



# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Ralph S. Northam  
Governor

Brian Ball  
Secretary of  
Commerce and Trade  
Mary Broz-Vaughan  
Director

## VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, October 6, 2021, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Candice Bower, Committee Chair  
Nancy Piland, 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 2:00 p.m.

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

### Public Comment

None

### Discussion Items

Board staff asked if the Committee would allow course providers to submit courses to be taught in another language as long as the course materials were submitted in English for the board to approve. A motion was made to approve this request. The Committee approved it unanimously.

The Committee discussed the need for permission letters from publishers of course materials when an approved course provider submitted a course using materials from a new publisher. The Committee said there was no need for a permission letter from the publisher to use that publisher's materials.

### Real Estate Education Applications

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

- I. A. Proprietary School Applications
  1. 0211001315 Realty Education and Learning, Fredericksburg, VA  
Contact Person: LeAnn Black

2. 0211001319 Tristar Academy, Inc. Silver Spring, MD  
Contact Person: Cindy Sinanan
3. 0211001320 Safe Harbor Title Company, Richmond, VA  
Contact Person: Melissa McPherson
4. 0211001309 Stepping With Leaders, Inc. Stafford, VA  
Contract Person: Januari Coates

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

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

1. 0214026457 / 0214026458 Home Inspection for Realtors, 2 hours Real Estate Related **(CE)** or 2 hours Current Industry Issues and Trends **(PLE)**, FAAR
2. 0214026463 Contract to Closing, 1 hour Real Estate Related, Academy of Real Estate **(CE only)**
3. 0214026464 Why Risk It? Risk Management Strategies (On-line), 4 hours Real Estate Related, WebCE, Inc. **(CE only)**
4. 0214026468 / 0214026469 Risk Management, 3 hours Real Estate Related **(CE)** or 3 hours Risk Management **(PLE)**, Coldwell Banker Residential Brokerage School of Real Estate
5. 0214026476 Listings How To Help Sellers Be Successful, 3 hours Real Estate Related, Montague Miller Real Estate Academy **(CE only)**
6. 0214026479 Adhering to a Higher Standard: The Code of Ethics (On-line), 3 hours Ethics & Standards of Conduct, WebCE, Inc. **(CE only)**
7. 0214026480 Writing Effective Real Estate Contracts, 6 hours Contract Writing, Montague Miller Real Estate Academy **(PLE only)**
8. 0214026482 Home Energy Efficiency For Real Estate Professionals (On-line), 4 hours Real Estate Related, International Association Of Certified Home Inspectors **(CE only)** **The Committee recommended this course for approval pending receipt of updated material.**
9. 0214026485 Serving home Energy for Real Estate Agents (On-line), 3 hours Real Estate Related, International Association Of Certified Home Inspectors **(CE only)** **The Committee recommended this course for approval pending receipt of updated material.**
10. 0214026486 Surveys and Easement: A Crash Course, 1 hour Real Estate Related, Champion University **(CE only)**
11. 0214026487 POAs, Trust & Estates: FAQs, 1 hour Real Estate Related, Champion University **(CE only)**
12. 0214026490 Understanding 1031 Tax-Free Exchanges V.3 (On-line), 4 hours Real Estate Related, CHC Inc. **(CE only)**
13. 0214026491 Houses: Buy, Fix, Sell V1.1 (On-line), 4 hours Real Estate Related, , CHC Inc. **(CE only)**
14. 0214026492 Update on Unlawful Detainer Actions, 2 hours Broker Management, Virginia Realtors **(CE only)**
15. 0214026493 / 0214026494 Update on Unlawful Detainer Actions, 2 hours Legal Updates **(CE)** or 2 hours Current Industry Issues and Trends **(PLE)**, Virginia Realtors

16. 0214026501 / 0214026502 Virginia Agency, 3 hours Real Estate Agency **(CE)** or 3 hours VA Agency Law **(PLE)**, Montagne Miller RE Academy **The Committee recommended this course for approval pending receipt of updated material.**
17. 0214026509 Understanding Older Homes, 1 hour Real Estate Related, NPI **(CE only)**
18. 0214026510 Home Inspection 101, 1 hour Real Estate Related, NPI **(CE only)**
19. 0214026511 Water A Home Biggest Threat, 1 hour Real Estate Related, NPI **(CE only)**
20. 0214026512 Exteriors, 1 hour Real Estate Related, NPI **(CE only)**
21. 0214026513 DIY Gone Wild, 1 hour Real Estate Related, NPI **(CE only)**
22. 0214026514 What To Expect At The Inspection, 1 hour Real Estate Related, NPI **(CE only)**
23. 0214026517 VA Broker Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, 6 hours Broker Management, and 2 hours Broker Supervision, Moseley Real Estate School **(CE only)**
24. 0214026518 A Title's Life After Death, 1 hour Real Estate Related, FAAR **(CE only)**
25. 0214026519 VA Salesperson Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate School **(CE only)**
26. 0214026520 Broker Management and Supervision Series (Correspondence), 6 hours Broker Management, and 2 hours Broker Supervision, Moseley Real Estate School **(CE only)**
27. 0214026521 Real Estate Law Update (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Moseley Real Estate School **(CE only)**
28. 0214026522 Real Estate Trends (Correspondence), 8 hours Real Estate Related, Moseley Real Estate School **(CE only)**
29. 0214026523 Virginia Agency Law (Correspondence), 3 hours VA Agency Law, Moseley Real Estate School **(PLE only)**
30. 0214026524 Real Estate Technology (Correspondence), 2 hours Current Industry Issues and Trends, Moseley Real Estate School **(PLE only)**
31. 0214026525 Risk Management (Correspondence), 3 hours Risk Management, Moseley Real Estate School **(PLE only)**
32. 0214026526 Real Estate Law and Board Regulations (Correspondence), 6 hours Real Estate Law and Board Regulations, Moseley Real Estate School **(PLE only)**
33. 0214026527 Fair Housing (Correspondence), 2 hours Fair Housing, Moseley Real Estate School **(PLE only)**
34. 0214026528 Ethics & Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Moseley Real Estate School **(PLE only)**
35. 0214026529 Escrow Requirements (Correspondence), 3 hours Escrow Requirements, Moseley Real Estate School **(PLE only)**

- 36.0214026530 Contract Writing (Correspondence), 6 hours Contract Writing, Moseley Real Estate School **(PLE only)**
- 37.0214026531 Real Estate-Related Finance (Correspondence), 2 hours Real Estate-Related Finance, Moseley Real Estate School **(PLE only)**
- 38.0214026532 Real Estate Contracts, 1 hour Real Estate Contracts, CBRSRE **(CE only)**
- 39.0214026534 / 0214026535 Homeowner's and Flood Insurance, 2 hours Real Estate Related **(CE)** or 2 hours Current Industry Issues and Trends **(PLE)**, WAAR
- 40.0214026536 / 0214026537 Working with Renters, 2 hours Real Estate Related **(CE)** or 2 hours Current Industry Issues and Trends **(PLE)**, DAAR
- 41.0214026538 To Survey or Not to Survey, 1 hour Real Estate Related, The Institute of Continuing Education **(CE only)**
- 42.0214026539 / 0214026540 Mock Settlement, 2 hours Real Estate Related **(CE)** or 2 hours Current Industry Issues and Trends **(PLE)**, Cindy Bishop Worldwide
- 43.0214026541 Title Insurance, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(PLE only)**
- 44.0214026542 Title Insurance, 2 hours Broker Management, Cindy Bishop Worldwide **(CE only)**
- 45.0214026543 Title Insurance, 2 hours Real Estate Related, Cindy Bishop Worldwide **(CE only)**
- 46.0214026546 Valuing the Rental Property, 1 hour Real Estate Related, Virginia REALTORS **(CE only)**
- 47.0214026547 The Art of Handling Maintenance Issues, 1 hour Real Estate Related, Virginia REALTORS **(CE only)**
- 48.0214026548 Do's & Don'ts of Modern Tenant Screening, 1 hour Real Estate Related, Virginia REALTORS **(CE only)**
- 49.0214026550 / 0214026551 Escrow Requirements, 3 hours Real Estate Related **(CE)**, or 3 hours Escrow Requirements **(PLE)**, Abound Real Estate Academy, LLC
- 50.0214026552 Legal Updates, 1 hour Legal Updates, Abound Real Estate Academy, LLC **(CE)**
- 51.0214026554 / 0214026555 Real Estate Agency, 3 hours Real Estate Agency **(CE)** or 3 hours VA Agency Law **(PLE)**, Abound Real Estate Academy, LLC
- 52.0214026556 / 0214026557 Military Relocation Professional (MRP), 1 hour Real Estate Contracts, and 5 hours Real Estate Related **(CE)**, or 2 hours Current Industry Issues and Trends **(PLE)**, RAR
- 53.0214026558 Broker Office Policy, 4 hours Broker Management, RAR **(CE only)**
- 54.0214026559 / 0214026560 Risk Management for Real Estate Professionals, 3 hours Real Estate Related **(CE)**, or 3 hours Risk Management **(PLE)**, RAR
- 55.0214026561 VA Agency Law PL Correspondence, 3 hours VA Agency Law, Eagles Academy of Real Estate **(PLE only)**
- 56.0214026562 Fair Housing PL Correspondence, 2 hours Fair Housing, Eagles Academy of Real Estate **(PLE only)**

57. 0214026563 Contract Writing PL Correspondence, 6 hours Contract Writing, Eagles Academy of Real Estate **(PLE only)**
58. 0214026564 Current Industry Issues and Trends PL Correspondence, 2 hours Current Industry Issues and Trends, Eagles Academy of Real Estate **(PLE only)**
59. 0214026565 Ethics and Standards of Conduct PL Correspondence, 3 hours Ethics and Standards of Conduct, Eagles Academy of Real Estate **(PLE only)**
60. 0214026566 Escrow Requirements PL Correspondence, 3 hours Escrow Requirements, Eagles Academy of Real Estate **(PLE only)**
61. 0214026567 Real Estate-Related Finance PL Correspondence, 2 hours Real Estate-Related Finance, Eagles Academy of Real Estate **PLE only**
62. 0214026568 RE Laws & Regulations PL Correspondence, 6 hours Real Estate Law and Board Regulations, Eagles Academy of Real Estate **(PLE only)**
63. 0214026569 Risk Management PL Correspondence, 3 hours Risk Management, Eagles Academy of Real Estate **(PLE only)**
64. 0214026570 16 Hr.-CE Correspondence, 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 **(CE only)**
65. 0214026571 A Title's Life After Death How to Survive an Estate Closing, 1 hour Legal Updates, The Institute of Continuing Education **(CE only)**
66. 0214026572 VA HOA and Condo Disclosures, 1 hour Real Estate Contracts, Champion University **(CE only)**
67. 0214026573 A Mock Settlement, 1 hour Real Estate Related, Champion University **(CE only)**
68. 0214026574 Military Mortgages, 3 hours Real Estate Related, Champion University **(CE only)**
69. 0214026575 Fair Housing: Evolution & Pitfalls, 2 hours Fair Housing, Champion University **(CE only)**
70. 0214026578 / 0214026579 Real Estate Process & Finance Options, 2 hours Real Estate Related **(CE)** or 2 hours Real Estate-Related Finance **(PLE)**, DAAR
71. 0214026582 Leveraging DEI: A Guide for Property Managers, 1 hour Real Estate Related, Virginia Realtors **(CE only)**
72. 0214026583 Legislative Update, 1 hour Legal Updates, Virginia Realtors **(CE only)**
73. 0214026584 / 0214026585 Ethics for the Property Manager, 3 hours Ethics and Standards of Conduct, **(CE or PLE)**, Virginia Realtors
74. 0214026586 / 0214026587 VA Agency Law, 3 hours Real Estate Agency **(CE)** or 3 hours VA Agency Law **(PLE)**, RAR
75. 0214026588 / 0214026589 Fair Housing, 2 hours Fair Housing, **(CE or PLE)**, RAR
76. 0214026590 / 0214026591 Real Estate Law & Board Regulations, 6 hours Legal Updates **(CE)**, or 6 hours Real Estate Law & Board Regulations **(PLE)**, RAR
77. 0214026592 / 0214026593 Elder Law & Real Estate Transactions, 2 hours Real Estate Related **(CE)**, or 2 hours Current Industry Issues and Trends, **(PLE)**, RAR

- 78.0214026594 Art of Selling Foreclosures, 2 hours Broker Management, **(CE only)**, RAR
- 79.0214026595 / 0214026596 Art of Selling Foreclosures, 2 hours Real Estate Related **(CE)**, or 2 hours Current Industry Issues and Trends, **(PLE)**, RAR
- 80.0214026597 Duties of a Supervising Broker, 2 hours Broker Supervision **(CE only)**, Cindy Bishop Worldwide, LLC
- 81.0214026598 Preoccupied with Occupancy Agreements, 1 hour Real Estate Contracts **(CE only)**, The Institute of Continuing Education
- 82.0214026599 Legal Updates, 1 hour Legal Updates **(CE only)**, reFocus Real Estate School, LLC
- 83.0214026600 Virginia Broker Mandatory (On-line), 6 hours Broker Management, and 2 hours Broker Supervision **(CE only)**, WebCE, Inc.
- 84.0214026601 / 0214026602 Real Estate Contracts, 6 hours Real Estate Contracts **(CE)**, or 6 hours Contract Writing **(PLE)**, Abound Real Estate Academy, LLC
- 85.0214026603 / 0214026604 Fair Housing, 2 hours Fair Housing **(CE or PLE)**
- 86.0214026605 8 hrs. VA Mandatory Course (Classroom), 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, LLC
- 87.0214026606 8 hrs. 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, LLC
- 88.0214026607 3 Hrs. CE Escrow Requirements Correspondence, 3 hours Real Estate Related, Eagles Academy of Real Estate
- 89.0214026608 1 Hr. Agency Law Classroom Course, 1 hour Real Estate Agency **(CE only)**, Eagles Academy of Real Estate
- 90.0214026609 3 Hrs. CE Agency Law Correspondence Course, 3 hour Real Estate Agency, Eagles Academy of Real Estate
- 91.0214026610 1 Hr. Legal Update w/ Flood Classroom Course, 1 hour Legal Updates, Eagles Academy of Real Estate
- 92.0214026611 2 Hr. CE Legal Update w/ Flood Correspondence Course, 2 hours Legal Updates, Eagles Academy of Real Estate
- 93.0214026612 2 Hr. Fair Housing Classroom Course, 2 hours Fair Housing, Eagles Academy of Real Estate
- 94.0214026613 2 Hr. CE Fair Housing Correspondence Course, 2 hours Fair Housing, Eagles Academy of Real Estate
- 95.0214026614 1 Hr. Real Estate Contracts Classroom Course, 1 hour Real Estate Contracts, Eagles Academy of Real Estate
- 96.0214026615 6 Hr. CE Contract Writing Correspondence, 6 hours Real Estate Contracts, Eagles Academy of Real Estate
- 97.0214026616 3 Hr. Ethics and Standards of Conduct Classroom Course, 3 hours Ethics and Standards of Conduct, Eagles Academy of Real Estate
- 98.0214026617 3 Hr. CE Ethics and Standards of Conduct Correspondence, 3 hours Ethics and Standards of Conduct, Eagles Academy of Real Estate
- 99.0214026618 8 Hr. Broker Management Online Course, 6 hours Broker Management, and 2 hours Broker Supervision, Eagles Academy of Real Estate

100. 0214026619 8 Hr. Broker Management Classroom Course, 6 hours Broker Management, and 2 hours Broker Supervision, Eagles Academy of Real Estate
101. 0214026620 8 Hr. Broker Management Correspondence Course, 6 hours Broker Management, and 2 hours Broker Supervision, Eagles Academy of Real Estate
102. 0214026621 2 Hr. CE Real Estate Finance Correspondence, 2 hours Real Estate Related, Eagles Academy of Real Estate
103. 0214026622 3 Hr. CE Risk Management Correspondence, 3 hours Real Estate Related, Eagles Academy of Real Estate
104. 0214026623 6 Hr. Real Estate Laws & Regulations Correspondence, 6 hours Real Estate Related, Eagles Academy of Real Estate
105. 0214026636 / 0214026637 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct (**CE or PLE**), Abound Real Estate Academy LLC
106. 0214026638 Seniors Real Estate Specialist (SRES), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, JDC RE Solutions LLC.
107. 0214026639 / 0214026640 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct (**CE or PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
108. 0214026641 / 0214026642 Fair Housing, 2 hours Fair Housing, (**CE or PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
109. 0214026643 / 0214026644 Escrow Requirements and Trust Deposits, 3 hours Real Estate Related (**CE**), or 3 hours Escrow Requirements (**PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
110. 0214026645 / 0214026646 Real Estate Finance, 2 hours Real Estate Related (**CE**), or 2 hours Real Estate-Related Finance (**PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
111. 0214026647 / 0214026648 VA Residential Agency, 3 hours Real Estate Agency (**CE**), or 3 hours VA Agency Law (**PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
112. 0214026649 / 0214026650 Contracts, 6 hours Real Estate Contracts (**CE**), or 6 hours Contract Writing (**PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
113. 0214026651 8 Hr. Required Topics Correspondence, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts (**CE only**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
114. 0214026652 / 0214026653 Real Estate Law and Board Regulations, 6 hours Real Estate Related (**CE**), or 6 hours Real Estate Law and Board Regulations (**PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate
115. 0214026654 / 0214026655 Risk Management, 3 hours Real Estate Related (**CE**), or 3 hours Risk Management (**PLE**), Hampton Roads Realtor Association Alpha-Omega College of Real Estate

116. 0214026657 16 Hr.-CE Online, 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 **(CE only)**
117. 0214026658 Fair Housing (Classroom), 2 hours Fair Housing **(PLE)**, Aspire Real Estate School
118. 0214026659 Fair Housing (On-line), 2 hours Fair Housing **(PLE)**, Aspire Real Estate School
119. 0214026660 Fair Housing (Correspondence), 2 hours Fair Housing **(PLE)**, Aspire Real Estate School
120. 0214026661 Ethics and Standards of Conduct (Classroom), 3 hours Ethics and Standards of Conduct **(PLE)**, Aspire Real Estate School
121. 0214026662 Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct **(PLE)**, Aspire Real Estate School
122. 0214026663 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct **(PLE)**, Aspire Real Estate School
123. 0214026664 Current Industry Issues and Trends (Classroom), 2 hours Current Industry Issues and Trends **(PLE)**, Aspire Real Estate
124. 0214026665 Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends **(PLE)**, Aspire Real Estate School
125. 0214026666 Current Industry Issues and Trends (Correspondence), 2 hours Current Industry Issues and Trends **(PLE)**, Aspire Real Estate School
126. 0214026667 Virginia Agency Law (Classroom), 3 hours VA Agency Law **(PLE)**, Aspire Real Estate School
127. 0214026668 Virginia Agency Law (On-line), 3 hours VA Agency Law **(PLE)**, Aspire Real Estate School
128. 0214026669 Virginia Agency Law (Correspondence), 3 hours VA Agency Law **(PLE)**, Aspire Real Estate School
129. 0214026670 Real Estate Law & Board Regulations (Classroom), 6 hours Real Estate Law and Board Regulations **(PLE)**, Aspire Real Estate School
130. 0214026671 Real Estate Law & Board Regulations (On-line), 6 hours Real Estate Law and Board Regulations **(PLE)**, Aspire Real Estate School
131. 0214026672 Real Estate Law & Board Regulations (Correspondence), 6 hours Real Estate Law and Board Regulations **(PLE)**, Aspire Real Estate School
132. 0214026673 Contract Writing (Classroom), 6 hours Contract Writing **(PLE)**, Aspire Real Estate School
133. 0214026674 Contract Writing (On-line), 6 hours Contract Writing **(PLE)**, Aspire Real Estate School
134. 0214026675 Contract Writing (Correspondence), 6 hours Contract Writing **(PLE)**, Aspire Real Estate School
135. 0214026676 Risk Management (Classroom), 3 hours Risk Management **(PLE)**, Aspire Real Estate School
136. 0214026677 Risk Management (On-line), 3 hours Risk Management **(PLE)**, Aspire Real Estate School
137. 0214026678 Risk Management (Correspondence), 3 hours Risk Management **(PLE)**, Aspire Real Estate School
138. 0214026679 Escrow Requirements (Classroom), 3 hours Escrow Requirements **(PLE)**, Aspire Real Estate School



139. 0214026680 Escrow Requirements (On-line), 3 hours Escrow Requirements **(PLE)**, Aspire Real Estate School
140. 0214026681 Escrow Requirements (Correspondence), 3 hours Escrow Requirements **(PLE)**, Aspire Real Estate School
141. 0214026682 Real Estate Related Finance (Classroom), 2 hours Real Estate-Related Finance **(PLE)**, Aspire Real Estate School
142. 0214026683 Real Estate Related Finance (On-line), 2 hours Real Estate-Related Finance **(PLE)**, Aspire Real Estate School
143. 0214026684 Real Estate Related Finance Correspondence), 2 hours Real Estate-Related Finance **(PLE)**, Aspire Real Estate School
144. 0214026685 / 0214026686 Lender Relations, 2 hours Real Estate Related **(CE)**, or 2 hours Current Industry Issues and Trends **(PLE)**, DAAR
145. 0214026687 / 0214026688 VA Fair Housing Law & Legal Updates, 2 hours Fair Housing, 1 hour Legal Updates, and 1 hour Real Estate Contracts **(CE)**, or 2 hours Fair Housing **(PLE)**, FutureLaw II, LLC
146. 0214026689 A Comparison of VAR & NVAR VA Real Estate Contracts, 1 hour Real Estate Related **(CE)**, VA Legal Education, LLC
147. 0214026690 Managing Conflicts with Tenants, Clients and Employees (On-line), 4 hours Real Estate Related **(CE)**, WebCE, Inc. **The Committee recommended this course for approval pending receipt of updated material.**
148. 0214026691 Planning and Growing a Real Estate Business (On-line), 4 hours Real Estate Related **(CE)**, WebCE, Inc.
149. 0214026692 Property Management (On-line), 4 hours Real Estate Related **(CE)**, WebCE, Inc.
150. 0214026693 Tiny Homes and Other Alternative Properties (On-line), 4 hours Real Estate Related **(CE)**, WebCE, Inc.
151. 0214026694 Building Green (On-line), 4 hours Real Estate Related **(CE)**, WebCE, Inc.

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

### III. Pre-License Education Instructors

1. 0230001656 Paul Alfred Pavot – Professional Designation and Waiver (Salesperson - Principles of Real Estate)
2. 0230001658 Lisa Diane Manuccia - Professional Designation and Waiver (Salesperson - Principles of Real Estate)
3. 0230001657 Tanya J. Sekhon - Professional Designation and Waiver (Salesperson - Principles of Real Estate, Appraisal, Finance, Brokerage, and Law)
4. 0230001659 Susanne Marie Henderson – Experience and Waiver (Salesperson - Principles of Real Estate)
5. 0230001655 Sybil Elaine Baker – Education and Waiver (Salesperson - Principles of Real Estate)

#### IV. Pre-License Education Courses

1. 0214026473 60-hours Principles and Practices of Real Estate (Classroom), Peninsula Real Estate School
2. 0214026483 60-hours Principles and Practices of Real Estate (On-line), The Real Estate Academy **The Committee recommended this course for approval pending the receipt of updated editions.**
3. 0214026488 60-hours Principles and Practices of Real Estate (Classroom), CHC, Inc. **The Committee recommended this course for approval pending the receipt of updated editions.**
4. 0214026489 60-hours Principles and Practices of Real Estate (Classroom), Four Pillars Education, Inc.
5. 0214026495 45-hours Broker Real Estate Brokerage (Correspondence), Moseley Real Estate Schools, Inc.
6. 0214026496 45-hours Broker Real Estate Law (Correspondence), Moseley Real Estate Schools, Inc.
7. 0214026497 45-hours Broker Real Estate Finance (Correspondence), Moseley Real Estate Schools, Inc.
8. 0214026498 45-hours Broker Real Estate Property Law (Correspondence), Moseley Real Estate Schools, Inc.
9. 0214026499 60-hours Principles and Practices of Real Estate (Correspondence), Moseley Real Estate Schools, Inc.
10. 0214026500 15-hours Principles and Practices of Real Estate (Correspondence), Moseley Real Estate Schools, Inc.
11. 0214026549 60-hours Principles and Practices of Real Estate (On-line), Eagles Academy of Real Estate, LLC.
12. 0214026625 45-hours Broker Real Estate Brokerage (Correspondence), JDC RE Solutions LLC. **The Committee recommended this course for approval pending the receipt of updated editions.**
13. 0214026626 45-hours Broker Real Estate Finance (Correspondence), JDC RE Solutions LLC. **The Committee recommended this course for approval pending the receipt of updated editions.**
14. 0214026627 45-hours Broker Real Estate Appraisal (Correspondence), JDC RE Solutions LLC. **The Committee recommended this course for approval pending the receipt of updated editions.**
15. 0214026628 45-hours Broker Real Estate Law (Correspondence), JDC RE Solutions LLC. **The Committee recommended this course for approval pending the receipt of updated editions.**
16. 0214026630 60-hours Principles and Practices of Real Estate (Classroom), Advanced School of Real Estate **The Committee recommended this course for approval pending the receipt of updated editions.**
17. 0214026632 60-hours Principles and Practices of Real Estate (Classroom), Hampton Roads Realtor Association Alpha-Omega College of Real Estate **The Committee recommended this course for approval pending the receipt of updated editions.**

18.0214026656 45-hours Broker Real Estate Law (Correspondence),  
Hampton Roads Realtor Association Alpha-Omega College of Real Estate

V. Post-License and Continuing Education Instructor Approval Applications

1. Scott Mozingo
2. Kathryn Lam Jones
3. Lavanya Kesari Carrithers
4. Erin Barton
5. James A. (Jim) Williams
6. Matthew Allen Young
7. Therese M. Robinson
8. Richard Lindsey Van Hecke
9. Donna Kidwell Patton
10. Michael Guthrie
11. Tanya J. Sekhon
12. John C. Wilson
13. Lynn Grimsley
14. Ben Gromicko

**The Committee did not recommend this application for approval because it was incomplete.**

15. Rae "Chip" Taylor
16. Bryan Grimes William Creasy
17. John (Chip) Dicks
18. Matthew S. Akers
19. Deborah Lynn Baxter
20. Aaron Nelson Bailey
21. Christine Goodrum
22. Robert Scott Biller
23. Tan Tunador
24. Kim Rachael Tahey
25. Lauren April Huf
26. Patricia J. Widhalm
27. Cynthia Michelle DeLuca
28. Jessica Youngs
29. Anh N. Suthar
30. Caeli Keddie Volk
31. Mary L. Hurley
32. Shayda Khalilian

**The Committee recommended this applicant for approval under the Practicing Real Estate Attorney category, but no more.**

33. Tierney R. Walls
34. Nicole Elizabeth Marucci
35. David Ellis Field

**The Committee recommended this applicant for approval under the Practicing Real Estate Attorney category, but no more.**

36. Leslie Joanne Frazier
37. Matthew Aaron Medaries

38. Mason L. Dalman
39. Melissa Anne McPherson
40. Ashley Tucker Rios  
**The Committee recommended this applicant for approval under the Practicing Real Estate Attorney category, but no more.**
41. Mary Cromwell Krueger
42. Hope A. Brenick
43. Melissa Jenkins Wiese  
**The Committee recommended this applicant for approval under the Practicing Real Estate Attorney category, but no more.**
44. Robert H. Pearsall, Jr.
45. Michael Creighton Ridgway
46. Theresa (T.C.) Cooksley
47. Angela Marie Sherrill
48. Joshua Paul Petersen  
**The Committee did not recommend this application for approval because it could not determine qualifications.**
49. Barrie B. Bowers
50. Allan Ray Marteney

#### New Business

The Committee recommends that the Board delegate authority to board staff to approve post-license and continuing education instructor applicants who have a current, Board issued pre-license instructor license and request to teach all categories except Current Issues and Trends (PLE) and Other (CE Real Estate related.)

The Committee requested that board staff start requiring course providers to submit all course materials for course renewals to ensure that the course is up-to-date beginning with submissions for the January 2022 agenda. Staff will update the course application to reflect this change.

The meeting adjourned at 3:56 p.m.

