

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE MEETING DRAFT AGENDA

January 19, 2021

- I. Call to Order
- II. Approval of Agenda
- III. Discussion Items
  
- IV. Proprietary School Applications
  1. 0211001305 C.L.I.M.B Backed By Nordlinger Consulting Group – Arlington, VA. - Contact Person: Lorraine B. Nordlinger
  2. 0211001306 ASPIRE REAL ESTATE SCHOOL LLC – Alexandria, VA  
Contact Person: Angela Sherrill
  3. 0211001307 REMAX, LLC – Denver CO  
Contact Person: Hayley Fields
  4. 0211001301 Peake Law Group, P.C. Midlothian Turnpike  
Contact Person: Matthew Peake (handout)
  
- 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. 0214025912 Mandatory Topics for Brokers and Salespersons (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Agency, and 1 hour Contracts, WebCE, Inc.
    2. 0214025913 Ethics in the Age of Disruption (On-line), 3 hours Ethics & Standards of Conduct, McKissock, LLC
    3. 0214025914 Water: How it Affects Property Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com (**4 hours regarding water?**)
    4. 0214025915 VA Real Estate 16 hour Salesperson CE Course (On-line), 2 hours Fair Housing, 4 hours Ethics, 3 hours Legal Updates, 3 hours Real Estate Agency, 1 hour Real Estate Contracts, and 3 hours Real Estate Related, 1 ATTEMPT

5. 0214025922 Guide to the Housing, Financial & Mortgage Markets, 1 hour Real Estate Related, CMPS Institute, LLC.
6. 0214025924 Understanding Energy Efficiency in Real Estate (On-line), 4 hours Real Estate Related, Sean Zobaa / Green Training USA **(4 hours on energy?)**
7. 0214025925 BPI Building Science Principles (On-line), 12 hours Real Estate Related, Sean Zobaa / Green Training USA **(12 hours on building?)**
8. 0214025926 Residential Radon Measurement Certification Course (On-line), 6 hours Real Estate Related, Sean Zobaa / Green Training USA **(6 hours on radon?)**
9. 0214025927 Mold 101 (On-line), 4 hours Real Estate Related, Sean Zobaa / Green Training USA **(4 hours on mold?)**
10. 0214025928 Seller Representative Specialist, 3 hours Ethics, 1 hour Agency, 1 hour Contracts, and 10 hours Real Estate Related, RAR **(duplicate PLE # 1, 2, and 3)**
11. 0214025933 Virginia Broker Supervision Requirements, 2 hours Broker Supervision, RAR
12. 0214025936 What is Social Media? 2 hours Real Estate Related, Kirks' Institute for Advanced Real Estate Studies
13. 0214025937 An Analysis of Tax Incentives Effecting, 3 hours Real Estate Related, Kirks' Institute for Advanced Real Estate Studies
14. 0214025939 The Basics of Real Estate Finance, 3 hours Real Estate Related, Montague Miller Real Estate Academy
15. 0214025940 Land Contract and Related Issues, 4 hours Real Estate Related, Montague Miller Real Estate Academy
16. 0214025945 NAR Ethics, 3 hours Ethics and Standards of Conduct, RAR **(duplicate PLE # 4)**
17. 0214025947 Teams in Virginia, 1 hour Real Estate Related, RAR
18. 0214025948 Financing, Teams and Negotiations, 4 hours Real Estate Related, RAR
19. 0214025949 New Member Orientation Ethics, 3 hours Ethics and Standards of Conduct, RAR **(duplicate PLE # 5)**
20. 0214025951 Ethics and Agency CE Mandatory, 3 hours Ethics and 1 hour Agency, RAR
21. 0214025952 Neighbor Law, 2 hours Real Estate Related, Highland Ace, LLC
22. 0214025953 Scoping Your Sewer System: For Real Estate Agents, 2 hours Real Estate Related, Preferred Systems, Inc. **(does this course protect the health, safety, and welfare of the public).**
23. 0214025954 Reverse Mortgage, 2 hours Real Estate Related. DAAR
24. 0214025955 Land Installment Contracts, 1 hour Real Estate Contracts, The CE Shop, Inc. **(previously approved course)**
25. 0214025956 Understanding Agency, 1 hour Real Estate Agency, Liz Moore University, LLC **(duplicate PLE # 6)**

- 26.0214025958 Fair Housing, Legal Updates, Contracts, 2 hours Fair Housing, 1 hour Legal Updates, and 1 hour Real Contracts, RAR
- 27.0214025959 Advertising, Data Fraud and Modern Risks, 1 hour Legal Updates, and 3 hours Real Estate Related, RAR
- 28.0214025960 Legal, Contracts and Agency, 1 hour Legal Updates, Contracts, and Agency, RAR
- 29.0214025961 Broker's Responsibility – Supervision, 2 hours Broker Management, and 2 hours Broker Supervision, RAR
- 30.0214025962 Broker's Responsibility – Management, 4 hours Broker Management, RAR
- 31.0214025964 Discovering Commercial Real Estate, 3 hours Real Estate Related, DAAR **(duplicate PLE # 7)**
- 32.0214025966 Winning Over the Zillow Generation, 1 hour Real Estate Related, Piedmont School of Real Estate **(does this course protect the health, safety, and welfare of the public).**
- 33.02140259367 Mold: What You Need to Know about Mold and How to Read Air Sampling Reports, 1 hour Real Estate Related, Preferred Systems Inc.
- 34.0214025968 Radon and the Real Estate Transaction, 1 hour Real Estate Related, Preferred Systems, Inc.
- 35.0214025969 Lead Safety: For Real Estate Agents, 1 hour Real Estate Related, Preferred Systems, Inc.
- 36.0214025970 Managing the Home Inspection, 1 hour Real Estate Related, Preferred Systems, Inc.
- 37.0214025971 Going Green: For Real Estate Agents, 1 hour Real Estate Related, Preferred Systems, Inc.
- 38.0214025972 Contracts - The Sale Process with Buyers, 1 hour Real Estate Contracts, and 5 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate **(duplicate PLE # 8)**
- 39.0214025976 Ethics, 3 hours Ethics and Standards of Conduct, FAAR **(duplicate PLE # 10)**
- 40.0214025978 Navigating the Financing Contingency, 1 hour Real Estate Related, Vesta Settlements
- 41.0214025979 Foreign Buyers & Sellers, 1 hour Real Estate Related, Vesta Settlements
- 42.0214025980 Title Insurance – A Primer, 1 hour Real Estate Related, Vesta Settlements
- 43.0214025981 Death, Divorce & Bankruptcy, 2 hours Real Estate Related, Vesta Settlements

- 44.0214025984 Fair Housing, 2 hours Fair Housing, Vesta Settlements  
**(duplicate PLE # 11)**
- 45.0214025994 Risk Management, 3 hours Real Estate Related, Long and Foster Institute of Real Estate **(duplicate PLE # 12)**
- 46.0214025996 Introduction to StorySelling, 1 hour Real Estate Related, CMPS Institute, LLC.
- 47.0214025997 The Market's Story Part 1, 1 hour Real Estate Related, CMPS Institute, LLC.
- 48.0214025998 The Market's Story Part 2, 1 hour Real Estate Related, CMPS Institute, LLC.
- 49.0214025999 Fair Housing - An Ounce of Prevention, 2 hours Broker Management, WAAR **(duplicate CE # 50 and PLE # 13)**
- 50.0214026000 Fair Housing - An Ounce of Prevention, 2 hours Fair Housing, WAAR **(duplicate CE # 49 and PLE # 13)**
- 51.0214026002 Ethics and Standards of Conduct, 3 hours of Ethics and Standards of Conduct, NVAR
- 52.0214026003 Contracts, 1 hour Real Estate Contracts, NVAR
- 53.0214026005 16hr CE Day 1, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Contracts, and 4 hours Real Estate Related, NVAR
- 54.0214026006 Fair Housing, Legal Updates, and Contracts, 2 hours Fair housing, 1 hour Legal Updates, and 1 hours Contracts, NVAR
- 55.0214026007 Construction Essentials, 4 hours Real Estate Related, NVAR
- 56.0214026009 Asleep at the Wheel, 1 hour Legal Updates, and 1 hour Real Estate Related, RAR **(duplicate PLE # 14)**
- 57.0214026024 Risk Management-Acts, Laws & Disclosure, 3 hours Broker Management, TRSRE **(duplicate CE # 58 and PLE # 26)**
- 58.0214026025 Risk Management-Acts, Laws & Disclosure, 3 hours Real Estate Related, TRSRE **(duplicate CE # 57 and PLE # 26)**
- 59.0214026027 CYA for Realtors, 1 hour Real Estate Related, VESTA Settlements
- 60.0214026028 How Does Title Work? 1 hour Real Estate Related, VESTA Settlements
- 61.0214026030 2021 Professional Standards Training, 3 hours Ethics and Standards of Conduct. Virginia Realtors
- 62.0214026031 Fortify Your Firm, 2 hours Broker Management, Virginia Realtors **(duplicate PLE # 27)**
- 63.0214026033 Winning the Offer. Then Wanting Out, 1 hours Real Estate Contracts and 1 hour Real Estate related, FAAR **(duplicate PLE # 28)**
- 64.0214026035 The Code of Ethics Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct, DAAR **(duplicate PLE # 29)**

- 65.0214026037 Home Financing, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 66.0214026038 Fair Housing Open Doors, 2 hours Fair Housing, Central Virginia School of Real Estate (**duplicate PLE # 30**)
- 67.0214026040 Handling The Short Sale, 2 hours Broker Management, Cindy Bishop Worldwide LLC
- 68.0214026041 Legal Updates, 1 hour Legal Updates, NVAR
- 69.0214026044 8hr Mandated CE, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, PWAR
70. 0214026045 Broker Management & Supervisory Duties (Correspondence), 6 hours Broker Management, and 2 hours Broker Supervision, reConnect Real Estate Schools LLC
- 71.0214026046 Broker License Renewal (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, reConnect Real Estate Schools LLC

C. Original Continuing Education Course Application, Pending Schools:

1. 0214025935 From Implicit Bias to Explicit Action for Real Estate Agents, 3 hours Real Estate Related, C.L.I.M.B Backed By Nordlinger Consulting Group
- 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. 0214025929 Seller Representative Specialist, 3 Ethics and Standards of Conduct, RAR (**duplicate CE # 10**)
2. 0214025930 Seller Representative Specialist, 3 VA Agency Law, RAR (**duplicate CE # 10**)
3. 0214025931 Seller Representative Specialist, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 10**)
4. 0214025946 NAR Ethics, 3 hours Ethics and Standards of Conduct, RAR (**duplicate CE # 16**)

5. 0214025950 New Member Orientation Ethics, 3 hours Ethics and Standards of Conduct, RAR (**duplicate CE # 19**)
6. 0214025957 Understanding Agency. 3 hours Virginia Agency Law, , Liz Moore University, LLC (**duplicate CE # 25**)
7. 0214025965 Discovering Commercial Real Estate, 2 hours Current Industry Issues and Trends, DAAR (**duplicate CE # 31**)
8. 0214025973 Contracts - The Sale Process With Buyers, 6 hours Contract Writing, Coldwell Banker Residential Brokerage School of Real Estate (**duplicate CE # 38**)
9. 0214025974 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, Montague Miller Academy
10. 0214025977 Ethics, 3 hours Ethics and Standards of Conduct, FAAR (**duplicate CE # 39**)
11. 0214025985 Fair Housing, 2 hours Fair Housing, Vesta Settlements, (**duplicate CE # 44**)
12. 0214025995 Risk Management, 3 hours Risk Management, Long and Foster Institute of Real Estate (**duplicate CE # 45**)
13. 0214026001 Fair Housing – An Ounce of Prevention, 2 hours Fair Housing, WAAR (**duplicate CE # 49 and 50**)
14. 0214026010 Asleep at the Wheel, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 56**)
15. 0214026012 Contract Writing (Correspondence), 6 hours Contract Writing, Queen Academy of Real Estate
16. 0214026013 Real Estate Law and Board Regulations (Correspondence), 6 hours Real Estate Law and Board Regulations, Queen Academy of Real Estate
17. 0214026014 Ethics and Standards of Conduct ( Correspondence), 3 hours Ethics and Standards of Conduct, Queen Academy of Real Estate
18. 0214026015 Fair Housing (Correspondence), 2 hours Fair Housing, , Queen Academy of Real Estate
19. 0214026016 Industry Trends and Social Media (Correspondence), 2 hours Current Industry Issues and Trends, Queen Academy of Real Estate
20. 0214026017 Real Estate Related Finance (Correspondence), 2 hours Real Estate Related Finance (Correspondence), Queen Academy of Real Estate
21. 0214026018 Risk Management (Correspondence), 3 hours Risk Management, Queen Academy of Real Estate
22. 0214026019 VA Agency Law (Correspondence), 3 hours VA Agency Law, Queen Academy of Real Estate
23. 0214026020 Escrow Requirements ((Correspondence), 3 hours Escrow Requirements, Queen Academy of Real Estate
24. 0214026021 Escrow Requirements-Staying Compliant with State law and Regulations, 3 hours Escrow Requirements, William E. Wood and Associates Real Estate Academy

25. 0214026022 Contract Writing for Real Estate, 6 hours Contract Writing, TRSRE
26. 0214026026 Risk Management-Acts, Laws & Disclosure, 3 hours Risk Management, TRSRE **(duplicate CE # 57 & 58)**
27. 0214026032 Fortify Your Firm, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 62)**
28. 0214026034 Winning the Offer. Then Wanting Out, 2 hours Current Industry Issues and Trends, FAAR **(duplicate CE # 63)**
29. 0214026036 The Code of Ethics: Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct, DAAR **(duplicate CE # 64)**
30. 0214026039 Fair Housing Open Doors, 2 hours Fair Housing, Central Virginia School of Real Estate **(duplicate CE # 66)**

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

- 1.

VII. Pre-License Education Instructors

1. 0230001649 - Alex Ordonez – Experience (Principles)
2. 0230001650 - Cynthia Lee Hash – Experience & Professional Designation (Principles, Finance, Brokerage, and Law)
3. 0230001651 - Jennifer Elizabeth Comer – Experience & DREI (Principles & Brokerage)

VIII. Pre-License Education Courses

1. 0214025918 45-hours Broker Real Estate Appraisal (Correspondence), License Shop
2. 0214025919 45-hours Broker Real Estate Finance (Correspondence), License Shop
3. 0214025920 45-hours Broker Real Estate Law (Correspondence), License Shop
4. 0214025921 45-hours Broker Real Estate Brokerage (Correspondence), License Shop
5. 0214025938 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Churchland Academy of Real Estate
6. 0214025975 60-hours Salesperson Principles and Practices of Real Estate (Classroom), refocus Real Estate School, LLC
7. 0214025982 60-hours Salesperson Principles and Practices of Real Estate (Virtual Classroom), refocus Real Estate School, LLC
8. 0214025983 60-hours Salesperson Principles and Practices of Real Estate (Correspondence), refocus Real Estate School, LLC

9. 0214025986 / 0214025987 - 45-hours Broker Real Estate Law (Virtual Classroom & Correspondence), Alpha College of Real Estate
10. 0214025988 / 0214025989 - 45-hours Broker Real Estate Finance (Virtual Classroom & Correspondence), Alpha College of Real Estate
11. 0214025990 / 0214025991 – 45 hours Broker Real Estate Appraisal (Virtual Classroom & Correspondence) ), Alpha College of Real Estate
12. 0214025992 / 0214025993 – 45 hours Broker Real Estate Brokerage, (Virtual Classroom & Correspondence), Alpha College of Real Estate
13. 0214026047 – 60 hours Salesperson Principles and Practices of Real Estate (Classroom/Virtual Classroom), Aspire Real Estate School, LLC
14. 0214026048 / 0214026049 - 60 hours Salesperson Principles and Practices of Real Estate (On-line & Correspondence), Aspire Real Estate School, LLC

IX. Additional Continuing/Post-License Education Instructors

1. **Phyllis Joyce (PJ) Moore**  
0214025348 - Avoiding the Aggravations of Home Inspections  
0214025349 - Understanding Newer Home  
**Preferred Systems, Inc.**
2. **James Fletcher**  
0214025348 - Avoiding the Aggravations of Home Inspections  
0214025349 - Understanding Newer Homes  
**Preferred Systems, Inc.**
3. **Sonia Rae Downard**  
0214025717 - Real Estate Law & Board Regulations  
**DAAR**
4. **Michael Gary Straley**  
0214025553 / 0214025554 - Short Sales and Foreclosures: What Real Estate Professionals Need to Know  
**DAAR**
5. **Matthew Vaughn Rathbun**  
0214025553 / 0214025554 - Short Sales and Foreclosures: What Real Estate Professionals Need to Know  
**DAAR**
6. **Keith Barrett**  
0214023707 - Conquering Contracts  
0214023713 - Real Estate Law & Board Regulations with Flood  
0214023708 - VA Agency Law  
0214023709 - Ethics: Know the Code  
**NVAR**
7. **Tara Furges Houston**  
0214023707 - Conquering Contracts  
0214023713 - Real Estate Law & Board Regulations with Flood  
0214023708 - VA Agency Law  
0214023709 - Ethics: Know the Code



0214023710 - Fair Housing Laws & the Re Professional  
0214023711 - Current Industry Issues & Trends  
0214023712 - Risk Management  
0214022732 / 0214022731 - Escrows & Protecting Other People's Money

**NVAR**

8. **Angela R. Duncan**

0214023152 & 0214023153 - Real Estate Agency  
0214023346 & 0214023345 - Ethics  
0214025431, 0214025432, & 0214025836 - Residential Contract  
Essentials  
0214022929 & 0214022930 - Fair Housing

**Cindy Bishop Worldwide**

X. New Business

XI. Adjourn