools of Real Estate Inc. **(deficient from the last Board meeting)**
3. 0214031073 – 45 hours Broker Real Estate Appraisal (Correspondence), Eagles Academy of Real Estate, LLC.
4. 0214031074 - 45 hours Broker Real Estate Finance (Correspondence), Eagles Academy of Real Estate, LLC.
5. 0214031075 - 45 hours Broker Real Estate Brokerage (Correspondence), Eagles Academy of Real Estate, LLC.
6. 0214031076 - 45 hours Broker Real Estate Law (Correspondence), Eagles Academy of Real Estate, LLC.
7. 0214031089, 0214031090, 0214031091 – 45 hours Broker Real Estate Appraisal, Aspire Real Estate School, LLC.
8. 0214031092, 0214031093, 0214031094 - 45 hours Broker Real Estate Law, Aspire Real Estate School, LLC.
9. 0214031095, 0214031096, 0214031097 - 45 hours Broker Real Estate Brokerage, Aspire Real Estate School, LLC.
10. 0214031098, 0214031099, 0214031100 - 45 hours Broker Real Estate Finance, Aspire Real Estate School, LLC.
11. 0214031147 – 60 hours Salesperson Principles and Practices of Real Estate (On-line), Act Web Real Estate School, Inc.
12. 0214031148 - 60 hours Salesperson Principles and Practices of Real Estate (Correspondence), Act Web Real Estate School, Inc.
13. 0214031154 – 45 hours Broker Real Estate Brokerage (Classroom), Blue Ridge Real Estate School
14. 0214031155 - 45 hours Broker Real Estate Law (Classroom), Blue Ridge Real Estate School
15. 0214031162 – 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Horizon Real Estate School, Inc.
16. 0214031163 - 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Horizon Real Estate School, Inc.
17. 0214031165 - 60-hours Salesperson Principles and Practices of Real Estate (On-line), Horizon Real Estate School, Inc.

V. Post-License and Continuing Education Instructor Approval Applications

1. Wendy Gorkiewicz Saunders
2. Debi Ann Hughes - **Previously approved as a pre-licensing instructor for Broker Management, Broker Supervision, and Appraisal of Real Estate. In the new application asking for Fair Housing, Ethics, Agency Law, Contracts, and Finance.**

3. Diane K. Disbrow
4. Chelsea, E. Balestino
5. Victor Bujanow **The Committee found the application to be deficient.**
6. William Flory
7. Melanie J. McLane – **previously approved for Fair Housing, Real Estate Law and Board Regulations, Ethics, Finance, Investment, Current Industry Issues and Trends, Risk Management, Appraisal of Property, and Real Estate Economics.**
In the new application she is requesting Land Use, and Other: (American Architecture is not a board approve course at this time.)
The Committee found the application to be deficient in new categories requested.
8. Mason Dalman-Donohue - **previously approved for Practicing Real Estate Attorney, Fair Housing, Ethics, Escrow Requirements, Finance, Investment, Current Industry Issues and Trends, Taxes in Real Estate, Real Property Management, Planning Subdivision Developments and Condominiums, Housing Legislation, Land Use.**
In the new application he is requesting Agency Law, Business Law, and Federal Real Estate Law
9. Mahalia I. Dryden-Mason
10. David Ellis Field
11. Michael Thomas McFarlane **The Committee found the application to be deficient in broker management and supervision.**
12. Pooya Mohit
13. Amy Meredith Goldstein - **previously approved for Finance.**
In the new application she is requesting for Investment, and Current Industry Issues and Trends (Making Your Real Estate Work for you)
14. Michael Keith Dudley
15. Evan Douglas Fuchs
16. Jerome Friedlander
17. James Albert Davis Jr.
18. Tiffany Maria Izenour
19. Leslie Lobos
20. Michelle J. Adams
21. Molly Ranae Kiser
22. David Ray Robertson - **previously approved for Practicing Attorney.**
In the new application he is requesting Contracts and Title.
23. Laurie Lynn MacNaughton - **previously approved for Finance**
In the new application requesting for Other. Course title: *Silver Divorce: Reverse Mortgage as an additional Solution to Equitable Distribution of RE. Course number: 214029431*
24. Cassandra Harrison
25. Kristin Beran Krupp
26. Keith Loring Smith
27. Katherine Crawford - **previously approved for Practicing Attorney, Regulatory Matters, Housing Legislation, Business Law, Real Estate**

**Economics, Federal RE Law, Commercial RE.
In the new application requesting Fair Housing, Real Estate law,
Ethics, Agency, Contracts, Title, Investment, Taxes in RE and
Planning Subdivision Developments and Condominiums.**

New business: There was no new business.

The meeting adjourned at 3:12 p.m.

DRAFT