

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

January 19, 2022 Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items
 1. PLE/CE Instructor application Current Industry Issues and Trends and other categories.

- V. Proprietary School Applications
 1. None

- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 1. 0214026955 / 0214026956 - Military Relocation Professional, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
 2. 0214026957 / 0214026958 - Pricing Strategies Advisor 2021, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
 3. 0214026959 / 0214026960 – Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct (CE or PLE), Hunt Country School of Real Estate
 4. 0214026962 – Broker Basics, 2 hours Broker Management, FAAR
 5. 0214026965 - RESPA, 1 hour Real Estate Related, VESTA Settlement
 6. 0214026966 – VA Residential Agency Law, 1 hour Real Estate Agency, VESTA Settlement
 7. 0214026967 – Contract Termination, 1 hour Real Estate Contracts, VESTA Settlement
 8. 0214026968 – VA Residential Agency Law, 3 hours VA Agency Law (PLE only), VESTA Settlement
 9. 0214026969 – Delivery-What is it? 1 hour Real Estate Contracts, VESTA Settlement
 10. 0214026970 – Disclosure Law in VA, 2 hours Real Estate Related, VESTA Settlement

11. 0214026973 / 0214026974 – Estate Closings and 1031 Exchanges, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
12. 0214026975 / 0214026976 – Gripes, Grapes and Grains, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
13. 0214026979 / 0214026980 – What to Expect at the Home Inspection, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection, LLC
14. 0214026987 The Basics of Flood Insurance, 1 hour Legal Updates, Hondros College, LLC
15. 0214026988 What Does It Mean To Be Green (On-line), 3 hours Real Estate Related, Hondros College, LLC
16. 0214026989 Understanding Environmental Regulations (On-line), 3 hours Real Estate Related, Hondros College, LLC
17. 0214026990 Exploring Agency Concepts and Disclosure (On-line), 3 hours Real Estate Agency, Hondros College, LLC
18. 0214026991 Running a Small Brokerage Firm (On-line), 3 hours Real Estate Related, Hondros College, LLC
19. 0214026992 NAR May the Code be with You (On-line), 3 hours Ethics and Standards of Conduct, Hondros College, LLC
20. 0214026993 Evaluating Current Standards in Fair Housing (On-line), 3 hours Fair Housing, Hondros College, LLC
21. 0214026994 The Residential Contract : Issues, Disputes and Solutions (On-line), 3 hours Real Estate Contracts, Hondros College, LLC
22. 0214027002 Chasing Secrets – Understanding the Process, 1 hour Real Estate Related, 360 Home Inspections
23. 0214027003 Showtime-Looking Beyond the Paint, 2 hours Real Estate Related, 360 Home Inspections
24. 0214026754 REALTOR Code of Ethics Training, 3 hours Real Estate Related, The CE Shop LLC
25. 0214027004 Helping Buyers Narrow in on Their Dream Home (Correspondence), 2 hours Real Estate Related, McKissock, LLC
26. 0214027005 How to Work with Real Estate Investors - Part 1 (Correspondence), 3 hours Real Estate Related, McKissock, LLC
27. 0214027006 Finding Your Focus: Niche Marketing for Real Estate (Correspondence), 3 hours Real Estate Related, McKissock, LLC
28. 0214027007 Lead Alert: A Guide for Property Managers (Correspondence), 3 hours Real Estate Related, McKissock, LLC
29. 0214027008 A New Look at Contract Law (Correspondence), 3 hours Real Estate Related, McKissock, LLC
30. 0214027009 Americans with Disabilities Act ADA (Correspondence), 3 hours Real Estate Related, McKissock, LLC
31. 0214027010 The VAR Residential Contract of Purchase, 1 hour Real Estate Contracts, WAAR
32. 0214027011 The VAR Residential Contract of Purchase, 1 hour Broker Management, WAAR

- 33.0214027022 Guide to Utilizing the HECM for Purchase, 3 hours Real Estate Related, Dexterity CE, LLC
- 34.0214027023 / 0214027024 RE Disclosures and Recent Court Rulings, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
- 35.0214027025 RE Disclosures and Recent Court Rulings, 2 hours Broker Management, RAR
- 36.0214027027 The Code of Ethics, 3 hours Ethics and Standards of Conduct (PLE), The RGS RE Academy
- 37.0214027028 Mandatory Topics for Brokers and Salespersons (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, WebCE, Inc.
- 38.0214027029 / 0214027030 Mortgage Financing, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Coldwell Banker Res. Brokerage
- 39.0214027034 Agency Law in VA, 1 hour Real Estate Agency, The RGS RE Academy
- 40.0214027035 Buyer Beware and Disclosure Law, 1 hour Legal Updates, The RGS RE Academy
- 41.0214027036 The Code of Ethics, 3 hours Ethics (CE), The RGS RE Academy
- 42.0214027037 Deeds of Conveyance, 1 hour Real Estate Related, The RGS RE Academy
- 43.0214027038 Handling Sales of Decedents Real Estate, 1 hour Real Estate Related, The RGS RE Academy
- 44.0214027039 How to Help Clients Avoid Foreclosure, 3 hours Real Estate Related, The RGS RE Academy
- 45.0214027040 Living Trust in Real Estate, 1 hour Real Estate Related, The RGS RE Academy
- 46.0214027041 The Closing Process, 1 hour Real Estate Related, The RGS RE Academy
- 47.0214027042 Title Insurance Basics, 2 hours Real Estate Related, The RGS RE Academy
- 48.0214027043 Don't Let Your Transaction Go Down The Drain...Avoiding Mortgage Pitfalls, 2 hours Real Estate Related, CBRSRE
- 49.0214027044 Professional Standards Training 2022, 3 hours Ethics, Virginia Realtors
- 50.0214027045 VA Financing, 3 hours Real Estate Related, GCAAR
- 51.0214027046 Understanding Credit, 2 hours Real Estate Related, GCAAR
- 52.0214027047 Mortgage Basics, 2 hours Real Estate Related, GCAAR
- 53.0214027048 Representing the Seller, 3 hours Real Estate Related, GCAAR
- 54.0214027049 Credit Reporting and Scoring, 2 hours Real Estate Related, GCAAR
- 55.0214027050 Advanced FHA Financing, 3 hours Real Estate Related, GCAAR

- 56.0214027064 Real Estate Risk Management, 3 hours Real Estate Related (CE), New Millennium University
- 57.0214027065 Real Estate Finance, 2 hours Real Estate Related (CE), New Millennium University
- 58.0214027066 Business Planning, 2 hours Real Estate Related (CE), New Millennium University
- 59.0214027067 Business Entities, 1 hour Real Estate Related (CE), ORNTIC
- 60.0214027068 Corporate Entities and Real Estate, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 61.0214027069 Short Sales, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 62.0214027070 Title Issues & Resolutions, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 63.0214027071 Bankruptcy and Divorce and Real Estate Transactions, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 64.0214027072 Estate Issues in Real Estate Transactions, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 65.0214027073 How to Win with New Home Construction Sales, 2 hours Real Estate Related, Queen Academy of Real Estate
- 66.0214027075 2022 NVAR Contract Changes, 1 hour Real Estate Contracts, FAAR
- 67.0214027076 Prospecting for Success, 2 hours Real Estate Related, New Millennium University
- 68.0214027077 Escrow Requirements, 3 hours Real Estate Related (CE), New Millennium University
- 69.0217027078 Ethics: Know the Code, 3 hours Ethics and Standards of Conduct (PLE), NVAR
- 70.0214027079 Escrow & Protecting Other People's Money, 3 hours Escrow Requirements (PLE), NVAR

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

1. None

VII. Pre-License Education Instructors

1. 0230001665 Bitia Cathy Zamanpour – Experience & Waiver (Principles)
2. 0230001666 Anna Broussard Schwoerer – Education, Professional Designation and Waiver (Principles)
3. 0230001668 Leigh Anne Losh – Education and Professional Designation (Principles)
4. 0230001662 Lois Jones – Professional Designation and waiver (Principles)

5. 0230001669 Robert Mabry – Professional Designation & Teaching Credentials (Principles)
6. 0230001670 Thomas Strickland – Experience and Professional Designation (Appraisal)

VIII. Pre-License Education Courses

1. 0214027051 45 hours Real Estate Brokerage (Classroom), Innervision Realty
2. 0214027052 45 hours Real Estate Finance (Classroom), Aspire Real Estate School
3. 0214027053 45 hours Real Estate Finance (Online), Aspire Real Estate School
4. 0214027054 45 hours Real Estate Finance (Correspondence), Aspire Real Estate School
5. 0214027055 45 hours Real Estate Brokerage (Classroom), Aspire Real Estate School
6. 0214027056 45 hours Real Estate Brokerage (On-line), Aspire Real Estate School
7. 0214027057 45 hours Real Estate Brokerage (Correspondence), Aspire Real Estate School
8. 0214027058 45 hours Real Estate Appraisal (Classroom), Aspire Real Estate School
9. 0214027059 45 hours Real Estate Appraisal (On-line), Aspire Real Estate School
10. 0214027060 45 hours Real Estate Appraisal (Correspondence), Aspire Real Estate School
11. 0214027061 45 hours Property Management (Classroom), Aspire Real Estate School
12. 0214027062 45 hours Property Management (On-line), Aspire Real Estate School
13. 0214027063 45 hours Property Management (Correspondence), Aspire Real Estate School
14. 0214027088 60-hours Principles and Practices of Real Estate (Classroom), Moseley Flint Schools of Real Estate
15. 0214027089 60-hours Principles and Practices of Real Estate (Correspondence), Moseley Flint Schools of Real Estate

IX. Post-License and Continuing Education Instructor Approval Applications

1. Carmen Martin
2. Douglas Compton
3. Van L. Pinnix III
4. Mary Ann S. White
5. Patricia J. Rogers
6. John Pollard

7. George Bohn
8. Larry Anderson
9. Florence L. Daniels
10. Tara Houston
11. Gracie Louise Peck
12. Lagreta Mott Dennis
13. Kristin Beran Krupp
14. William V. Horan
15. Luke C. Sable
16. Thomas S. Rauch
17. Jon Brodegard
18. Ronald D. Wiley, Jr.
19. Hayden-Anne Breedlove
20. Kay Creasman
21. Kevin Pogoda
22. Jason Andrzejewski
23. Kevin Hagan
24. Sidney Lucas
25. Robert Fleck
26. Tatiana Ivleva-Lopez
27. David Catanzaro
28. Jamica Nekel Browne
29. Chanin Wisler
30. Amy Goldstein
31. Michael McNamara
32. Paul Joseph Johnson
33. Frank McLaughlin
34. Karen Daily
35. Susan Swink – paper application

X. New Business

XI. Adjourn