



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Ralph S. Northam
Governor

Brian Ball
Secretary of
Commerce and Trade

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Tuesday, May 11, 2021, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: David Perry, Board Member
Nancy Piland, Board Member

Department Staff Members present: Jim Chapman, Board and Regulatory Administrator
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Mr. Chapman called the meeting to order at 2:06 p.m.

A motion was made to approve the agenda. The Committee approved it unanimously.

Public Comment

An education provider asked about whether classes that were being taught as a “virtual classroom” would be required to obtain an additional “classroom” approval once the Governor ended the current state of emergency. Board staff indicated that no additional approval would be necessary, since the approval of “classroom” was broad enough to include a virtual classroom.

An education provider asked whether PSI was fingerprinting Virginia salespersons when they sat for the broker exam in order to upgrade their license. Board staff responded that for salespersons-upgrading-to-broker applicants, fingerprints were not necessary for the purpose of obtaining a background check through the Central Criminal Records Exchange. However, PSI did take a fingerprint for purposes of biometric verification of candidates.

Discussion Items

Board staff presented the Committee with a working document entitled “PLE/CE Instructor Approval Groupings” (“groupings document”). The groupings document will help standardize approvals for similar course types and ensure that applicants will not need to return for Board approval if they have been approved for similar courses. For example, by following the grouping for the fair housing categories, an applicant approved for fair housing PLE will automatically be approved to teach fair housing for CE-mandatory and CE-real estate related. The Committee agreed that the groupings document would serve as a helpful guide at the next Committee meeting when approving the new PLE/CE Instructor Approval applications.

Real Estate Education Applications

The following applications were recommended for approval without stipulation unless noted otherwise:

I. Proprietary School Applications

1. 0211001311 Eagles Academy of Real Estate, Chesapeake, VA
Contact Person: Deana G. Wilson

II. Continuing Education Course Applications

A. 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**)
This course was recommended for approval pending receipt of a corrected signature page.
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)**
This course was recommended for approval pending receipt of a completed Disciplinary Action Reporting Form.
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
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
The materials for this course should be updated, and the course can be resubmitted for approval at the next Committee meeting.
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
This course was approved pending receipt of a corrected signature page.
- 53.0214026355 What is a Feasibility Study, 1 hour Real Estate Related, CVSRE
This course was approved pending receipt of a corrected signature page.
- 54.0214026356 How to Determine Rebuild vs Remodel, 1 hour Real Estate Related, CVSRE
This course was approved pending receipt of a corrected signature page.
- 55.0214026357 The Architectural Process/When do you bring in an Architect? 1 hour Real Estate Related, CVSRE
This course was approved pending receipt of a corrected signature page.
- 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)**

III. Post-License Education Course Applications

A. 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)**
This course was approved pending receipt of a corrected signature page.
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**)
This course was approved pending receipt of a completed Disciplinary Action Reporting Form.
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**)

IV. Pre-License Education Instructors

1. 0230001653 Norris Wayne Ramsey, Jr. – waiver (Principles, Brokerage, Finance, Law, and Appraisal)
The Committee did not approve the waiver for this application.

V. 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

VI. 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

There was no new business.

The meeting adjourned at 3:01 p.m.