



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Glenn A. Youngkin
Governor

G. Bryan Slater
Secretary of Labor

Kishore S. Thota
Director

Brian P. Wolford
Chief Deputy Director

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, March 20, 2024, at 12:03 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Nancy Piland, Committee Chair
Joseph 'Kemper' Funkhouser, III, Board Member
(arrived at 1:08pm)
Kermit 'Kit' Hale, Board Member
David Perry, 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

Ms. Piland called the meeting to order at 12:03pm.

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

Public Comment

Barbara Castillo McGrath, thanked the Real Estate Board Education Staff for sending reminders to instructors.

Ms. Piland informed the Committee and Board staff that Lili Paulk of Virginia Realtors recently passed away. Ms. Piland noted that Ms. Paulk was the definition of education.

Discussion Items

The Committee discussed question 11 on the Pre-License Instructor application for Helen Tucker for being deficient at the last Committee meeting. Mr. Kirschner informed the Committee that expertise in field is needed instead of expertise in teaching.

Ms. Lindsey gave an overview of a draft of the Real Estate Board Education PLE/CE Course Approval Bulletin that Ms. Toole and Ms. Quimpo assisted in putting together. The Committee

made mechanical recommendations to the bulletin. The Committee in consensus approved the bulletin.

Real Estate Education Applications

The following applications were recommended for approvals:

I. Proprietary School Applications

1. 0211001366 - Key Real Estate Partners, Inc, dba: Tranzon Key, Fairfax, VA. Contact Person: Jeffrey Stein-**The Committee recommended this applicant be approved.**
2. 0211001367 – Blue Sky Online Real Estate School, LLC.
3. Luray, VA. Contact Person: Yael Tuizir- **The Committee recommended this applicant be approved.**

II. Post-License and Continuing Education Course Applications

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

1. 0214029254 / 0214029255 – Real Estate Negotiation Expert (RENE), 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
2. 0214029256 / 0214029257 - Home Sale Contingencies, 1-hour Real Estate Contracts and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
3. 0214029258 / 0214029259 – New Home Construction, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
4. 0214029263 / 0214029264 - Field Ramifications of Lawsuits and DOJ, 3 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Four Pillars Education, Inc. dba NorthStar Real Estate Academy-**Application withdrawn by applicant**
5. 0214029266 - Cybersecurity for Real Estate Brokers, 1 hour Broker Management, VAR
6. 0214029267 - AI, ChaptGPT, the Law and COE for Broker, 1-hour Broker Management, VAR
7. 0214029268 - Contracts: Back to Basics, 1-hour Real Estate Contracts, VAR
8. 0214029269 – Home Exteriors: Training for RE Pros, 2 hours Real Estate Related, NPI, Inc.
9. 0214029270 – Home Inspection 101, 2 hours Real Estate Related, NPI, Inc.
10. 0214029272 – Water: A Home’s Biggest Threat, 2 hours Real Estate Related, NPI, Inc.
11. 0214029273 – Understanding Older Homes, 2 hours Real Estate Related, NPI, Inc.
12. 0214029274 / 0214029275 – Mortgage Fraud, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
13. 0214029276 - Certified Real Estate Negotiator, 2 hours Real Estate Related, WebCE, Inc.
14. 0214029295 - Rain Making/ Selling by Phone, 1-hour Real Estate Related, HRRRA- **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
15. 0214029296 - Client-Centric Presentation Skills in Real Estate, 2 hours Real Estate Related, HRRRA **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
16. 0214029297 - VA Loans Ins and Outs, 2 Real Estate Related, HRRRA
17. 0214029298 - Flood Certification For REALTORS, 2 hours Real Estate Related, HRRRA
18. 0214029299 - What Lies Beneath? Facts about Underground Oil Tanks, 1-hour Real Estate Related, HRRRA

19. 0214029301 – The Basics of the 1031 Tax-Deferred Exchange (On-line), 2 hours Real Estate Related, REAL University, Inc.
20. 0214029302 - Home Inspection Expectations, 4 hours Real Estate Related, InnerVision Realty LLC.
21. 0214029306 – Certified Negotiation Expert (CNE), 6 hours Real Estate Related, HCG Real Estate School, LLC.
22. 0214029307 - Salesperson CE Courses for Renewal, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Kirks Institute- **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
23. 0214029308 - The Do's and Don'ts of Working with Special Needs Clients, 3 hours Real Estate Related, HRRRA
24. 0214029309 - 16 Hour Correspondence Course, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, Real Estate Contracts and 8 hours Real Estate Related, HRRRA
25. 0214029310 – Easements Basic Course, 1-hour Real Estate Related, FNTIC
26. 0214029311 / 0214029312 - The Code of Ethics - Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct (CE or PLE), Peninsula Real Estate School
27. 0214029314 / 0214029315 - Seller Representative Specialist (SRS), 3 hours Ethics, 3 hours Real Estate Agency, and 2 hours Real Estate Contracts and 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
28. 0214029316 - Seller Representative Specialist (SRS), 3 hours VA Agency Law (PLE only), RAR
29. 0214029320 - Seller Representative Specialist (SRS), 3 hours Ethics (PLE only), RAR
30. 0214029321 / 0214029322 - Military Relocation Professional (MRP), 2 hours Real Estate Contracts and 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
31. 0214029329 - Assumable Mortgages In Virginia, 1 hour Real Estate Related, The RGS Real Estate Academy
32. 0214028983 / 0214028984 – Contract Writing, 1-hour Real Estate Contracts, and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS- **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
33. 0214028985 – Risk Management, 3 hours Risk Management (PLE only), HPDS- **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
34. 0214029330 / 0214029331 – Contract Essentials, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, CAAR
35. 0214029332 / 0214029333 – Contract Writing, 2 hours Real Estate Contracts, and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, CAAR
36. 0214029339 - Contract Writing, 6 hours Contract Writing (PLE only), Horizon Real Estate School Inc.- **The Committee recommended this course be resubmitted due to finding deficiencies in course material.**
37. 0214029340 - Fair Housing, ADA and Civil Rights, 2 hours Fair Housing (PLE only), Horizon Real Estate School Inc.
38. 0214029341 – Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct (PLE only), Horizon Real Estate School Inc.
39. 0214029342 - Contract Writing, 6 hours Contract Writing (PLE only), Horizon Real Estate School Inc.

40. 0214029343 / 0214029344 - Home Inspection Contingency: A Refresher, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
41. 0214029345 / 0214029346 - Spring Market Strategies, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, Institute of Continuing Education
42. 0214029347 – 1031 Tax Deferred Exchanges, 1-hour Real Estate Related, NRVSRE
43. 0214029348 / 0214029349 - Let's Get Ethical, 3 hours Ethics (CE or PLE), VAR
44. 0214029350 – Social Media Advertising, 1 hour Broker Management, VAR
45. 0214029351 - Social Media Advertising, 1-hour Legal Updates, VAR
46. 0214029352 - Lessons in Contracts, 1hour Real Estate Contracts, VAR
47. 0214029355 - Negotiating The Best Contract, 3 hours Real Estate Related, GCAAR
48. 0214029356 / 0214029357 - Update on Legislation and Property Management Issues, 3 hours Legal Updates or 2 hours Current Industry Issues and Trends, FutureLaw
49. 0214029358 / 0214029359 - 2024 Ethics Seminar, 3 hours Ethics (CE or PLE), Harrisonburg Rockingham
50. 0214029360 - Cover Your License: Avoid Broker Liability and Stay Out of Court, 1-hour Real Estate Related, Hunter Hanger and Associates

B. Original Post-License and Continuing Education Course Applications, Pending Schools:
None.

III. Pre-License Education Instructors

1. 0230001714 – Victoria Lynn Bailey – Professional Designation and Waiver (Principles)-
The Committee found the application to be deficient.
2. 0230001734 – Sean Munson – Experience and Professional Designation, (Principles)

IV. Pre-License Education Courses

1. 0214029353 – 60 hours Salesperson Principles and Practices of Real Estate (On-line), HRRA

V. Post-License and Continuing Education Instructor Approval Applications

1. Craig Grant
2. Debra Lynn Monette
3. Andrea Dolan
4. Candace Perry
5. John Hopkins- **The Committee recommended this applicant for approval under all requested categories except Other: Professional Development.**
6. Christopher Kenneth- **The Committee recommended this applicant for approval under all requested categories except Current Industry Issues and Trends and Risk Management.**
7. Michael Lee
8. John Charles Lanzone- **The Committee recommended this applicant for approval under all requested categories except Other: Mortgage related topics.**
9. Kathleen Danielson
10. Matthew J. Haddix- **The Committee found the application to be deficient.**
11. John Young

12. Tyrrell Wayne Gauthier- **The Committee recommended this applicant for approval under all requested categories except Business Law, Federal Real Estate Law, and Environmental Issues Impacting Real Estate.**
13. John Addison Barnhardt- **The Committee recommended this applicant for approval under all requested categories except Land Use and Real Estate Economics.**
14. Faiz Shaheen
15. Gregory Edward Flynn- **The Committee recommended this applicant for approval for only Title-Deeds.**

New Business

None.

The meeting adjourned at 2:34 p.m.