

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE MEETING DRAFT AGENDA

May 11, 2021

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
  - 1.
- IV. Proprietary School Applications
  1. 0211001311 Eagles Academy of Real Estate, Chesapeake, VA  
Contact Person: Deana G. Wilson
  - 2.
- V. Continuing Education Course Applications
  - A. Previously Approved Continuing Education Course Applications, Approved Schools **(Review for Instructor Only – Attachment 2)**:
    - 1.
    - 2.
  - B. Original Continuing Education Course Applications, Approved Schools:
    1. 0214026277 Buyer Beware Explaining The Residential Property Disclosure Statement, 1 hour Broker Management, RAR **(duplicate CE # 2)**
    2. 0214026278 Buyer Beware Explaining The Residential Property Disclosure Statement, 1 hour Legal Updates, RAR **(duplicate CE # 1)**
    3. 0214026279 Buyer Beware Residential Property Disclosure Act, 2 hours hours Legal Updates, RAR **(duplicate CE # 4 and PLE # 1)**
    4. 021426280 Buyer Beware Residential Property Disclosure Act, 2 hours hours Broker Management, RAR **(duplicate CE # 3 and PLE # 1)**
    5. 0214026282 Advertising Regulations, 2 hours Real Estate Related, FAAR **(duplicate CE 6 and PLE # 2)**
    6. 0214026284 Advertising Regulations, 2 hours Broker Management, FAAR **(duplicate CE #5 and #PLE 2)**
    7. 0214026285 Virginia's New Landlord and Tenant Law, 2 hours Real Estate Related, Highland Ace, LLC

8. 0214026288 Virginia Escrow, 3 hours Real Estate Related, FAAR  
**(duplicate PLE # 3)**
9. 0214026290 Virginia Law and Regulations, 6 hours Real Estate Related,  
FAAR **(duplicate PLE #4)**
10. 0214026296 Estate Planning-Issues for Realtors, 2 hours Real Estate  
Related, Provident School of Real Estate
11. 0214026297 Escrows, 2 hours Real Estate Related, Provident School of  
Real Estate
12. 0214026298 Financing Workshop, 2 hours Real Estate Related, Cindy  
Bishop Worldwide, LLC. **(duplicate CE # 13 & PLE # 5)**
13. 0214026300 Financing Workshop, 2 hours Broker Management, Cindy  
Bishop Worldwide, LLC. **(duplicate CE # 12 & PLE # 5)**
14. 0214026301 Contracts-Addendums, 2 hours Broker Management, Cindy  
Bishop Worldwide, LLC. **(duplicate CE # 15 and PLE # 6)**
15. 0214026302 Contracts-Addendums, 6 hours Real Estate Contracts, Cindy  
Bishop Worldwide, LLC. **(duplicate CE # 14 and PLE # 6)**
16. 0214026304 VR vs REIN Contract, 1 hour Real Estate Contracts, and 1  
hour Real Estate Related, WAAR **(duplicate PLE # 7)**
17. 0214026306 VR vs REIN Contract, 2 hours Broker Management, WAAR  
**(duplicate CE #16 and PLE # 7)**
18. 0214026307 Risk Management, 3 hours Real Estate Related, FAAR  
**(duplicate PLE # 8)**
19. 0214026309 Real Estate Law & Board Regulations, 1 hour Legal  
Updates, and 5 hours Real Estate Related, Cindy Bishop Worldwide, LLC  
**(duplicate PLE # 9)**
20. 0214026311 Real Estate Law & Board Regulations, 6 hours Broker  
Management, Cindy Bishop Worldwide, LLC
21. 0214026312 REALTOR Code of Ethics Conversion Using the Code, 3  
hours Ethics and Standards of Conduct, BVAR **(duplicate PLE # 10)**
22. 0214026316 Neighbor Law, 2 hours Real Estate Related, PSRE
23. 0214026317 Settlement Process-Contract to Closing, 2 hours Real Estate  
Related, PSRE
24. 0214026318 Tax Stories Part 1, 1 hour Real Estate Related, CMPS  
Institute, LLC. **(Tax advice?)**
25. 0214026319 Tax Stories Part 2, 1 hour Real Estate Related, CMPS  
Institute, LLC. **(Tax advice?)**
26. 0214026320 Cash-Flow Stories Part 1, 1 hour Real Estate Related,  
CMPS Institute, LLC.
27. 0214026321 FHA 203K Renovation Loan, 2 hours Real Estate Related,  
Cindy Bishop Worldwide, LLC **(duplicate PLE # 11)**
28. 0214026323 Contract Maintenance (On-line), 1 hour Real Estate  
Contracts, River Fox Ambassadors, LLC
29. 0214026324 Deconstructing the Code (On-line), 3 hours Ethics and  
Standards of Conduct, River Fox Ambassadors, LLC
30. 0214026325 Financing Fiascos, 1 hour Real Estate Related, River Fox  
Ambassadors, LLC

31. 0214026326 Ensuring Empathy in Your Business (On-line), 1 hour Real Estate Related, River Fox Ambassadors, LLC
32. 0214026327 Demystifying Investor Clients (On-line), 1 hour Real Estate Related, River Fox Ambassadors, LLC
33. 0214026328 DIY Gone Wild, 2 hours Real Estate Related, NPI
34. 0214026329 Environmental Issues, 4 hours Real Estate Related, NVAR
35. 0214026335 Home Inspection Basics, 2 hours Real Estate Related, PWAR **(duplicate PLE # 12)**
36. 0214026337 Realtor Drone Use, 1 hour Real Estate Related, PWAR **(does this course protect the health, safety, and welfare of the public?)**
37. 0214026338 Radon for Realtor, 1 hour Real Estate Related, PWAR
38. 0214026339 Common Environmental Concerns in VA, 3 hours Real Estate Related, PWAR **(duplicate PLE # 13)**
39. 0214026341 What To Expect At The Home Inspection, 2 hours Real Estate Related, NPI
40. 0214026342 The Mandatory Eight, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, SVAR
41. 0214026343 Advanced Real Estate Finance, 3 hours Real Estate Related, GCAAR
42. 0214026344 Basics Of Real Estate Bankruptcy, 1 hour Real Estate Related, GCAAR
43. 0214026345 Dealing With Death, Who's The Client, 1 hour Real Estate Related, GCAAR
44. 0214026346 Foreclosures, 3 hours Real Estate Related, GCAAR
45. 0214026347 Renting To Persons With Various Needs, 3 hours Real Estate Related, GCAAR
46. 0214026348 How to Do a 1031 Like-Kind Exchange, 3 hours Real Estate Related, GCAAR
47. 0214026349 Negotiating Multiple Offers, 2 hours Real Estate Related, GCAAR
48. 0214026350 Financing Issues Update, 3 hours Real Estate Related, GCAAR
49. 0214026351 NVAR Sales Contract Review, 3 hours Real Estate Related, GCAAR
50. 0214026352 Working With Hoarders, 1 hour Real Estate Related, GCAAR
51. 0214026353 Avoiding Settlement Pitfalls, 1 hour Real Estate Related, GCAAR
52. 0214026354 Building Codes and Design, 1 hour Real Estate Related, CVSRE
53. 0214026355 What is a Feasibility Study, 1 hour Real Estate Related, CVSRE
54. 0214026356 How to Determine Rebuild vs Remodel, 1 hour Real Estate Related, CVSRE

- 55.0214026357 The Architectural Process/When do you bring in an Architect? 1 hour Real Estate Related, CVSRE
- 56.0214026358 NAR: May the Code Be With You (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC
- 57.0214026359 Ethics in the Age of Disruption (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC
- 58.0214026360 Realtor Code of Ethics, 3 hours Ethics and Standards of Conduct, BRAR **(duplicate PLE # 14)**
- 59.0214026362 Hot Topics in VA Fair Housing, 2 hours Fair Housing, FutureLaw II, LLC **(duplicate PLE # 15)**

C. Original Continuing Education Course Application, Pending Schools:

- 1.
- 2.

VI. Post-License Education Course Applications

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

- 1.
- 2.

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

1. 0214026281 Buyer Beware Residential Property Disclosure Act, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 3 & 4)**
2. 0214026283 Advertising Regulations, 2 hours Current Industry Issues and Trends, FAAR **(duplicate CE # 5)**
3. 0214026289 Virginia Escrow, 3 hours Escrow Requirements, FAAR **(duplicate CE # 8)**
4. 0214026291 Virginia Law and Regulations, 6 hours Real Estate Law and Board Regulations, FAAR **(duplicate CE # 9)**
5. 0214026299 Financing Workshop, 2 hours Real Estate-Related Finance, Cindy Bishop Worldwide, LLC. **(duplicate CE # 12 & # 13)**
6. 0214026303 Contracts-Addendums, 6 hours Contract Writing, Cindy Bishop Worldwide, LLC. **(duplicate CE # 14 & 15 and PLE # 6)**
7. 0214026305 VR vs REIN Contract, 2 hours Current Industry Issues & Trends, WAAR **(duplicate CE # 16)**
8. 0214026308 Risk Management, 3 hours Risk Management, FAAR **(duplicate # CE # 18)**
9. 0214026310 Real Estate Law & Board Regulations, 6 hours Real Estate Law & Board Regulations, Cindy Bishop Worldwide, LLC **(duplicate CE # 19)**

- 10.0214026313 REALTOR Code of Ethics Conversion Using the Code, 3 hours Ethics, BVAR (**duplicate CE # 21**)
- 11.0214026322 FHA 203K Renovation Loan, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC (**duplicate CE # 27**)
- 12.0214026336 Home Inspection Basics, 2 hours Current Industry Issues and Trends, PWAR (**duplicate CE # 35**)
- 13.0214026340 Common Environmental Concerns in VA, 2 hours Current Industry Issues and Trends, PWAR (**duplicate CE # 38**)
- 14.0214026361 Realtor Code of Ethics, 3 hours Ethics & Standards of Conduct, BRAR (**duplicate CE # 58**)
- 15.0214026363 Hot Topics in VA Fair Housing, 2 hours Fair Housing, FutureLaw II, LLC (**duplicate CE # 59**)

C. Original Post-License Education Course Applications, Pending Schools:

- 1.

VII. Pre-License Education Instructors

1. 0230001653 Norris Wayne Ramsey, Jr. – waiver (Principles, Brokerage, Finance, Law, and Appraisal)

VIII. Pre-License Education Courses

1. 0214026366 45-hours Broker Real Estate Finance (On-line), Hunt Country of Real Estate
2. 0214026368 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Han and Associates PLLC
3. 0214026369 60-hours Salesperson Principles and Practices of Real Estate (Correspondence), Eagles Academy Of Real Estate LLC

IX. Additional Continuing/Post-License Education Instructors

1. **J. Douglas McCarthy**  
 0214024765 - What Is Title Insurance  
 0214024777 - Standard Owner's Policy Vs 2013 Homeowners  
**FNTIC**
2. **Colleen Sweeney**  
 0214023464 & 0214023465 - 2018, A Year in Review  
 0214023724 – 203K Education for Renovation  
 0214025120 & 0214025121 - A Mock Settlement  
 0214023725 & 0214023726 - Advanced Title Insurance Issues  
 0214023743 & 0214023744 - Agency Demystified  
 0214022898 & 0214022902 - Bankruptcy and Foreclosure  
 0214023727 - Clearing Title to a Commission Check  
 0214024495 & 0214023729 - Contracts With Escalators Clauses

0214023739 & 0214023740 - Death, Divorce and Bankruptcy  
0214025749 – Earnest Money Deposits  
0214022897 & 0214022901 - Effective Real Estate Contracts  
0214023731 & 0214023730 - Escrow Requirements  
0214022894 & 0214022900 – Ethics for Real Estate Agents  
0214025124 & 0214025125 - Fair Housing  
0214023733 & 0214023732 - Foreclosures, REOs and Short Sales-A  
Primer  
0214023741 & 0214023742 - Legal Updates and Emerging Trends With  
Flood Content  
0214025123 & 0214025122 - Let's Inspect This A Little More Closely  
0214023734 & 0214023735- Lien on Me  
0214023114 - Living the Dream-Simple Steps to Avoiding Problem  
Settlements  
0214025824 & 0214025823 – Loan Assumption  
0214022896 - Practical Guide to FIRPTA and Foreign Sellers  
0214023745 - Property Condition Disclosures in Sale Transactions  
0214025116 - Real Estate Disclosure Law in VA  
0214025633 & 021425632 – Real Estate Fraud  
0214024005 & 0214024006 - Real Estate Related Financing  
0214024007 & 0214024003 - Risk Management  
0214023737 & 0214023738 - The Power of Exchange: 1031s  
0214025634 & 0214025635 – Title Insurance and Surveys  
0214025714 - To Survey or Not to Survey  
0214023746 - Transactional Red Flags- Authority to Sell  
0214023841 - Transactions Involving FHA and VA Financing  
0214022912 & 0214022904 - Unconventional Transactions  
0214025684 - Understanding Agent Duties and Disclosure  
0214025686 & 0214025685 - Understanding Environmental Issues  
Which Impact Real Estate  
0214022903 & 0214022899 - Understanding the Conventional, FHA  
and VA Financing Addenda  
0214022895 - Understanding the Private Well and/or  
Septic Contingency Addendum  
0214025829 - Understanding the Residential Contract  
0214025828 - Understanding the Residential Sales Contract Virginia  
0214025784 & 0214025785 - Understanding the Sales Contract for  
Unimproved Land  
0214024001 & 0214024002 - Virginia Real Estate Law and Board  
Regulations  
0214024008 & 0214024004 - Why Didn't My Short Sale Close  
**MBH Settlement**

X. New Business

XI. Adjourn