

VIRGINIA REAL ESTATE BOARD  
EDUCATION COMMITTEE MEETING  
TENTATIVE AGENDA  
Tuesday, November 12, 2024- 12:00 p.m.  
2nd Floor – Board Room #4  
9960 Mayland Drive  
Richmond, VA 23233  
804-367-8526

**Mission:** Our mission is to protect the health, safety and welfare of the public by licensing qualified individuals and businesses enforcing standards of professional conduct for professions and occupations as designated by statute.

- I. Call to Order
- II. Approval of Agenda
- III. **PUBLIC COMMENT PERIOD: \*FIVE MINUTE PUBLIC COMMENT, PER PERSON\***
  1. As of October 15, 2024, we will no longer accept 1 hour course credit for Agency, Contracts, and Legal Updates courses.
- IV. Discussion Items
  1. 0214029615 - Mediate-Litigate-Arbitrate Be Informed Online Video Course V1.0 – Dearborn Financial Publishing - respectfully requests a reconsideration of the credit hours for this course. While its foundation lies in legal principles, the course's practical focus empowers real estate licensees, not lawyers, to navigate dispute resolution. Understanding these processes is crucial for proactive client guidance, potentially preventing costly litigation. The course's exploration of mediation, arbitration, and litigation, tailored for real estate professionals, equips licensees to identify potential conflicts, advise clients effectively, and make informed decisions. This knowledge is essential for risk mitigation and fostering smoother transactions in today's complex market. Granting three hours of credit acknowledges the course's depth and relevance to licensees' professional practice. This knowledge ultimately benefits clients and the real estate industry.
  2. 0214029637 - Contracts and Contract Law – In the September meeting this course was issued deficient due to outdated VAR booklet. The school contacted VAR. The Attorneys verified that the 2023 information is the most current.
- V. Proprietary School Applications
  1. 0211001383 – Empire Learning, LP. Dallas, TX.  
Contact Person: Elizabeth Tigner
  2. 0211001385 – Wise Pelican, LLC. dba: Ambiview, Phoenix, AZ  
Contact Person: Timothy Jones

3. 0211001384 – Stellar Real Estate, Fredericksburg, VA  
Contact Person: Lori Perez

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

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

1. 0214029776 – Queen Academy 30-hour PLE (On-line), 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, Queen Academy of Real Estate
2. 0214029778 - Compensation Best Practices, 1-hour Real Estate Related, Four Pillars Education, Inc.
3. 0214029780 - VRLTA and 2024 Legislative Update, 2 hours Broker Management, VAR
4. 0214029781 / 0214029782 - VRLTA and 2024 Legislative Update, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
5. 0214029783 - Reverse Mortgage Financing, 1-hour Real Estate Related, CVSRE
6. 0214029786 / 0214029787 - Update on Unlawful Detainer Actions, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
7. 0214029790 – Residential Real Estate Probate Specialist Certification-RS 184, 8 hours Real Estate Related, Residential Real Estate Council
8. 0214029797 - Virginia Legal Update (On-line), 2 hours Legal Updates, WebCE, Inc.
9. 0214029798 - Leadership Skills and Brokerage Management (On-line), 3 hours Broker Management, Systems effect, LLC. dba Training Cove
10. 0214029799 – Virginia Broker Supervision (On-line), 2 hours Broker Supervision, Systems effect, LLC. dba Training Cove
11. 0214029800 - Building Codes & Design, 1-hour Real Estate Related, CVSRE **(does this course protect the health, welfare and safety of the public)**
12. 0214029801 - How to Determine Rebuild vs. Remodel, 1-hour Real Estate Related, CVSRE **(does this course protect the health, welfare and safety of the public)**
13. 0214029802 - What is a Feasibility Study & When is it Done? 1-hour Real Estate Related, CVSRE **(does this course protect the health, welfare and safety of the public)**
14. 0214029803 - The Architectural Review Process, 1-hour Real Estate Related, CVSRE
15. 0214029805 - VA Legal Update with Flood Content, 2 hours Legal Updates, LFIRE

16. 0214029806 - 16 Hour Salesperson CE (On-line), 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, and 5 hours Real Estate Related, JDC RE Solutions LLC. dba Queen Academy of Real Estate
17. 0214029807 – Risk Management (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. dba REcampus.com
18. 0214029809 - 24 Hour Broker CE (On-line), 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, 5 hours Real Estate Related, 6 hours Broker Management and 2 hours Broker Supervision, JDC RE Solutions LLC. dba Queen Academy of Real Estate
19. 0214029810 – Home Inspection Basics 101, 2 hours Real Estate Related, DAAR
20. 0214029811 - Understanding Mold Restoration, 3 hours Real Estate Related, Servpro Industries LLC.
21. 0214029812 - Personal Safety (On-line), 3 hours Real Estate Related, WebCE, Inc. **(does this course protect the health, welfare and safety of the public)**
22. 0214029813 - Virginia Post-Licensing: Current Issues and Trends in Real Estate 2024 (On-line), 2 hours Current Industry Issues and Trends, The CE Shop, LLC. **(page 17 of 62 in course materials appears to be an advertisement)**
23. 0214029808 – 16 Hr. CE Classroom Course, 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 3 hours Real Estate Agency, and 6 hours Real Estate Contracts, Eagles Academy of Real Estate, LLC.
24. 0214029814 - Virginia Real Estate Supervision Requirements and Board Regulations, 6 hours Broker Management and 2 hours Broker Supervision, Kirks Institute
25. 0214029815 - Virginia Real Estate Agency (On-line), 1-hour Real Estate Agency, 360training.com, Inc. (course
26. 0214029816 / 0214029817 – Real Estate Agency, 3 hours Real Estate Agency or 3 hours VA Agency Law, Cindy Bishop Worldwide, LLC.
27. 0214029818 / 0214029819 – Fair Housing, 2 hours Fair Housing (CE or PLE), Eagles Academy of Real Estate LLC.
28. 0214029820 – 0214029821 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, Eagles Academy of Real Estate LLC.
29. 0214029822 / 0214029823 – Risk Management (Correspondence), 3 hours Real Estate Related or 3 hours Risk Management, Eagles Academy of Real Estate LLC.
30. 0214029824 / 0214029825 – Current Industry Issues and Trends, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Eagles Academy of Real Estate LLC.
31. 0214029826 / 0214029827 - Current Industry Issues and Trends (Correspondence), 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Eagles Academy of Real Estate LLC.

32. 0214029828 / 0214029829 – Real Estate Law & Regulations, 6 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, Eagles Academy of Real Estate LLC.
33. 0214029830 / 0214029831 – Real Estate Law & Regulations (Correspondence), 6 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, Eagles Academy of Real Estate LLC.
34. 0214029832 / 0214029833 – Ethics and Standards of Conduct, 3 hours CE or PLE), Eagles Academy of Real Estate LLC.
35. 0214029834 / 0214029835 - Ethics and Standards of Conduct (Correspondence), 3 hours (CE or PLE), Eagles Academy of Real Estate LLC.
36. 0214029836 - A Title's Life after Death: How to Survive an Estate Closing, 1-hour Real Estate Related, Institute of Continuing Education
37. 0214029837 - Preoccupied with Occupancy Agreements? 1-hour Real Estate Contracts, Institute of Continuing Education
38. 0214029838 - To Survey or Not to Survey...1-hour Real Estate Related, Institute of Continuing Education
39. 0214029839 - Supervision Requirements and Board Regulations in Virginia (On-line), 2 hours Broker Supervision Requirements, The CE Shop, LLC.
40. 0214029840 - Upholding Fair Housing Laws (On-line), 2 hours Real Estate Related, The CE Shop, LLC. **(We requested VA protected classes, school responded this is an elective course, course is not VA specific)**
41. 0214029841 - Tiny Homes and Other Alternative Properties (On-line), 4 hours Real Estate Related, WebCE, Inc. **(4 hours Tiny Homes?)**
42. 0214029842 - Planning and Growing a Real Estate Business (On-line), 4 hours Real Estate Related, WebCE, Inc. **(does this course protect the health, welfare and safety of the public)**
43. 0214029843 - Managing Conflicts with Tenants, Clients and Employees (On-line), 4 hours Real Estate Related, WebCE, Inc. **(does this course protect the health, welfare and safety of the public)**
44. 0214029844 - Virginia Contract Law (On-line), 2 hours Real Estate Contracts, WebCE, Inc.
45. 0214029845 - Working with Senior Clients in Real Estate (On-line), 4 hours Real Estate Related, WebCE, Inc.
46. 0214029846 - Why Risk It? Risk Management Strategies (On-line), 4 hours Real Estate Related, WebCE, Inc.
47. 0214029847 - Virginia Broker Mandatory Topics (On-line), 6 hours Broker Management and 2 hours Broker Supervision, WebCE, Inc.
48. 0214029848 - Adhering to a Higher Standard: The Code of Ethics (On-line), 3 hours Ethics & Standards of Conduct, WebCE, Inc.
49. 0214029849 - Negotiation Fundamentals (On-line), 3 hours Real Estate Related, Colibri Real Estate, LLC. **(does this course protect the health, welfare and safety of the public)**



50. 0214029850 - Negotiation Models and Case Studies (On-line), 3 hours Real Estate Related, McKissock, LLC. **(does this course protect the health, welfare and safety of the public)**
51. 0214029852 – Real Estate Tax Law Update, 1-hour Real Estate Related, Academy of Real Estate
52. 0214029853 - Virginia Real Estate Electives, 6 hours Real Estate Related, Kirks Institute
53. 0214029863 / 0214029864 – Escrow Requirements (Correspondence), 3 hours Real Estate Related or 3 hours Escrow Requirements, Eagles Academy of Real Estate
54. 0214029865 – POA's Trust & Estates FAQs, 1-hour Real Estate Related, Champion University
55. 0214029866 – 2024 NVAR Sales Contract Overview, 2 hours Real Estate Contracts, Champion University
56. 0214029867 - VA Broker Management and Supervision (Correspondence), 6 hours Broker Management and 2 hours Broker Supervision, Moseley Flint Schools of Real Estate
57. 0214029868 - VA Broker Management and Supervision (Classroom), 6 hours Broker Management and 2 hours Broker Supervision, Moseley Flint Schools of Real Estate
58. 0214029869 - Contract to Closing, 1-hour Real Estate Related, Academy of Real Estate
59. 0214029870 - 8 Hour Broker CE (On-line), 6 hours Broker Management and 2 hours Broker Supervision, Queen Academy of Real Estate
60. 0214029871 - Virginia 11-Hour Mandatory Topics CE V1.0 (On-line), 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, Dearborn Financial Publishing, Inc. dba REcampus.com
61. 0214029873 / 0214029874 – Contract Writing, 2 hours Real Estate Contracts, and 4 hours Real Estate Related or 6 hours Contract Writing, Eagles Academy of Real Estate
62. 0214029875 - Cover Your License: Avoid Broker Liability and Stay Out of Court, 1-hour Real Estate Related, Hunter Hanger and Associates
63. 0214029878 - Virginia Fair Housing (On-line), 2 hours Fair Housing, WebCE, Inc.
64. 0214029879 – CYA for Realtors, 1-hour Real Estate Related, Vesta Settlements
65. 0214029880 – How Does Title Work, 1-hour Real Estate Related, Vesta Settlements
66. 0214029881 – How Old is this House? 1-hour Real Estate Related, Pillar to Post
67. 0214029882 – Home Maintenance in Perspective, 1-hour Real Estate Related, Pillar to Post
68. 0214029883 – Mold, 1-hour Real Estate Related, Pillar to Post
69. 0214029884 – New Technologies for the Home, 1-hour Real Estate Related, Pillar to Post

70. 0214029885 – A Mock Settlement, 1-hour Real Estate Related, Champion University
71. 0214029886 - Everyday Ethics in Real Estate V4.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
72. 0214029887 - 2025/2027 Association Ethics V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a REcampus.com
73. 0214029888 - 2025/2027 Association Ethics V1.0 (On-line), 3 hours Real Estate Related, Kaplan Real Estate Education
74. 0214029889 – Death, Divorce and Bankruptcy, 2 hours Real Estate Related, Vesta Settlements
75. 0214029890 – Title Insurance – A Primer, 1-hour Real Estate Related, Vesta Settlements
76. 0214029891 – Applied Ethics in Practice: Case Studies (On-line), 3 hours Real Estate Related, Digital Learning Centers, LLC.
77. 0214029892 – Home Inspections: Protecting Your Client (On-line), 3 hours Real Estate Related, Digital Learning Centers, LLC.
78. 0214029893 – Negotiating, 3 hours Real Estate Related, Academy of Real Estate
79. 0214029894 – Renovation Loans, 3 hours Real Estate Related, Academy of Real Estate
80. 0214029895 – Radon, 1-hour Real Estate Related, Pillar to Post
81. 0214029896 – Older Homes, 1-hour Real Estate Related, Pillar to Post
82. 0214029897 – Indoor Air Quality, 1-hour Real Estate Related, Pillar to Post
83. 0214029898 – Hot Water Heat, 1-hour Real Estate Related, Pillar to Post
84. 0214029899 – Red Flags in Property Inspections, 3 hours Real Estate Related, Academy of Real Estate
85. 0214029900 – 8-hour VA Mandatory Course (On-line), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Digital Learning Centers
86. 0214029901 – Policies to Reduce Risk (On-line), 3 hours Broker Management, Digital Learning Centers
87. 0214029902 - Policies to Reduce Risk (On-line), 3 hours Real Estate Related, Digital Learning Centers
88. 0214029904 - Basic Steps to Analyze Investment Property (On-line), 3 hours Real Estate Related, Digital Learning Centers
89. 0214029905 - Real Estate Math Made Easy (On-line), 3 hours Real Estate Related, Digital Learning Centers
90. 0214029906 – BPO and CMA How to Value Property (On-line), 3 hours Real Estate Related, Digital Learning Centers
91. 0214029907 – Risk Management: Protecting Your Clients (On-line), 4 hours Real Estate Related, Digital Learning Centers
92. 0214029908 - Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, Digital Learning Centers

93. 0214029909 - Buyer Representation (On-line), 3 hours Real Estate Related, Digital Learning Centers
94. 0214029910 – AI for Real Estate Licensees (On-line), 3 hours Real Estate Related, Digital Learning Centers
95. 0214029911 - Green Homes - Benefits to Buyers & Sellers (On-line), 3 hours Real Estate Related, Digital Learning Centers
96. 0214029912 – Code of Ethics Paths to Professionalism (On-line), 3 hours Real Estate Related, Digital Learning Centers
97. 0214029915 – VA Agency Law (On-line), 3 hours VA Agency Law, Colibri Real Estate, LLC.
98. 0214029916 - Current Industry Issues & Trends (On-line), 2 hours Current Industry Issues and Trends, Colibri Real Estate, LLC.
99. 0214029917 - Escrow Requirements (On-line), 3 hours Escrow Requirements, Colibri Real Estate, LLC.
100. 0214029918 - Virginia Post Risk Management (On-line), 3 hours Risk Management, Colibri Real Estate, LLC.
101. 0214029919 - Virginia Post Ethics Training for Today's Real Estate Agent, 3 hours Ethics and Standards of Conduct, Colibri Real Estate, LLC.
102. 0214029920 - Fair Housing (On-line), 2 hours Fair Housing, Colibri Real Estate, LLC.
103. 0214029713 – Real Estate Finance (On-line), 2 hours Real Estate-Related Finance, Colibri Real Estate, LLC.
104. 0214029921 / 0214029922 - Professional Enforcement of the Code, 3 hours Ethics and Standards of Conduct (CE or PLE), RAR
105. 0214029923 - Broker Supervision and Management, 2 hours Broker Management, and 2 hours Broker Supervision, RAR
106. 0214029924 - Broker Management, 4 hours Broker Management, RAR
107. 0214029925 - Topics in Broker Supervision, 2 hours Broker Supervision, RAR
108. 0214029926 - Wholesaling 101, 1-hour Real Estate Related, RAR
109. 0214029927 - Wholesaling 101, 1-hour Broker Management, RAR
110. 0214029928 / 0214029929 - Asking for a Friend, 1-hour Legal Updates and 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR
111. 0214029930 - Asking for a Friend, 3 hours Broker Management, RAR
112. 0214029931 - Buyer Beware-Residential Property Disclosure, 1-hour Legal Updates, RAR
113. 0214029932 - Buyer Beware-Residential Property Disclosure, 1 hour Broker Management, RAR
114. 0214029933 / 0214029934 - Buyer Beware-Residential Property Disclosure Act Explained, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
115. 0214029935 - Buyer Beware-Residential Property Disclosure Act Explained, 2 hours Broker Management, RAR
116. 0214029936 - Dispelling the Myths of Multiple Offers, 1-hour Real Estate

- Contracts, RAR
117. 0214029937 - Dispelling the Myths of Multiple Offers, 1-hour Broker Management, RAR
  118. 0214029938 / 0214029939 - Art of Selling Foreclosures, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
  119. 0214029940 - Ethical Marketplaces, 1-hour Real Estate Related, RAR
  120. 0214029941 - Terminations and Release, 1-hour Real Estate Contracts, RAR
  121. 0214029942 - Inspections in Real Estate Transactions, 2 hours Real Estate Related, RAR
  122. 0214029943 - Overview of the As Is Addendum, 1-hour Real Estate Contracts, RAR
  123. 0214029944 - Legal Updates in Real Estate, 2 hours Legal Updates, RAR
  124. 0214029945 - Real Estate Contracts, 2 hours Real Estate Contracts, RAR
  125. 0214029946 - Agency Law in Virginia, 2 hours Real Estate Agency, RAR
  126. 0214029947 / 0214029948 - NAR Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), RAR
  127. 0214029949 / 0214029950 – Fair Housing, 2 hours Fair Housing and 1-hour Real Estate Related or 2 hours Fair Housing, Montague Miller & Company
  128. 0214029951 – Legal Updates & National Flood Insurance, 2 hours Legal Updates, Peninsula Real Estate School
  129. 0214029952 - Section 1031 Real Property Like-Kind Exchanges (On-line), 4 hours Real Estate Related, WebCE, Inc.
  130. 0214029953 - Virginia Agency (On-line), 2 hours Real Estate Agency, WebCE, Inc.
  131. 0214029954 - Clearing Title to A Commission Check, 1-hour Real Estate Related, MBH Settlement Group, LC.
  132. 0214029955 / 0214029956 - Effective Real Estate Contracts, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
  133. 0214029957 - Transactional Red Flags, 1-hour Real Estate Related, MBH Settlement Group, LC.
  134. 0214029958 / 0214029959 - Ethics for Real Estate Agents, 3 hours Ethics and Standards of Conduct (CE or PLE), MBH Settlement Group, LC.
  135. 0214029960 / 0214029961 - Conventional FHA and VA Financing Addenda, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
  136. 0214029962 / 0214029963 - Bankruptcy and Foreclosure, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
  137. 0214029964 / 0214029965 - Unconventional Transactions, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH



Settlement Group, LC.

138. 0214029966 - Practical Guide to FIRPTA, 1-hour Real Estate Related, MBH Settlement Group, LC.
139. 0214029967 - Private Well and/or Septic Contingency, 1 hour Real Estate Contracts, MBH Settlement Group, LC.
140. 0214029968 / 0214029969 - The Power of Exchange: 1031S, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
141. 0214029970 / 0214029971 - Advanced Title Issues, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
142. 0214029972 / 0214029973 - Lien on Me, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
143. 0214029974 / 0214029975 - Death, Divorce and Bankruptcy, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC.
144. 0214029976 / 0214029977 - Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, MBH Settlement Group, LC.
145. 0214029978 - Understand Surveys, 1-hour Real Estate Related, Charles Huang PLLC
146. 0214029979 / 0214029980 - How to Be A True Professional, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, LFIRE
147. 0214029981 / 0214029982 - Mortgage Financing, 2 hours Real Estate Related, or 2 hours Real Estate-Related Finance, LFIRE
148. 0214029983 / 0214029984 – Ethics, 3 hours Ethics and Standards of Conduct, (CE or PLE), LFIRE
149. 0214029985 – The Land Contract and Related Issues, 4 hours Real Estate Related, Montague Miller
150. 0214029986 / 0214029987 – Appraiser Insight, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, FAAR
151. 0214029988 - Addenda and Legal Updates, 2 hours Legal Updates, and 1-hour Real Estate Related, FAAR
152. 0214029990 – Broker Management Basics, 2 hours Broker Management, FAAR
153. 0214029991 / 0214029992 - Risk Management - Acts, Laws & Disclosures, 3 hours Real Estate Related or 3 hours Risk Management, TRSRE
154. 0214029993 - Risk Management - Acts, Laws & Disclosures, 3 hours Broker Management, TRSRE
155. 0214029994 - Roadshow 2024 - The Shift is NOW, 2 hours Broker Management, TRSRE
156. 0214029995 / 0214029996 - Virginia Residential Agency Law, 2 hours Real Estate Agency and 1-hour Real Estate Related or 3 hours VA Agency Law, TRSRE

157. 0214029997 - Virginia Residential Agency Law, 3 hours Broker Management, TRSRE
158. 0214029998 – Contract Writing for Real Estate, 6 hours Contract Writing, TRSRE
159. 0214030007 - VA Legal Updates and Emerging Trends (On-line), 1 hour Legal Updates, 360training.com, Inc.
160. 0214030008 – Renovate, Remodel, Repair, 1-hour Real Estate Related, Pillar to Post (**school verified course material is current**)
161. 0214030009 – Wells and Septic System, 1-hour Real Estate Related, Pillar to Post (**school verified course material is current**)
162. 0214030010 – Undesigning Injustice Online Video Course V1.0 (On-line), 5 hours Real Estate Related, Dearborn Financial Publishing, Inc.
163. 0214030011 – Key Elements for Success Serving Seniors in Real Estate, 1-hour Real Estate Related, Queen Academy of Real Estate
164. 0214030012 – Part 2 – Planning for Success – Serving Seniors in Real Estate, 3 hours Real Estate Related, Queen Academy of Real Estate
165. 0214030013 / 0214030014 – 6 Hr. Contract Writing (Correspondence), 2 hours Real Estate Contracts, and 4 hours Real Estate Related or 6 hours Contract Writing, Eagles Academy of Real Estate
166. 0214030015 – 8 Hr. Management and Agent Supervision Classroom Course, 6 hours Broker Management and 2 hours Broker Supervision, Eagles Academy of Real Estate
167. 0214030016 – Virginia Agency Law, 3 hours VA Agency Law, NVAR
168. 0214030017 – Risk Management, 3 hours Risk Management, NVAR
169. 0214030018 – Fair Housing & The Real Estate Professional, 2 hours Fair Housing (PLE), NVAR
170. 0214030019 – Real Estate Law & Board Regulations w/ Flood Content, 6 hours Real Estate Law and Board Regulations, NVAR
171. 0214030020 – Conquering Contracts, 6 hours Contract Writing, NVAR
172. 0214030030 – Reverse Mortgage, 1-hour Real Estate Related, Maryland Land Title Assoc.
173. 0214030031 – Electronic Closing + Notarization, 1 Real Estate Related, Maryland Land Title Assoc.
174. 0214030032 – FIRPTA, 1-hour Real Estate, Maryland Land Title Assoc.
175. 0214030033 – Entities, Estates + Trusts, 1-hour Real Estate Related, Maryland Land Title Assoc.
176. 0214030034 – Avoid Settlement Problems, 1-hour Real Estate Related, Maryland Land Title Assoc.
177. 0214030037 /0214030038 - Real Estate Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), Funkhouser Real Estate School
178. 0214030039 / 0214030040 - Buyer & Seller Representation, 2 hours Real Estate Agency and 1-hour Real Estate Related or 3 hours VA Agency Law, Funkhouser Real Estate School
179. 0214030041 / 0214030042 – Fair Housing, 2 hours Fair Housing (CE or PLE), Funkhouser Real Estate School

180. 0214030043 – Real Estate Agency, 2 hours Real Estate Agency, New Millennium University
181. 0214030044 – Real Estate Contracts, 2 hours Real Estate Contracts, New Millennium University
182. 0214030045 – Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, New Millennium University
183. 0214030046 – Legal Updates, 2 hours Legal Updates, New Millennium University
184. 0214030047 – Fair Housing, 2 hours Fair Housing, New Millennium University
185. 0214030054 – 0214030055 - Ethics: Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct (CE or PLE), DAAR
186. 0214030056 - Virginia Broker CE (On-line), 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, 2 hours Real Estate Contracts, 6 hours Broker Management, 2 hours Broker Supervision and 5 hours Real Estate Related, "1 Attempt ([www.ayporealestate.com](http://www.ayporealestate.com))
187. 0214030057 – VA Salesperson CE (On-line), 2 hours Fair Housing, 3 hours Ethics, 2 hours Legal Updates, 2 hours Real Estate Agency, 2 hours Real Estate Contracts and 5 hours Real Estate Related, "1 Attempt ([www.ayporealestate.com](http://www.ayporealestate.com))
188. 0214029736 - Full 30 Hours Package (On-line), 2 hours Fair Housing, 3 hours Ethics, 6 hours Real Estate Law and Board Regulations, 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, Perry Real Estate College

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

1. 0214029999 – Virginia Broker Management (On-line), 6 hours Broker Management, Empire Learning
2. 0214030000 – Virginia Agency & Legal Updates (On-line), 2 hours Legal Updates and 2 hours Real Estate Agency, Empire Learning
3. 0214030001 – Virginia Fair Housing (On-line), 2 hours Fair Housing and 1-hour Real Estate Related, Empire Learning
4. 0214030002 – Virginia Ethics & Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Empire Learning
5. 0214030003 – Going Green (On-line), 4 hours Real Estate Related, Empire Learning
6. 0214030004 – Virginia Broker Supervision Requirements (On-line), 2 hours Broker Supervision, Empire Learning
7. 0214030005 – Advanced Opportunities (On-line), 4 hours Real Estate Related, Empire Learning

8. 0214030006 – Virginia Contract Law (On-line), 2 hours Real Estate Contracts, Empire Learning
9. 0214030048 - Understanding 1031 Exchanges (On-line), 3 hours Real Estate Related, Wise Pelican dba: Ambiview
10. 0214030049 – NAR Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, Wise Pelican dba: Ambiview
11. 0214030050 – Fair Housing (On-line), 3 hours Fair Housing, Wise Pelican dba: Ambiview
12. 0214030051 - Contract Law Fundamentals (On-line), 3 hours Real Estate Contracts, Wise Pelican dba: Ambiview
13. 0214030052 – Agency Law (On-line), 3 hours Real Estate Agency, Wise Pelican dba: Ambiview
14. 0214030053 - Real Estate Legal Issues (On-line), 3 hours Legal Updates, Wise Pelican dba: Ambiview

#### VII. Pre-License Education Instructors

1. 0230001742 – Wendy G. Saunders – Experience and Waiver (Principles)
2. 0230001746 – Kyle Ryan Olson – Education and Waiver (Principles)
3. 0230001747 - Gay Lynn Corens – Professional designation and Waiver (Principles)
4. 0230001750 - Yolanda Burgess, Experience and Professional Designation (Principles)
5. 0230001749 – Shonda Taylor - Experience and Professional Designation (Principles, Brokerage, Finance, Law, and Appraisal)
6. 0230001740 – Hazar Hashem Flashberg - Experience and Waiver (Principles)
7. 0230001748 – Susan Marie Jenkins – Experience and Waiver (Principles)
8. 0230001751 – Rachel Knapp – Professional designation and Waiver (Principles)
9. 0230001752 – Kathleen Dartez - VA State Bar Member Practicing RE Law and Waiver (Principles, Brokerage and law)

#### VIII. Pre-License Education Courses

1. 0214029851 – 60 hours Salesperson Principles & Practices of Real Estate (On-line), Real Estate U Online LLC.
2. 0214029854 – 45 hours Broker Real Estate Appraisal (Classroom), HRRR
3. 0214029855 – 45 hours Broker Real Estate Appraisal (Correspondence), HRRR
4. 0214029856 – 45 hours Broker Real Estate Finance (Classroom), HRRR
5. 0214029857 – 45 hours Broker Real Estate Finance (Correspondence), HRRR
6. 0214029858 – 45 hours Broker Real Estate Law (Classroom), HRRR
7. 0214029859 - 45 hours Broker Real Estate Law (Correspondence), HRRR



8. 0214029860 – 45 hours Broker Real Estate Brokerage (Classroom), HRRRA
9. 0214029861 - 45 hours Broker Real Estate Brokerage (On-line), HRRRA
10. 0214029862 - 45 hours Broker Real Estate Brokerage (Correspondence), HRRRA
11. 0214029872 – 60 hours Salesperson Principles & Practices of Real Estate (On-line), Blue Apple Real Estate School LLC.
12. 0214029903 – 60 hours Salesperson Principles & Practices of Real Estate (Virtual Classroom), NorthStar Real Estate Academy
13. 0214029913 - 60 hours Salesperson Principles & Practices of Real Estate (On-line), Digital Learning Centers LLC dba REMI School of Real Estate LLC.
14. 0214029914 - 60 hours Salesperson Principles & Practices of Real Estate (Classroom), Peninsula Real Estate School
15. 0214030021 – 45 -hours Broker Real Estate Appraisal (Classroom), NVAR
16. 0214030022 – 45 – hours Broker Real Estate Brokerage (Classroom), HPDS
17. 0214030023 – 45 hours Broker Real Estate Brokerage (Correspondence), Granite Street Training, LLC.
18. 0214030024 - 45 hours Broker Real Estate Finance (Correspondence), Granite Street Training, LLC.
19. 0214030025 - 45 hours Broker Real Estate Law (Correspondence), Granite Street Training, LLC.
20. 0214030026 – 60 hours Salesperson Principles and Practices of Real Estate (Virtual Classroom), Granite Street Training, LLC.
21. 0214030027 – 60 hours Salesperson Principles and Practices of Real Estate (Classroom/Virtual Classroom), Aspire Real Estate School, LLC.
22. 0214030028 - 60 hours Salesperson Principles and Practices of Real Estate (On-line), Aspire Real Estate School, LLC.
23. 0214030029 - 60 hours Salesperson Principles and Practices of Real Estate (Correspondence), Aspire Real Estate School, LLC.
24. 0214030058 – 60 hours Salesperson Principles and Practices of Real Estate (Virtual Classroom), HCG Real Estate School, LLC
25. 0214029603 - 15 hours Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Real Estate Schools, Inc.

IX. Post-License and Continuing Education Instructor Approval Applications

1. Catherine Purple Cherry
2. Madison Rylee Silver
3. George Edward Misok
4. Matthew Charles Harrison
5. Shonda Taylor
6. Hazar Hashem Flashberg
7. Teresa Lynn Cline

8. Michael Evans Crook
9. Michael Creighton Ridgway
10. Gregory Andrew Joseph
11. Elizabeth Tigner
12. Catherine Theresa Coridan
13. April Lynn Brown

X. New Business

XI. Adjourn

**NEXT MEETING SCHEDULED FOR WEDNESDAY, JANUARY 22, 2025**

Persons desiring to participate in the meeting and requiring special accommodations or interpretative services should contact the Department at (804) 367-0362 at least ten days prior to the meeting so that suitable arrangements can be made for an appropriate accommodation. The Department fully complies with the Americans with Disabilities Act.

\* Agenda materials made available to the public do not include disciplinary case files or application files pursuant to §54.1-108 of the *Code of Virginia*.

\*\*5-minute public comment, per person, on those items not included on the agenda with the exception of any open disciplinary files. No other public comment will be accepted by the Board during the meeting.

DRAFT AGENDA  
Materials contained in this agenda are proposed only for discussion  
And are not to be construed as regulation or official board position  
DRAFT AGENDA