



# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Glenn A. Youngkin  
Governor

G. Bryan Slater  
Secretary of Labor

Demetrios J. Melis  
Director

## VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, March 16, 2022, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Candice Bower, Committee Chair  
David Perry, Board Member  
Catina Jones, Board Member

Department Staff Members present: Christine Martine, Executive Director  
Mia Quimpo, Licensing Specialist  
Janice Toole, Licensing Specialist

Ms. Bower called the meeting to order at 2:13 p.m.

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

### Public Comment

None

### Discussion Items

None

### Real Estate Education Applications

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

#### I. Proprietary School Applications

1. 0211001326 - Princess Real Estate School, Alexandria VA  
Contact Person: Carol Dorsey
2. 0211001325 – PDH Academy, LLC. Waukesha, WI  
Contact Person: Amy E. Harmon
3. 0211001323 – MLS Campus, LLC. Orlando, FL.  
Contact Person: Merouane Remmouche
4. 0211001328 - Spotts Fain, P.C., Richmond, VA  
Contact Person: W. Martin Williams
5. 0211001330 - Albemarle Area School of Real Estate LLC, Chesapeake, VA.  
Contact Person: Tanya Sekhon

6. 0211001331 – Advance Career Training, Inc., Suffolk, VA  
Contact Person: Tetalia Blount

**The Committee did not approve this application. The school needs to provide the proof of funds for the school named in the application.**

## II. Post-License and Continuing Education Course Applications

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

1. 0214027091 Understanding Condo Financing, 1 hour Real Estate Related, CAAR
2. 0214027092 Clarifying The Code of Ethics, 3 hours Ethics, System Effect dba Training Cove
3. 0214027100 Educating Homebuyers (Correspondence), 3 hours Real Estate Related, McKissock, LP
4. 0214027101 The End of the Paper Trail: How to Conduct Paperless Transactions (Correspondence), 3 hours Real Estate Related, McKissock, LP
5. 0214027102 Top Policy Issues Facing Brokerages Today (Correspondence), 3 hours Real Estate Related, Mckissock, LP
6. 0214027103 Educating Sellers (Correspondence), 2 hours Real Estate Related, McKissock, LP
7. 0214027104 From Contract to Closing: A Breakdown of the Real Estate Market (Correspondence), 2 hours Real Estate Related, Mckissock, LP
8. 0214027113 203K Loans, 1 hour Real Estate Related, FAAR
9. 0214027114 3M-Is It Module, Manufactured or Mobile, 1 hour Real Estate Related, FAAR
10. 0214027115 Contract Writing, 6 hours Contract Writing, Moseley Flint
11. 0214027116 Escrow Requirements, 3 hours Escrow Requirements, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
12. 0214027117 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
13. 0214027118 Fair Housing, ADA and Civil Rights, 2 hours Fair Housing, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
14. 0214027119 Real Estate Law and Board Regulations, 6 hours Real Estate Law and Board Regulations, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
15. 0214027120 Real Estate Related Finance, 2 hours Real Estate-Related Finance, Moseley Flint

- The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
16. 0214027121 Risk Management, 3 hours Risk Management, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
17. 0214027122 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
18. 0214027123 VA Agency Law, 3 hours VA Agency Law, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
19. 0214027124 Contract Writing (Correspondence), 6 hours Contract Writing, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
20. 0214027125 Escrow Requirements (Correspondence), 3 hours Escrow Requirements, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
21. 0214027126 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
22. 0214027127 Fair Housing, ADA and Civil Rights (Correspondence), 2 hours Fair Housing, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
23. 0214027128 Real Estate Law and Board Regulations (Correspondence), 6 hours Real Estate Law and Board Regulations, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
24. 0214027129 Real Estate Related Finance (Correspondence), 2 hours Real Estate-Related Finance, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
25. 0214027130 Risk Management (Correspondence), 3 hours Risk Management, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
26. 0214027131 Virginia Current Industry Issues and Trends (Correspondence), 2 hours Current Industry Issues and Trends, Moseley Flint  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
27. 0214027132 VA Agency Law (Correspondence), 3 hours VA Agency Law, Moseley Flint

**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**

- 28. 0214027136 / 0214027137 Fair Housing For All, 2 hours Fair Housing (CE) or 2 hours Fair Housing (PLE), PWAR
- 29. 0214027138 Going Green Element of Eco-Friendly Home (Correspondence) , 3 hours Real Estate Related, McKissock, LP
- 30. 0214027145 30 Hour Post License Package (Correspondence), 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, Moseley Flint Schools of Real Estate

**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**

- 31. 0214027148 / 0214027149 Military Relocation Professional, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
- 32. 0214027150 / 0214027151 Green Designation, 10 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
- 33. 0214027152 Commercial Real Estate Investing, 4 hours Real Estate Related, WebCE, Inc.
- 34. 0214027154 Nontraditional and Alternative Finance (On-line), 3 hours Real Estate Related, McKissock, LLC
- 35. 0214027155 Real Property Appraisals (On-line), 4 hours Real Estate Related, McKissock, LLC
- 36. 0214027158 1031 Exchanges - By the Rules, 2 hours Real Estate Related, Title Resources Guaranty Company
- 37. 0214027159 Virginia Decedent Estates, 2 hours Real Estate Related, Title Resources Guaranty Company
- 38. 0214027160 VA Mechanic's Liens & Construction Loans, 2 hours Real Estate Related, Title Resources Guaranty Company
- 39. 0214027161 1099-S, Cash Reporting, FIRPTA and Federal Issues at Closing, 2 hours Real Estate Related, Title Resources Guaranty Company
- 40. 0214027162 Fraud Prevention, 2 hours Real Estate Related, Title Resources Guaranty Company
- 41. 0214027163 FIRPTA-Closing the Foreign Seller, 2 hours Real Estate Related, Title Resources Guaranty Company
- 42. 0214027164 / 0214027165 Reverse Mortgages, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
- 43. 0214027166 Introduction to Title Insurance, 3 hours Real Estate Related, Title Resources Guaranty Company
- 44. 0214027167 The REIN Contract, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, Title Resources Guaranty Company

**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**

- 45. 0214027168 Contracts and Legal Updates, 3 hours Broker Management, RAR
- 46. 0214027169 / 0214027170 Contracts and Legal Updates, 1 hour Legal Updates, and 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR

47. 0214027171 / 0214027172 Using Power of Attorney for Closing, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
48. 0214027175 The Foundation of a Trusted Leader, 6 hours Broker Management, VAR
49. 0214027176 / 0214027177 Fortify Your Firm, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, SVAR
50. 0214027178 / 0214027179 ABR – Accredited Buyer Representative, 1 hour Real Estate Agency, 1 hours Real Estate Contracts, and 4 hours Real Estate Related or 3 hours Risk Management, TRSRE
51. 0214027182 Handling Multiple Offers (On-line), 2 hours Real Estate Related, McKissock, LLC.
52. 0214027183 How to Have a Smooth Settlement, 1 hour Real Estate Related, Highland Ace, LLC
53. 0214027184 Title Insurance, 1 hour Real Estate Related, Highland Ace, LLC
54. 0214027185 Real Estate Contracts, 1 hour Real Estate Contracts, Highland Ace, LLC
55. 0214027186 1031 Exchanges, 1 hour Real Estate Related, Highland Ace, LLC
56. 0214027187/ 0214027188 Fundamentals of Mortgage Lending, 2 hours Real Estate Related, or 2 hours Real Estate-Related Finance, Highland Ace, LLC
57. 0214027189 Broker Updates, Trends, and Resources, 1 hour Broker Management, VAR
58. 0214027190 Economic and Real Estate Market Outlook, 1 hour Real Estate Related, VAR
59. 0214027195 / 0214027196 Risk Management, 3 hours Real Estate Related, or 3 hours Risk Management, CVSRE
60. 0214027197 / 0214027198 Contract Writing, 6 hours Real Estate Related, or 6 hours Contract Writing, CVSRE
61. 0214027199 / 0214027200 Reverse Mortgage, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, CVSRE
62. 0214027201 / 0214027202 Reverse Mortgage, 3 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, CVSRE
63. 0214027207 / 0214027208 Military Relocation Professional, 8 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Granite Street Training
64. 0214027210 Real Estate Agency, 1 hour Real Estate Agency, Granite Street Training
65. 0214027211 Required Disclosures, 2 hours Real Estate Related, MAI Institute
66. 0214027212 Rentals: Applications and Leases, 2 hours Real Estate Related, MAI Institute
67. 0214027213 Duties of a Supervising Broker, 2 hours Broker Supervision, MAI Institute
68. 0214027214 Contingencies in the Contract, 2 hours Real Estate Related, MAI Institute
69. 0214027215 Association Disclosures, 2 hours Real Estate Related, MAI Institute
70. 0214027216 Agency in Virginia, 1 hour Real Estate Agency, MAI Institute
71. 0214027217 Residential Sales Contract in Virginia, 2 hours Real Estate Related, MAI Institute

- 72.0214027218 The Earnest Money Deposit & Related Issues, 1 hour Real Estate Contracts, Double Eagle Title Academy  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
- 73.0214027219 Pre and Post Settlement Occupancy Agreement, 1 hour Real Estate Contracts, Double Eagle Title Academy
- 74.0214027220 Mastering the Residential Sales Contract, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, Double Eagle Title Academy
- 75.0214027221 How to Handle Buyer or Seller Default, 1 hour Real Estate Contracts, Double Eagle Title Academy
- 76.0214027222 Navigating Special Situations, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, Double Eagle Title Academy
- 77.0214027223 / 0214027224 Update on Legislative & Property Management, 3 hours Legal Updates, or 2 hours Current Industry Issues and Trends, FutureLaw Real Estate School, LLC
- 78.0214027229 Ethics in Leadership, 3 hours Ethics, VAR
- 79.0214027230 Train the Trainer-The Broker Edition, 6 hours Broker Management, VAR
- 80.0214027231 Duties of a Supervising Broker, 1 hour Broker Management and 2 hours Broker Supervision, VAR
- 81.0214027232 Communicating as a Leader, 4 hours Broker Management, VAR
- 82.0214027233 Fundamentals of Real Estate Investment, 3 hours Real Estate Related, Montague Miller Real Estate Academy
- 83.0214027234 Title Insurance 5 Horror Stories, 1 hour Real Estate Related, New World Title & Escrow
- 84.0214027235 Surveys: The Basic and Beyond, 1 hour Real Estate Related, New World Title & Escrow
- 85.0214027236 An Introduction to HECM Reverse Mortgages, 2 hours Real Estate Related, New World Title & Escrow
- 86.0214027237 Tackling Troublesome Listings, 1 hour Real Estate Related, New World Title & Escrow
- 87.0214027238 Understanding FIRPTA, 1 hour Real Estate Related, New World Title & Escrow
- 88.0214027239 Dealing with Death, 1 hour Real Estate Related, New World Title & Escrow
- 89.0214027240 How to Prevent Settlement Delays, 1 hour Real Estate Related, New World Title & Escrow
- 90.0214027243 First Time Homebuyers Financing, 1 hour Real Estate Related, GCAAR
- 91.0214027244 Overcoming Insurance Obstacles During Closing, 1 hour Real Estate Related, GCAAR
- 92.0214027245 Understanding Mortgage Pre-Approval, 1 hour Real Estate Related, GCAAR
- 93.0214027246 Selling Houses Using Lease Options, 3 hours Real Estate Related, GCAAR
- 94.0214027247 / 0214027248 Fundamentals of Condominium Financing, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, DAAR

- 95.0214027249 At Home with Diversity, 7 hours Real Estate Related, BTVAR
- 96.0214027255 8 Hour Real Estate Elective Course (Correspondence), 8 hours Real Estate Related, Moseley Flint Schools of Real Estate
- 97.0214027256 / 0214027257 At Home with Diversity, 2 hours Fair Housing, and 4 hours Real Estate Related, or 2 hours Fair Housing (PLE), TRSRE

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

None

III. Pre-License Education Instructors

1. 0230001671 Sandra DeLapp – Experience & Professional Designation (Principles, Finance, Appraisal, Brokerage, and Law)
2. 0230001672 Charlie Chi – Teaching Credentials & Waiver (Principles)
3. 0230001673 Stephanie Michelle Scott – Experience & Teaching Credentials (Principles, Finance, Appraisal, Brokerage, and Law)
4. 0230001675 Jennifer Mojadidi – Professional Designation and Waiver (Principles, Law, Appraisal, Finance and Brokerage)  
**The Committee approved this individual to teach Principles only**
5. 0230001676 - Tetalia Blount – Experience & Professional Designation (Principles)
6. 0230001677 Leroy Worley – Experience & Waiver (Principles)

IV. Pre-License Education Courses

1. 0214027093 60-hours Salesperson Principles and Practices of Real Estate (Classroom/Virtual Classroom), LFIRE
2. 0214027174 60-hours Salesperson Principles and Practices of Real Estate (Correspondence), Eagles Academy of Real Estate
3. 0214027181 60-hours Salesperson Principles and Practices of Real Estate (On-line), REAL University, Inc.
4. 0214027225 45-hours Broker Real Estate Appraisal (Correspondence), Eagles Academy of Real Estate, LLC
5. 0214027226 45-hours Broker Real Estate Law (Correspondence), Eagles Academy of Real Estate, LLC
6. 0214027227 45-hours Broker Real Estate Brokerage (Correspondence), Eagles Academy of Real Estate, LLC
7. 0214027228 45-hours Broker Real Estate Finance (Correspondence), Eagles Academy of Real Estate, LLC
8. 0214027250 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Adult and Communication Education, Fairfax County Public Schools
9. 0214027252 45-hours Broker Real Estate Law (Classroom), Aspire Real Estate School
- 10.0214027253 45-hours Broker Real Estate Law (On-line), Aspire Real Estate School

11. 0214027254 45-hours Broker Real Estate Law (Correspondence), Aspire Real Estate School
12. 0214027258 45-hours Broker Real Estate Finance (Correspondence), Moseley Flint Schools of Real Estate
13. 0214027259 45-hours Broker Real Estate Law (Correspondence), Moseley Flint Schools of Real Estate
14. 0214027260 45-hours Broker Real Estate Brokerage (Correspondence), Moseley Flint Schools of Real Estate
15. 0214027261 45-hours Broker Business and Investment (Correspondence), Moseley Flint Schools of Real Estate
16. 0214027262 45-hours Broker Business and Investment (Classroom), Moseley Flint Schools of Real Estate
17. 0214027263 45-hours Broker Real Estate Law (Classroom), Moseley Flint Schools of Real Estate
18. 0214027264 45-hours Broker Real Estate Brokerage (Classroom), Moseley Flint Schools of Real Estate
19. 0214027265 45-hours Broker Real Estate Finance (Classroom), Moseley Flint Schools of Real Estate

V. Post-License and Continuing Education Instructor Approval Applications

1. Carleton Theron Garrett
2. Claudia Caroline Jordan
3. Steven James Jordan
4. Michelle Bergert Crumley
5. Conor Patrick Breen
6. Larry Joel McElwain
7. Ronald Lee Lester
8. Jeremiah Matthew Yourth
9. Emily Ann Bailey
10. Martin Reilly Stanton
11. James Kermit Johnson
12. David Theodore Testa
13. Shell Brodnax
14. Matthew Lynch
15. Deborah Bindeman
16. Mark Blaine Given
17. Ryan Thomas Price
18. Thaddeus Musser
19. Lisa Ann Sturtevant
20. Douglas K. Wolfe
21. Trista Colleen Curzydlo
22. Donald Warren Metcalf
23. Helen Schubert Krause

**The Committee recommended this applicant for approval under the Contracts, Escrow, Finance, and Title-Deeds categories, but no more.**



24. Nicholas D. Vlissides

**The Committee recommended this applicant for approval under all requested categories except Broker Management/Agent Supervision and Broker Supervision Requirements.**

25. Loretta M. Colom

26. Douglas Charles Collins, Jr

27. Mary T. Chieppa

28. Rachel Williams

29. Ronald Baras

30. J David Teitelman

31. Karen Daily

32. Robert Morris

33. Laurie Denker MacNaughton

34. Charles Anthony Fincher

35. Brooke Downton Miller

36. Douglas Wayne Forren

**The Committee did not approve this applicant. The applicant needs to provide more information to show qualifications.**

37. Blane Foster Stewart

**The Committee did not approve this applicant. The applicant needs to provide more information to show qualifications.**

38. Diann Green Burns

39. Georgina B. Clough

**The Committee recommended this applicant for approval under the Escrow and Finance categories, but no more.**

There was no new business

The meeting adjourned at 3:27p.m.