



# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Glenn A. Youngkin  
Governor

G. Bryan Slater  
Secretary of Labor

Brian P. Wolford  
Director

## VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, July 17, 2024, at 12:02 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Kit Hale, Committee Chair  
Joseph 'Kemper' Funkhouser, III, Board Member  
Nancy Piland, Committee Member  
Anna Thronson, Board Member

Department Staff Members present: Stephen Kirschner, LRPD Deputy Director  
Anika Coleman, Executive Director  
Breanne Lindsey, Regulatory Operations Administrator  
Gezelle Glasgow, Administrative Coordinator  
Mia Quimpo, Licensing Specialist  
Janice Toole, Licensing Specialist

Mr. Hale called the meeting to order at 12:02pm.

A motion was made by Ms. Piland to approve the agenda. Mr. Funkhouser seconded the motion, which was unanimously approved by members, Funkhouser, Hale, Piland, and Thronson.

### Public Comment

None.

### Real Estate Education Applications

The following applications were recommended for approvals:

- I. Proprietary School Applications
  1. 0211001371 – Creative Land Strategies, LLC. Asheville, NC  
Contact Person: Marjorie Maginnis
  2. 0211001375 - Northern Kentucky Occupational Opportunities, Inc. dba: Perry Real Estate College, Cold Spring, KY. Contact Person: Kent Gray
  3. 0211001373 – I-95 Home Inspections, LLC. Fredericksburg, VA.  
Contact Person: Ryan Spencer
  4. 0211001377 – CMG Mortgage, Inc. San Ramon CA.  
Contact Person: Paula White
  5. 0211001379 – Your Real Estate Connect, LLC. Chesapeake, VA. Contact Person: Shonda Taylor

6. 0211001378 – Fortress Foundation Solutions, LLC. Forest, VA  
Contact Person: John Burger
7. 0211001374 – Dan River Region Association of Realtors, Inc.  
Contact Person: Nicole Fountain

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

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

1. 0214029468 - Negotiating The Best Contract, 3 hours Real Estate Related, GCAAR
2. 0214029469 - Real Estate Finance Today V10.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
3. 0214029474 - Charting Your Success: The Code of Ethics, Buyer Representation, and Your Value Proposition (On-line), 3 hours Real Estate Related, McKissock, LLC.
4. 0214029475 - Charting Your Success: The Code of Ethics, Buyer Representation, and Your Value Proposition (Correspondence), 3 hours Real Estate Related, McKissock, LLC.
5. 0214029486 - Virginia Legal Update (On-line), 2 hours Legal Updates, McKissock, LLC.
6. 0214029487 - Virginia Legal Update (Correspondence), 2 hours Legal Updates, McKissock, LLC.
7. 0214029488 - Virginia Law Combo (On-line), 2 hours Fair Housing, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, McKissock, LLC.
8. 0214029489 - - Virginia Law Combo (Correspondence), 2 hours Fair Housing, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, McKissock, LLC.
9. 0214029490 – Owner’s Title Insurance Claims Basics, 1-hour Real Estate Related, FNTIC
10. 0214029491 – Advertising Regulations, 2 hours Broker Management, FAAR
11. 0214029492 – Engage or Refer, 2 hours Real Estate Related, HRRA
12. 0214029494 - Ethics & Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct (PLE), Moseley Real Estate Schools, Inc.

### **Mr. Hale recused himself for applications #13-#14 and #19-#20.**

13. 0214029495 - Virginia Real Estate Agency (Correspondence), 2 hours Real Estate Agency, Moseley Flint Schools of Real Estate Inc. **The Committee found the course to be deficient; approve once guidance document is provided.**
14. 0214029496 - Virginia Legal Updates (Correspondence), 2 hours Legal Updates, Moseley Flint Schools of Real Estate Inc. **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
15. 0214029498 / 0214029499 - The Devil is in the Details, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Piedmont School of Realty

- 16.0214029500 / 0214029501 - Changes Start Now: NVAR Forms Update, 2 hours Real Estate Contracts, or 2 hours Current Industry Issues and Trends, FAAR
- 17.0214029502 - 2024 New Laws, 1-hour Legal Updates, VAR
- 18.0214029503 - Presentations that Win, 2 hours Real Estate Related, HRRA **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 19.0214029509 - Virginia Real Estate Contracts (Correspondence), 2 hours Real Estate Contracts, Moseley Flint Schools of Real Estate Inc **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 20.0214029510 - 5 Credit VA Real Estate Elective Topics (Correspondence), 5 hours of Real Estate Related, Moseley Flint Schools of Real Estate
- 21.0214029511 / 0214029512 - Contract Workshop, 6 hours Real Estate Contracts or 6 hours Contract Writing, RAR
- 22.0214029513 - Constructing an Airtight Contract, 3 hours Real Estate Contracts, RAR
- 23.0214029514 / 0214029515 - Escrow Requirements and EMDs, 3 hours Escrow Requirements, RAR
- 24.0214029516 - Escrow Requirements and EMDs, 3 hours Broker Management, RAR
- 25.0214029517 / 0214029518 - New Member Ethics Orientation, 3 hours Ethics and Standards of Conduct (CE or PLE), RAR
- 26.0214029519 / 0214029520 – Fair Housing, 2 hours (CE or PLE), RAR
- 27.0214029521 / 0214029522 – Real Estate Law and Board Regulations, 6 hours Legal Updates or 6 hours Real Estate Law and Board Regulations, RAR
- 28.0214029523 - Real Estate Law and Board Regulations, 6 Broker Management, RAR
- 29.0214029524 / 0214029525 - Finance Fundamentals, 2 hours Real Estate-Related Finance, RAR
- 30.0214029526 / 0214029527 - Risk Management for RE Professionals, 2 hours Legal Updates and 1-hour Real Estate Related or 3 hours Risk Management, RAR
- 31.0214029528 / 0214029529 - Virginia Agency Law, 3 hours Real Estate Agency or 3 hours VA Agency Law, RAR
- 32.0214029530 - Common Legal Hotline Q&A, 1-hour Legal Updates, VAR
- 33.0214029531 - Fair Housing in A Diverse World, 2 hours Fair Housing, VAR
- 34.0214029532 / 0214029533 - Pricing Strategy CMA, 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRA
- 35.0214029534 / 0214029535 - Senior Real Estate Specialist, 10 hours Real Estate Related or 2 hours Real Estate-Related Finance, HRRA **The Committee recommended this course be approved for 5 hours.**
- 36.0214029536 – Planning and Zoning, 7 hours Real Estate Related, HRRA **The Committee recommended this course be approved for 5 hours.**
- 37.0214029537 / 0214029538 - July 2024 Legal Updates, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, FAAR
- 38.0214029539 / 0214029540 – All About Septic, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR

- 39.0214029541 - Virginia Required Courses for Salespersons and Brokers, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, 1-hour Real Estate Contracts, Kirks Institute **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 40.0214029542 - Virginia Agency Update, 1-hour Real Estate Agency, Kirks Institute **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 41.0214029543 - Virginia Contract Update, 1-hour Real Estate Contracts, Kirks Institute **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 42.0214029544 - Virginia Law Legislative Updates, 1-hour Legal Updates, Kirks Institute **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 43.0214029545 – Fair Housing, 2 hours Fair Housing, Kirks Institute **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 44.0214029546 – Virginia Ethics and Standards of Conduct, 3 Ethics & Standards of Conduct, Kirks Institute **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 45.0214028983 - 0214028984 - Contract Writing, 1-hour Real Estate Contracts and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS
- 46.0214029547 / 0214029548 – Reverse Mortgage, 2 hours Real Estate Related or 2 hours Real Estate- Related Finance, CVSRE
- 47.0214029549 - Crash Course on Earnest Money Deposits, 1-hour Real Estate Contracts, CVSRE **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 48.0214029550 - Identifying Red Flags in Real Estate Transaction, 1-hour Real Estate Contracts, CVSRE
- 49.0214029551 - 11 Credit VA Real Estate Mandatory Topics (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, Moseley Flint Schools of Real Estate Inc. **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
- 50.0214029553 / 0214029554 - Reverse Mortgages, 3 hours Real Estate Related or 2 hours Real Estate- Related Finance, HRRA
- 51.0214029561 – Deconstructing the Purchase Agreement, 3 hours Real Estate Contracts, RAR

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

1. 0214029552 - Full 30 Hours (On-line), 2 hours Fair Housing, 6 hours Real Estate Law and Board Regulations, 3 hours Ethics and Standards of Conduct, 2 hours Current Industry Issues and Trends, 3 hours Virginia Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, 2 hours Real Estate-Related Finance, Perry Real Estate College **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**

III. Pre-License Education Instructors

1. 0230001740 - Hazer Hashem Flashberg – Experience and Teaching Credentials – Principles, Appraisal, Finance, Brokerage and Law) **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
2. 0230001741 – Delbert Perry – Professional Designation and Waiver (Principles, Appraisal, Finance, Brokerage and Law)

IV. Pre-License Education Courses

1. 0214029471 – 60 Hours Principles and Practices of Real Estate (Correspondence), Eagles Academy of Real Estate **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
2. 0214029472 - 60 Hours Principles and Practices of Real Estate (On-line), Eagles Academy of Real Estate **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
3. 0214029476 - 60 Hours Principles and Practices of Real Estate, Michael J. Bond Realty
4. 0214029504 – 60 Hours Principles and Practices of Real Estate (On-line), Perry Real Estate College
5. 0214029505 – 45 Hours Real Estate Brokerage (On-line), Perry Real Estate College
6. 0214029506 – 45 hours Real Estate Law (On-line), Perry Real Estate College
7. 0214029507 – 45 hours Real Estate Finance (On-line), Perry Real Estate College
8. 0214029508 – 45 hours Broker Other Law of Contracts (On-line), Perry Real Estate College
9. 0214029424 - 60 Hours Principles and Practices of Real Estate (On-line), Blue Sky Online Real Estate School, LLC.
10. 0214029456 – 60-hours Principles and Practices of Real Estate (On-line), MLS Campus Inc.

V. Post-License and Continuing Education Instructor Approval Applications

1. Marguerite Murray
2. Deana G. Wilson
3. Isaac J Holstein
4. Rachel Marie Burns **The Committee recommended this applicant for approval for Real Estate Law and Board Regulations, Agency Law, Contract Writing, and Escrow Requirements only.**
5. Minturn Tatum Wright **The Committee recommended this applicant for approval for Risk Management only.**
6. Victoria Stoner – Additional category (broker management) **The Committee found the application to be deficient.**
7. Michael George Ott **The Committee recommended this applicant for approval for all requested categories except Fair Housing.**
8. Clifford L. Wells **The Committee requested the applicant to submit a completed application.**

9. Richard Anthony Pruitt
10. Delberry Ken Perry
11. Brian D. Lytle
12. Joshua Daniel Coon
- Ms. Piland recused herself for application # 13.**
13. Elizabeth B. Moore
14. Donna V. Austin
15. Charles (Tony) Miller

#### New Business/Discussion Items

Mr. Funkhouser thanked Mr. Hale for accepting the position of Committee Chair for the Real Estate Education Committee. Mr. Funkhouser also thanked Ms. Thronson for joining the Committee. Mr. Funkhouser informed the Committee that Ms. Piland will be receiving a resolution for her service to the Real Estate Board at the Real Estate Board meeting on July 18, 2024.

The Committee discussed revising the due date for the applications. Committee members need at least two weekends to review applications prior to the meeting.

Ms. Toole informed the Committee that the new education requirements are being updated based on HB 383 and SB 330.

The meeting adjourned at 4:21 p.m.