



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, September 14, 2022, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Nan Piland, Committee Chair
David Perry, Board Member
Kemper Funkhouser, Board Member

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

Ms. Piland called the meeting to order at 2:01 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. 0211001336 - WFG National Title Insurance Company, Portland OR
Contact Person: Theresa Williamson
2. 0211001337 – Prime Title & Escrow, LLC, Leesburg, VA 20176
Contact Person: Adam Engel
3. 0211001333 – Team Real Education Solutions, LLC. Lake Worth, FL
Contact Person: Brian Woods
The Committee did not approve this application. The school needs to provide a complete application.
4. 0211001338 – Empower Real Estate School, Yorktown, VA
Contact Person: Victoria Bailey

II. Post-License and Continuing Education Course Applications

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

1. 0214027475 / 0214027476 - Pricing and Appraising in an Overheated Market, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
2. 0214027478 / 0214027479 - Home Finance Resource – HFR, 4 hours Real Estate Related or 2 hours Real Estate-Related Finance, TRSRE
3. 0214027480 - VA Loans, 1 hour Real Estate Related, FAAR
4. 0214027481 - Property Management and Managing Risk v6.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
5. 0214027482 / 0214027483 - Pricing Strategies: Mastering the CMA, 6 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
6. 0214027484 – Senior Real Estate Specialist – SRES, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 3 hours Real Estate Related, TRSRE
7. 0214027485 / 0214027486 – Agency Law, 1 hour Real Estate Agency, and 2 hours Real Estate Related, or 3 hours VA Real Estate Agency, TRSRE
8. 0214027487 – Broker Management/Agent Supervision, 6 hours Broker Management, PWAR
9. 0214027488 / 0214027489 – Pricing Strategies: Mastering CMA, 6 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, PWAR
10. 0214027490 - Broker Supervision, 2 hours Broker Supervision, PWAR
11. 0214027491 – Military Relocation Professional (MRP), 6 hours Real Estate Related, PWAR
12. 0214027496 / 0214027497 - NAR Realtor Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), BRAR - **The Committee recommended this course be denied due to out of date course materials.**
13. 0214027502 Helping Buyers with New Construction, 3 hours Real Estate Related, Montague Miller Academy
14. 0214027503 / 0214027504 - Home Finance Resource Certification, 4 hours Real Estate Related or 2 hours Real Estate-Related Finance, PWAR
15. 0214027505 – Pricing Strategies, 3 hours Real Estate Related, Academy of Real Estate
16. 0214027506 - Accredited Buyer Representative, 6 hours Real Estate Related, Academy of Real Estate
17. 0214027507 - Seller Representative Specialist, 6 hours Real Estate Related, Academy of Real Estate
18. 0214027508 - Real Estate Negotiation Expert, 6 hours Real Estate Related, Academy of Real Estate
19. 0214027509 Living safely in a Dangerous World, 1 hour Real Estate Related, Success Training & Consulting, Inc. - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
20. 0214027510 / 0214027511 – The Wonderful World of Mortgage Lending, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance,

21. 0214027512 – Selling Homes Other Agents Do Not Want to Sell, 2 hours Real Estate Related, Preferred System, Inc. CAAR - **The Committee recommended this course be denied as it does not address the Fair Housing Law in relation to disability.**
22. 0214027513 / 0214027514 – Nuts and Bolts, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
23. 0214027515 / 0214027516 – Risk Management Home Inspection Red Flags, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
24. 0214027522 / 0214027523 – Real Estate Karma, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
25. 0214027524 / 0214027525 – Accredited Buyer’s Representative (ABR), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related or 2 hours, Piedmont School of Real Estate - **The Committee recommended this course be approved only for 1 hour Real Estate Agency, 1 hour Real Estate Contracts and 8 hours Real Estate Related or 2 hours Current Industry and Trends.**
26. 0214027526 / 0214027527 – Accredited Buyer’s Representative (ABR), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, PWAR - **The Committee recommended this course be approved only for 1 hour Real Estate Agency, 1 hour Real Estate Contracts and 8 hours Real Estate Related or 2 hours Current Industry and Trends.**
27. 0214027528 / 0214027529 – NAR Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), PWAR
28. 0214027530 / 021427531 - Demystifying Condo’s, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, PWAR
29. 0214027534 – Fair Housing, ADA and Civil Rights, 2 hours Fair Housing, Tristar Academy, Inc.
30. 0214027535 / 0214027536 - Avoiding Data Security Roadkill, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
31. 0214027537 / 0214027538 - Update on Unlawful Detainer Actions, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
32. 0214027539 - Update on Unlawful Detainer Actions, 2 hours Broker Management, VAR
33. 0214027540 – Showtime-Looking Beyond the Paint, 2 hours Current Industry Issues and Trends, WAAR
34. 0214027541 - Anti-Bias Your Business, 1 hour Real Estate Related, FAAR
35. 0214027542 / 0214027543 – How Credit Works, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
36. 0214027544 - How Credit Works, 2 hours Broker Management, Cindy Bishop Worldwide, LLC - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
37. 0214027545 - A Title Insurance Primer: What It Is and What It Does, 1 hour Real Estate Related, CVSRE

38. 0214027546 / 0214027547 - Specialty Inspections - What Realtors Need to Know, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
39. 0214027548 / 021427549 – Foundation of Marketing, 8 hours of Real Estate Related or 2 hours Current Industry Issues and Trends, Melvin Murphy
40. 0214027550 / 0214027551 - PM 101: The Essentials, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
41. 0214027552 - The Escalation Addendum Explained, 1 hour Real Estate Related, Champion University
42. 0214027554 / 0214027555 – Virginia Agency Law, 1 hour Real Estate Agency, and 2 hours Real Estate Related or 3 hours VA Real Estate Agency, CVSRE
43. 0214027556 / 0214027557 - Why Didn't My Short Sale Close, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group
44. 0214027558 / 0214027559 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, MBH Settlement Group
45. 0214027560 / 0214027561 - Real Estate Related Financing, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, MBH Settlement Group
46. 0214027562 / 0214027563 - VA Real Estate Law and Board Regulations, 6 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, MBH Settlement Group
47. 0214027564 - Transactions with FHA & VA Financing, 1 hour Real Estate Related, MBH Settlement Group
48. 0214027565 - Title 101 from Contract to Closing, 2 hours Real Estate Related, Vesta Settlements
49. 0214027566 – Guiding You Through The Storm, 3 hours Real Estate Related, BRAR - **The Committee recommended this course be denied as it is based on West Virginia law.**
50. 0214027567 / 0214027568 - New Home Construction and Buyer Representation, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
51. 0214027569 – Broker Management / Agent Supervision, 6 hours Broker Management, Peninsula Real Estate School
52. 0214027570 – Agency Law (On-line), 4 hours Real Estate Related, McKissock, LLC - **The Committee recommended this course be denied as it does not cover Virginia Agency.**
53. 0214027571 - Americans with Disabilities Act ADA (On-line), 3 hours Real Estate Related, McKissock, LLC
54. 0214027572 – Educating Homebuyers (On-line), 3 hours Real Estate Related, McKissock, LLC
55. 0214027573 – Educating Sellers (On-line), 2 hours Real Estate Related, McKissock, LLC
56. 0214027574 – Intro to Property Management: Market Analysis, Risk Management (On-line), 3 hours Real Estate Related, McKissock, LLC
57. 0214027575 - Millennials Are Changing Real Estate: Are You Ready? (On-line), 4 hours Real Estate Related, McKissock, LLC - **The Committee recommended this course be approved for 2 hours only.**

58. 0214027576 - Online Correspondence: Real Estate Investing: Beyond the Basics (On-line), 4 hours Real Estate Related, McKissock, LLC
59. 0214027577 – Real Estate Taxes (On-line), 3 hours Real Estate Related, McKissock, LLC
60. 0214027580 – Virginia Post Real Estate Laws and Board Regulations (On-line), 6 hours Real Estate Law and Board Regulations, American School Of Real Estate Express LLC
61. 0214027581 – VA Post Contract Preparation (On-line), 6 hours Contract Writing, American School Of Real Estate Express LLC
62. 0214027582 - Agency for Property Managers, 1 hour Real Estate Agency, VAR
63. 0214027583 - Property Management Broker Supervision, 2 hours Broker Supervision, VAR
64. 0214027586 – Duties of a Supervising Broker, 2 hours Broker Supervision, FAAR
65. 0214027591 – Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, Real University, Inc.
66. 0214027592 - How to Do a 1031 Like-Kind Exchange, 2 hours Current Industry Issues and Trends, Realty Exchange Corporation
67. 0214027593 - It's Complicated...As-is Contracts, 1 hour Real Estate Contracts, RAR
68. 0214027594 - Credit Essentials, 1 hour Real Estate Related, Hampton Roads REALTORS Assn, dba Alpha-Omega College of Real Estate
69. 0214027595 - Errors and Omissions for Real Estate Agents, 1 hour Legal Updates, Hampton Roads REALTORS Assn, dba Alpha-Omega College of Real Estate - **The Committee recommended this course be denied due to the incorrect material being submitted.**
70. 0214027596 - Understanding Flood Insurance, 1 hour Legal Updates, Hampton Roads REALTORS Assn, dba Alpha-Omega College of Real Estate
71. 0214027597 - Understanding Home Insurance, 1 hour Legal Updates, Hampton Roads REALTORS Assn, dba Alpha-Omega College of Real Estate
72. 0214027598 / 0214027599 - 1031 Tax Exchange, 4 hours Real Estate Related, or 2 hours Real Estate-Related Finance, Hampton Roads REALTORS Assn, DBA Alpha + Omega College of Real Estate
73. 0214027600 - Anatomy of a Green Home, 8 hours Real Estate Related, Hampton Roads REALTORS Assn, DBA Alpha + Omega College of Real Estate
74. 0214027601 / 0214027602 - New Construction Blue Print Reading, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hampton Roads REALTORS Assn, DBA Alpha + Omega College of Real Estate
75. 0214027603 / 0214027604 - Property Management/ Manage Risk, 4 hours Real Estate Related or 3 hours Risk Management, Hampton Roads REALTORS Assn, DBA Alpha + Omega College of Real Estate - **The Committee recommended this course be denied due to the incorrect material being submitted.**
76. 0214027605 - Accredited Buyer Representative – ABR, 10 hours Real Estate Related, Hampton Roads REALTORS Assn, DBA Alpha + Omega College of Real Estate - **The Committee recommended this course be approved for 8 hours Real Estate Related, 1 hour Real Estate Agency and 1 hour Real Estate Contracts.**

- 77.0214027606 – Legal Update with Flood Content, 1 hour Legal Updates, Granite Street Training
- 78.0214027607 – Real Estate Contracts, 1 hour Real Estate Contracts, Granite Street Training
- 79.0214027608 / 0214027609 – PM Common Legal Hotline Q&A, 2 hours Broker Management or 2 hours Current Industry Issues and Trends, VAR
- 80.0214027610 / 0214027611 - VRLTA and 2022 Legislative Update, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
- 81.0214027612 - VRLTA and 2022 Legislative Update, 2 hours Broker Management, VAR
- 82.0214027613 - Virginia Economy & Rental Housing Market, 1 hour Real Estate Related, VAR
- 83.0214027614 - Flood Insurance 2.0 (On-line), 2 hours Real Estate Related, WebCE, Inc.
- 84.0214027615 – Demystifying Condos, 3 hours Real Estate Related, NVAR
- 85.0214027616 / 0214027617 – 6- Hr Contract Writing, 6 hours Real Estate Contracts or 6 hours Contract Writing, Eagles Academy of Real Estate - **The Committee recommended this course be approved for 1 hour Real Estate Contracts and 5 hours Real Estate Related.**
- 86.0214027618 / 0214027619 – RENE: Real Estate Negotiation Expert, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
- 87.0214027620 / 0214027621 - ACE Cryptocurrency, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
- 88.0214027622 / 0214027623 – ACE Inflation, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
- 89.0214027624 – Discrimination / Harassment / Hoarding / Current (On-line), 2 hours Fair Housing, Real University, Inc.
- 90.0214027625 – Brokerage Operations in Virginia (On-line), 4 hours Broker Management, Real University, Inc.
- 91.0214027626 - Lot Purchase and Construction Financing, 1 hour Real Estate Related, WAAR
- 92.0214027627 / 0214027628 - Septic Systems, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
- 93.0214027629 - Septic Systems, 2 hours Broker Management, Cindy Bishop Worldwide, LLC
- 94.0214027630 - Foreclosure and Short Sale, 2 hours Real Estate Related, Hampton Roads REALTORS Assn, DBA Alpha-Omega College of Real Estate
- 95.0214027631 / 0214027632 - Real Estate Negotiation Expert, 3 hours Ethics, and 13 hours Real Estate Related or 3 hours Ethics (PLE) Hampton Roads REALTORS Assn, DBA Alpha-Omega College of Real Estate - **The Committee recommended this course be approved for 3 hours Ethics and 8 hours Real Estate Related.**
- 96.0214027633 / 0214027634 - Smart Growth for the 21st Century, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hampton Roads REALTORS Assn, DBA Alpha-Omega College of Real Estate

97. 0214027637 - Real Life Settlement & Title Terrors, 1 hour Real Estate Related, Pruitt Title, LLC
98. 0214027638 - Virginia Fair Housing Law and Legal Updates, 2 hours Fair Housing, 1 hour Legal Updates, and 1 hour Real Estate Contracts, FutureLaw II, LLC
99. 0214027644 - Twenty Cost-Effective Home Improvements Online Video Course v2.0, 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
100. 0214027645 – Selling HUD Owned Homes, 1 hour Real Estate Contracts, TRSRE

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

1. 0214027639 - Planning for Long Term Success in Real Estate, 1 hour Real Estate Related, WFG National Title Insurance Company - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
2. 0214027640 - Realtor Safety: Real Safe, Real Estate, 1 hour Real Estate Related, WFG National Title Insurance Company - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
3. 0214027641 - Sales Prospecting and Lead Generation, 1 hour Real Estate Related, WFG National Title Insurance Company - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
4. 0214027642 -TikTok for Real Estate Success, 1 hour Real Estate Related, WFG National Title Insurance Company - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
5. 0214027643 - Creating a Strong Online Presence, 1 hour Real Estate Related, WFG National Title Insurance Company - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**

III. Pre-License Education Instructors

1. 0230001692 - Andreianna Michelle Bazemore – Experience and Professional Designation (Principles, Finance, Brokerage, Law and Appraisal)
2. 0230001693 – John Kenneth Flowers – waiver (Principles) - **The Committee recommended this instructor be denied due to failure to provide proof of relevant qualifications.**
3. 0230001694 – Adeline Marie Lambert – Experience and Waiver (Principles) - **The Committee recommended this instructor be denied due to failure to provide proof of relevant qualifications.**

IV. Pre-License Education Courses

1. 0214027493 – 45 hours Real Estate Appraisal (Virtual Classroom), HCG Real Estate School, LLC
2. 0214027494 – 45 hours Real Estate Law (Virtual Classroom), HCG Real Estate School, LLC
3. 0214027495 - 45 hours Real Estate Brokerage (Virtual Classroom), HCG Real Estate School, LLC
4. 0214027496 - 45 hours Real Estate Finance (Virtual Classroom), HCG Real Estate School, LLC
5. 0214027651 – 45 hours Essentials Of Real Estate Investment (Correspondence), RAR
6. 0214027584 – 45 hours Real Estate Finance (Correspondence), RAR
7. 0214027585 – 45 hours Real Estate Law (Correspondence), RAR
8. 0214027635 – 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Hampton Roads REALTORS Assn, BDA Alpha-Omega College of Real Estate
9. 0214027636 – 15 hours Salesperson Principles and Practices of Real Estate (Classroom), Hampton Roads REALTORS Assn, BDA Alpha-Omega College of Real Estate

V. Post-License and Continuing Education Instructor Approval Applications

1. Keith Smith
The Committee recommended this applicant for approval under all requested categories except Housing Legislation and Federal Real Estate Law.
2. Kristin Beran Krupp
3. Melanie J. McLane
4. John Michael Kaptan
The Committee recommended this applicant for approval under all requested categories except Ethics and Standards of Conduct and Investment.
5. Andrew Eugene Behrns
6. Patricia Lavin Sury
7. Jay Martin Domenic
8. Joseph Lawrence Driver
9. Kevin Salva
The Committee recommended this applicant for approval under all requested categories except Regulatory Statutes, Land Use and Federal Real Estate Law.
10. Elizabeth Cary Munyan
11. Kevin Bayly
The Committee recommended this applicant for approval under all requested categories except Fair Housing and Ethics and Standards of Conduct.
12. Daniel Randolph Davy
The Committee recommended this applicant for approval under all requested categories except Regulatory Statutes and Land Use.

13. Kareem Osborne Fleming

The Committee recommended this applicant for approval under all requested categories except Finance, Title-Deeds, Investment, Taxes in Real Estate, Real Property Management, Land Use, Business Law, Real Estate Economics, Federal Real Estate Law, Commercial Real Estate and Environmental Issues Impacting Real Estate.

14. Terry Watson

15. Kristina Pashovich

16. Patricia Messina Young

17. Kelley Lutz Henderson

18. Sidney Lucas

19. Louis Cironi

20. Debra Ann Stein

21. Melvin Herbert Smith

22. Mark Mansour

23. Mason L. Dalman-Donohue

The Committee recommended this applicant for approval under all requested categories except the Fair Housing, Ethics and Standards of Conduct, Finance, Investment, Current Industry and Trends, Risk Management, Broker Management/Agent Supervision, Broker Supervision Requirements, Taxes in Real Estate, Real Property Management, Appraisal of Real Property, Planning Subdivision Developments and Condominiums, Housing Legislation, Land Use, Real Estate Economics and Commercial Real Estate.

24. Richard Thomas Liuzzi

25. Marc Cunningham

26. Alyson Readen

27. Michelle Denise Thompson

28. Nathaniel K. Johnson

29. Adam Lewis Barenfeld-Engel

The Committee recommended this applicant for approval under all requested categories except the Fair Housing, Finance, Taxes in Real Estate, Housing Legislation, Land Use, Commercial Real Estate and Environmental Issues Impacting Real Estate.

30. Anthony In Shin

The Committee recommended this applicant for approval under all requested categories except the Fair Housing, Ethics and Standards of Conduct, Finance, Taxes in Real Estate, Housing Legislation, Land Use, Commercial Real Estate and Environmental Issues Impacting Real Estate.

31. Andrea Darlene Lane

32. Joshua Cadillac

33. Tucker K. Edmonds

The Committee recommended this applicant for approval under all requested categories except Regulatory Statutes.

34. Sandra Bryant DeLapp

35. Kathryn L. Brinson

36. Ellen Guerrini

37. Brenda Wise Arnold

New Business – None.

The meeting adjourned at 4:17 p.m.