



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Ralph S. Northam
Governor

Brian Ball
Secretary of
Commerce and Trade

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Tuesday, January 19, 2021, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Candice Bower, Committee Chair
Catina Jones, Board Member
David Perry, Board Member
Nancy Piland, Board Member

Department Staff Members present: Jim Chapman, Board and Regulatory Administrator
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Ms. Bower called the meeting to order at 2:05 p.m.

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

Public Comment

An education provider asked the Committee about how the timed course outline for a correspondence course should allot minutes. Board staff responded that the timed course outline should approximate the amount of time spent on each module if the course were being delivered via live instruction.

Discussion Items

The Committee reviewed Board regulations 18 VAC 135-20-350 through 135-20-410. The Committee will do a second review at its next meeting before making recommendations to the Regulatory Review Committee.

Real Estate Education Applications

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

I. Proprietary School Applications

1. 0211001305 C.L.I.M.B Backed By Nordlinger Consulting Group – Arlington, VA.
- Contact Person: Lorraine B. Nordlinger
2. 0211001306 ASPIRE REAL ESTATE SCHOOL LLC – Alexandria, VA

- Contact Person: Angela Sherrill
3. 0211001307 REMAX, LLC – Denver CO
Contact Person: Hayley Fields
 4. 0211001301 Peake Law Group, P.C. Midlothian Turnpike
Contact Person: Matthew Peake (handout)

II. Continuing Education Course Applications

A. Previously Approved Continuing Education Course Applications, Approved Schools **(Review for Instructor Only – Attachment 2):**

B. Original Continuing Education Course Applications, Approved Schools:

1. 0214025912 Mandatory Topics for Brokers and Salespersons (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Agency, and 1 hour Contracts, WebCE, Inc.
2. 0214025913 Ethics in the Age of Disruption (On-line), 3 hours Ethics & Standards of Conduct, McKissock, LLC
3. 0214025914 Water: How it Affects Property Online Video Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com **(4 hours regarding water?)**
The Committee recommended that this course be approved for one hour.
4. 0214025915 VA Real Estate 16 hour Salesperson CE Course (On-line), 2 hours Fair Housing, 4 hours Ethics, 3 hours Legal Updates, 3 hours Real Estate Agency, 1 hour Real Estate Contracts, and 3 hours Real Estate Related, 1 ATTEMPT
5. 0214025922 Guide to the Housing, Financial & Mortgage Markets, 1 hour Real Estate Related, CMPS Institute, LLC.
6. 0214025924 Understanding Energy Efficiency in Real Estate (On-line), 4 hours Real Estate Related, Sean Zobaa / Green Training USA
The Committee recommended that this course be approved for one hour.
7. 0214025925 BPI Building Science Principles (On-line), 12 hours Real Estate Related, Sean Zobaa / Green Training USA **(12 hours on building?)**
The Committee recommended that this course be approved for one hour.
8. 0214025926 Residential Radon Measurement Certification Course (On-line), 6 hours Real Estate Related, Sean Zobaa / Green Training USA **(6 hours on radon?)**
The Committee recommended that this course be approved for one hour.
9. 0214025927 Mold 101 (On-line), 4 hours Real Estate Related, Sean Zobaa / Green Training USA **(4 hours on mold?)**
The Committee recommended that this course be approved for one hour.
10. 0214025928 Seller Representative Specialist, 3 hours Ethics, 1 hour Agency, 1 hour Contracts, and 10 hours Real Estate Related, RAR **(duplicate PLE # 1, 2, and 3)**
11. 0214025933 Virginia Broker Supervision Requirements, 2 hours Broker Supervision, RAR
12. 0214025936 What is Social Media? 2 hours Real Estate Related, Kirks' Institute for Advanced Real Estate Studies
13. 0214025937 An Analysis of Tax Incentives Effecting, 3 hours Real Estate Related, Kirks' Institute for Advanced Real Estate Studies

- 14.0214025939 The Basics of Real Estate Finance, 3 hours Real Estate Related, Montague Miller Real Estate Academy
- 15.0214025940 Land Contract and Related Issues, 4 hours Real Estate Related, Montague Miller Real Estate Academy
- 16.0214025945 NAR Ethics, 3 hours Ethics and Standards of Conduct, RAR
(duplicate PLE # 4)
- 17.0214025947 Teams in Virginia, 1 hour Real Estate Related, RAR
- 18.0214025948 Financing, Teams and Negotiations, 4 hours Real Estate Related, RAR
- 19.0214025949 New Member Orientation Ethics, 3 hours Ethics and Standards of Conduct, RAR **(duplicate PLE # 5)**
- 20.0214025951 Ethics and Agency CE Mandatory, 3 hours Ethics and 1 hour Agency, RAR
- 21.0214025952 Neighbor Law, 2 hours Real Estate Related, Highland Ace, LLC
- 22.0214025953 Scoping Your Sewer System: For Real Estate Agents, 2 hours Real Estate Related, Preferred Systems, Inc.

The Committee did not recommend this course for approval because it does not protect the health, safety, and welfare of the public.

- 23.0214025954 Reverse Mortgage, 2 hours Real Estate Related. DAAR
- 24.0214025955 Land Installment Contracts, 1 hour Real Estate Contracts, The CE Shop, Inc. **(previously approved course)**
- 25.0214025956 Understanding Agency, 1 hour Real Estate Agency, Liz Moore University, LLC **(duplicate PLE # 6)**
- 26.0214025958 Fair Housing, Legal Updates, Contracts, 2 hours Fair Housing, 1 hour Legal Updates, and 1 hour Real Contracts, RAR
- 27.0214025959 Advertising, Data Fraud and Modern Risks, 1 hour Legal Updates, and 3 hours Real Estate Related, RAR
- 28.0214025960 Legal, Contracts and Agency, 1 hour Legal Updates, Contracts, and Agency, RAR
- 29.0214025961 Broker's Responsibility – Supervision, 2 hours Broker Management, and 2 hours Broker Supervision, RAR
- 30.0214025962 Broker's Responsibility – Management, 4 hours Broker Management, RAR
- 31.0214025964 Discovering Commercial Real Estate, 3 hours Real Estate Related, DAAR **(duplicate PLE # 7)**
- 32.0214025966 Winning Over the Zillow Generation, 1 hour Real Estate Related, Piedmont School of Real Estate

The Committee did not recommend this course for approval because it does not protect the health, safety, and welfare of the public.

- 33.02140259367 Mold: What You Need to Know about Mold and How to Read Air Sampling Reports, 1 hour Real Estate Related, Preferred Systems Inc.

The Committee did not recommend Moore for approval as an instructor.

- 34.0214025968 Radon and the Real Estate Transaction, 1 hour Real Estate Related, Preferred Systems, Inc.
- 35.0214025969 Lead Safety: For Real Estate Agents, 1 hour Real Estate Related, Preferred Systems, Inc.

36.0214025970 Managing the Home Inspection, 1 hour Real Estate Related, Preferred Systems, Inc.

The Committee did not recommend Moore for approval as an instructor.

37.0214025971 Going Green: For Real Estate Agents, 1 hour Real Estate Related, Preferred Systems, Inc.

38.0214025972 Contracts - The Sale Process with Buyers, 1 hour Real Estate Contracts, and 5 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate **(duplicate PLE # 8)**

39.0214025976 Ethics, 3 hours Ethics and Standards of Conduct, FAAR **(duplicate PLE # 10)**

40.0214025978 Navigating the Financing Contingency, 1 hour Real Estate Related, Vesta Settlements

41.0214025979 Foreign Buyers & Sellers, 1 hour Real Estate Related, Vesta Settlements

42.0214025980 Title Insurance – A Primer, 1 hour Real Estate Related, Vesta Settlements

43.0214025981 Death, Divorce & Bankruptcy, 2 hours Real Estate Related, Vesta Settlements

44.0214025984 Fair Housing, 2 hours Fair Housing, Vesta Settlements **(duplicate PLE # 11)**

45.0214025994 Risk Management, 3 hours Real Estate Related, Long and Foster Institute of Real Estate **(duplicate PLE # 12)**

The Committee did not recommend Reynolds for approval as an instructor.

46.0214025996 Introduction to StorySelling, 1 hour Real Estate Related, CMPS Institute, LLC.

47.0214025997 The Market's Story Part 1, 1 hour Real Estate Related, CMPS Institute, LLC.

48.0214025998 The Market's Story Part 2, 1 hour Real Estate Related, CMPS Institute, LLC.

49.0214025999 Fair Housing - An Ounce of Prevention, 2 hours Broker Management, WAAR **(duplicate CE # 50 and PLE # 13)**

50.0214026000 Fair Housing - An Ounce of Prevention, 2 hours Fair Housing, WAAR **(duplicate CE # 49 and PLE # 13)**

51.0214026002 Ethics and Standards of Conduct, 3 hours of Ethics and Standards of Conduct, NVAR

52.0214026003 Contracts, 1 hour Real Estate Contracts, NVAR

The Committee approved this course pending receipt of updated forms.

53.0214026005 16hr CE Day 1, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Contracts, and 4 hours Real Estate Related, NVAR

54.0214026006 Fair Housing, Legal Updates, and Contracts, 2 hours Fair housing, 1 hour Legal Updates, and 1 hours Contracts, NVAR

55.0214026007 Construction Essentials, 4 hours Real Estate Related, NVAR

The Committee recommended that this course be approved for two hours.

- 56.0214026009 Asleep at the Wheel, 1 hour Legal Updates, and 1 hour Real Estate Related, RAR **(duplicate PLE # 14)**
- 57.0214026024 Risk Management-Acts, Laws & Disclosure, 3 hours Broker Management, TRSRE **(duplicate CE # 58 and PLE # 26)**
- 58.0214026025 Risk Management-Acts, Laws & Disclosure, 3 hours Real Estate Related, TRSRE **(duplicate CE # 57 and PLE # 26)**
- 59.0214026027 CYA for Realtors, 1 hour Real Estate Related, VESTA Settlements
- 60.0214026028 How Does Title Work? 1 hour Real Estate Related, VESTA Settlements
- 61.0214026030 2021 Professional Standards Training, 3 hours Ethics and Standards of Conduct. Virginia Realtors
- 62.0214026031 Fortify Your Firm, 2 hours Broker Management, Virginia Realtors **(duplicate PLE # 27)**
- 63.0214026033 Winning the Offer. Then Wanting Out, 1 hours Real Estate Contracts and 1 hour Real Estate related, FAAR **(duplicate PLE # 28)**
- 64.0214026035 The Code of Ethics Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct, DAAR **(duplicate PLE # 29)**
- 65.0214026037 Home Financing, 1 hour Real Estate Related, Central Virginia School of Real Estate
- 66.0214026038 Fair Housing Open Doors, 2 hours Fair Housing, Central Virginia School of Real Estate **(duplicate PLE # 30)**
- 67.0214026040 Handling The Short Sale, 2 hours Broker Management, Cindy Bishop Worldwide LLC
- 68.0214026041 Legal Updates, 1 hour Legal Updates, NVAR
- 69.0214026044 8hr Mandated CE, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, PWAR
- 70. 0214026045 Broker Management & Supervisory Duties (Correspondence), 6 hours Broker Management, and 2 hours Broker Supervision, reConnect Real Estate Schools LLC
- 71.0214026046 Broker License Renewal (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, reConnect Real Estate Schools LLC

C. Original Continuing Education Course Application, Pending Schools:

- 1. 0214025935 From Implicit Bias to Explicit Action for Real Estate Agents, 3 hours Real Estate Related, C.L.I.M.B Backed By Nordlinger Consulting Group

III. Post-License Education Course Applications

A. Previously Approved Post-License Education Course Applications, Approved Schools (Review for Instructor Only – Attachment 2):

B. Original Post-License Education Course Applications, Approved Schools:

1. 0214025929 Seller Representative Specialist, 3 Ethics and Standards of Conduct, RAR **(duplicate CE # 10)**
2. 0214025930 Seller Representative Specialist, 3 VA Agency Law, RAR **(duplicate CE # 10)**
3. 0214025931 Seller Representative Specialist, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 10)**
4. 0214025946 NAR Ethics, 3 hours Ethics and Standards of Conduct, RAR **(duplicate CE # 16)**
5. 0214025950 New Member Orientation Ethics, 3 hours Ethics and Standards of Conduct, RAR **(duplicate CE # 19)**
6. 0214025957 Understanding Agency. 3 hours Virginia Agency Law, , Liz Moore University, LLC **(duplicate CE # 25)**
7. 0214025965 Discovering Commercial Real Estate, 2 hours Current Industry Issues and Trends, DAAR **(duplicate CE # 31)**
8. 0214025973 Contracts - The Sale Process With Buyers, 6 hours Contract Writing, Coldwell Banker Residential Brokerage School of Real Estate **(duplicate CE # 38)**
9. 0214025974 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, Montague Miller Academy
10. 0214025977 Ethics, 3 hours Ethics and Standards of Conduct, FAAR **(duplicate CE # 39)**
11. 0214025985 Fair Housing, 2 hours Fair Housing, Vesta Settlements, **(duplicate CE # 44)**
12. 0214025995 Risk Management, 3 hours Risk Management, Long and Foster Institute of Real Estate **(duplicate CE # 45)**
13. 0214026001 Fair Housing – An Ounce of Prevention, 2 hours Fair Housing, WAAR **(duplicate CE # 49 and 50)**
14. 0214026010 Asleep at the Wheel, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 56)**
15. 0214026012 Contract Writing (Correspondence), 6 hours Contract Writing, Queen Academy of Real Estate
16. 0214026013 Real Estate Law and Board Regulations (Correspondence), 6 hours Real Estate Law and Board Regulations, Queen Academy of Real Estate
17. 0214026014 Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Queen Academy of Real Estate
18. 0214026015 Fair Housing (Correspondence), 2 hours Fair Housing, , Queen Academy of Real Estate
19. 0214026016 Industry Trends and Social Media (Correspondence), 2 hours Current Industry Issues and Trends, Queen Academy of Real Estate
20. 0214026017 Real Estate Related Finance (Correspondence), 2 hours Real Estate Related Finance (Correspondence), Queen Academy of Real Estate
21. 0214026018 Risk Management (Correspondence), 3 hours Risk Management, Queen Academy of Real Estate
22. 0214026019 VA Agency Law (Correspondence), 3 hours VA Agency Law, Queen Academy of Real Estate
23. 0214026020 Escrow Requirements ((Correspondence), 3 hours Escrow Requirements, Queen Academy of Real Estate

24. 0214026021 Escrow Requirements-Staying Compliant with State law and Regulations, 3 hours Escrow Requirements, William E. Wood and Associates Real Estate Academy
25. 0214026022 Contract Writing for Real Estate, 6 hours Contract Writing, TRSRE
26. 0214026026 Risk Management-Acts, Laws & Disclosure, 3 hours Risk Management, TRSRE **(duplicate CE # 57 & 58)**
27. 0214026032 Fortify Your Firm, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 62)**
28. 0214026034 Winning the Offer. Then Wanting Out, 2 hours Current Industry Issues and Trends, FAAR **(duplicate CE # 63)**
29. 0214026036 The Code of Ethics: Our Promise of Professionalism, 3 hours Ethics and Standards of Conduct, DAAR **(duplicate CE # 64)**
30. 0214026039 Fair Housing Open Doors, 2 hours Fair Housing, Central Virginia School of Real Estate **(duplicate CE # 66)**

C. Original Post-License Education Course Applications, Pending Schools:

IV. Pre-License Education Instructors

1. 0230001649 - Alex Ordonez – Experience (Principles)
2. 0230001650 - Cynthia Lee Hash – Experience & Professional Designation (Principles, Finance, Brokerage, and Law)
3. 0230001651 - Jennifer Elizabeth Comer – Experience & DREI (Principles & Brokerage)

V. Pre-License Education Courses

1. 0214025918 45-hours Broker Real Estate Appraisal (Correspondence), License Shop
2. 0214025919 45-hours Broker Real Estate Finance (Correspondence), License Shop
3. 0214025920 45-hours Broker Real Estate Law (Correspondence), License Shop
4. 0214025921 45-hours Broker Real Estate Brokerage (Correspondence), License Shop
5. 0214025938 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Churchland Academy of Real Estate
6. 0214025975 60-hours Salesperson Principles and Practices of Real Estate (Classroom), refocus Real Estate School, LLC
7. 0214025982 60-hours Salesperson Principles and Practices of Real Estate (Virtual Classroom), refocus Real Estate School, LLC
8. 0214025983 60-hours Salesperson Principles and Practices of Real Estate (Correspondence), refocus Real Estate School, LLC
9. 0214025986 / 0214025987 - 45-hours Broker Real Estate Law (Virtual Classroom & Correspondence), Alpha College of Real Estate
10. 0214025988 / 0214025989 - 45-hours Broker Real Estate Finance (Virtual Classroom & Correspondence), Alpha College of Real Estate
11. 0214025990 / 0214025991 – 45 hours Broker Real Estate Appraisal (Virtual Classroom & Correspondence), Alpha College of Real Estate

12. 0214025992 / 0214025993 – 45 hours Broker Real Estate Brokerage, (Virtual Classroom & Correspondence), Alpha College of Real Estate
13. 0214026047 – 60 hours Salesperson Principles and Practices of Real Estate (Classroom/Virtual Classroom), Aspire Real Estate School, LLC
14. 0214026048 / 0214026049 - 60 hours Salesperson Principles and Practices of Real Estate (On-line & Correspondence), Aspire Real Estate School, LLC

VI. Additional Continuing/Post-License Education Instructors

1. **Phyllis Joyce (PJ) Moore**
 0214025348 - Avoiding the Aggravations of Home Inspections
 0214025349 - Understanding Newer Home
The Committee did not recommend this application for approval.
Preferred Systems, Inc.
2. **James Fletcher**
 0214025348 - Avoiding the Aggravations of Home Inspections
 0214025349 - Understanding Newer Homes
Preferred Systems, Inc.
3. **Sonia Rae Downard**
 0214025717 - Real Estate Law & Board Regulations
DAAR
4. **Michael Gary Straley**
 0214025553 / 0214025554 - Short Sales and Foreclosures: What Real Estate Professionals Need to Know
DAAR
5. **Matthew Vaughn Rathbun**
 0214025553 / 0214025554 - Short Sales and Foreclosures: What Real Estate Professionals Need to Know
DAAR
6. **Keith Barrett**
 0214023707 - Conquering Contracts
 0214023713 - Real Estate Law & Board Regulations with Flood
 0214023708 - VA Agency Law
 0214023709 - Ethics: Know the Code
NVAR
7. **Tara Furges Houston**
 0214023707 - Conquering Contracts
 0214023713 - Real Estate Law & Board Regulations with Flood
 0214023708 - VA Agency Law
 0214023709 - Ethics: Know the Code
 0214023710 - Fair Housing Laws & the Re Professional
 0214023711 - Current Industry Issues & Trends
 0214023712 - Risk Management
 0214022732 / 0214022731 - Escrows & Protecting Other People's Money
NVAR
8. **Angela R. Duncan**
 0214023152 & 0214023153 - Real Estate Agency
 0214023346 & 0214023345 - Ethics
 0214025431, 0214025432, & 0214025836 - Residential Contract Essentials
 0214022929 & 0214022930 - Fair Housing
Cindy Bishop Worldwide

There was no new business.

The meeting adjourned at 3:49 p.m.