



COMMONWEALTH of VIRGINIA  
Department of Professional and Occupational Regulation

Glenn A. Youngkin  
Governor

G. Bryan Slater  
Secretary of Labor

Demetrios J. Melis  
Director

VIRGINIA REAL ESTATE BOARD  
EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, May 18, 2022, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Candice Bower, Committee Chair  
David Perry, Board Member  
Nan Piland, Board Member  
Catina Jones, Board Member (arrived 2:07)

Department Staff Members present: Christine Martine, Executive Director  
Mia Quimpo, Licensing Specialist  
Janice Toole, Licensing Specialist

Ms. Bower called the meeting to order at 2:03 p.m.

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

Public Comment

None

Discussion Items

Lili Paulk with Virginia Realtors (VR) raised an issue regarding the instructor approval for an application reviewed at the committee's November 20, 2021, meeting. After reviewing the information, the committee determined the instructor met the requirements and was approved to teach the course.

The committee discussed adding information to the course application to ensure the course materials are up-to-date. The committee requested that staff add information to the course application stating that the school must submit up-to-date materials for the course. If the material submitted with the application is deemed to be out of date, the application will not be considered by the board.

## Real Estate Education Applications

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

### I. Proprietary School Applications

1. 0211001329 – Blue Apple Real Estate School, LLC. Atlanta, GA  
Contact Person: Robert Mabry
2. 0211001331 – Advance Career Training Inc. Suffolk, VA  
Contact Person: Tia Blount

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

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

1. 0214027270 / 0214027271 Ethics and Standards of Conduct, 3 hours Ethics (CE) or 3 hours Ethics (PLE), New World Title & Escrow
2. 0214027272 DIY Gone Wrong, 2 hours Real Estate Related, 360 Home Inspections, LLC
3. 0214027273 Broker Management, 6 hours Broker Management, Shenandoah Valley Training Center
4. 0214027274 Broker Supervision, 2 hours Broker Supervision, Shenandoah Valley Training Center – **The Committee recommended this course be denied due to out of date course materials.**
5. 0214027275 Realities of Brokerage Management, 4 hours Broker Management, VAR
6. 0214027278 Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, NVAR
7. 0214027282 / 0214027283 Code of Ethics & Standards of Conduct, 3 hours Ethics or 3 hours Ethics (PLE), CVSRE
8. 0214027284 / 0214027285 Understanding Conflict Resolution, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
9. 0214027286 Virginia Fair Housing Update, 2 hours Fair Housing, and 1 hour Real Estate Related, Spotts Fain P.C.
10. 0214027287 2022-2024 Association Ethics v1.0 (On-line), 3 hours Ethics, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
11. 0214027288 Everyday Ethics in Real Estate v3.0 (On-line), 4 hours Ethics & Standards of Conduct, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
12. 0214027294 Legislative and Legal Update, 2 hours Broker Management, RAR
13. 0214027295 / 0214027296 Legislative and Legal Update, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
14. 0214027299 / 0214027300 What to Expect at the Home Inspection, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection, LLC

15. 0214027301 / 0214027302 Environmental Hazards 2.0, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection, LLC
16. 0214027303 / 0214027304 Broker-Agent Legal and Best Practices, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
17. 0214027305 Broker-Agent Legal and Best Practices, 2 hours Broker Management, RAR
18. 0214027306 Asking for a Friend- Best Practices in Today's RE Market, 2 hours Broker Management, RAR
19. 0214027307 / 0214027308 Asking for a Friend- Best Practices in Today's RE Market, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
20. 0214027313 Title Insurance: It's Not Due to Luck That Your Home is Safe With Us, 1 hour Real Estate Related, Title Resources Guaranty Company
21. 0214027314 / 0214027315 Anatomy of a House, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection, LLC
22. 0214027316 / 0214027317 Short Sales, Foreclosures & Resources, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
23. 0214027318 / 0214027319 Bias Override: Overcoming Barriers to Fair Housing, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
24. 0214027320 Anatomy of a Deed, 1 hours Real Estate Related, CVSRE
25. 0214027321 Real Estate Market Cycles and Trends (On-line), 3 hours Real Estate Related, McKissock, LLC
26. 0214027322 / 0214027323 Seller Representative Specialist, 3 hours Agency, 1 hour Contracts, and 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hampton Roads Realtors Association – **The Committee recommended this course be denied due to out of date course materials.**
27. 0214027327 / 0214027328 Wire Fraud Update - New Tactics of the Fraudsters, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
28. 0214027329 / 0214027330 Understanding Closing Disclosures, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, TRSRE
29. 0214027331 / 0214027332 Financing 101, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, TRSRE
30. 0214027333 Financing 101, 2 hours Broker Management, TRSRE
31. 0214027336 Clearing Common Title Issues, 1 hour Real Estate Related, First American Title Insurance Company
32. 0214027337 Surveys, 1 hour Real Estate Related, First American Title Insurance Company – **The Committee recommended this course be denied due to out of date course materials.**
33. 0214027338 / 0214027339 Mortgages 101, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, FAAR
34. 0214027340 Real Estate Agency, 1 hour Real Estate Agency, Highland ACE, LLC
35. 0214027341 Fair Housing, 2 hours Fair Housing, Highland ACE, LLC

36. 0214027342 Legal Updates with Flood Content, 1 hour Legal Updates, Highland ACE, LLC
37. 0214027343 / 0214027344 Military Relocation Professional, 5 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, TRSRE
38. 0214027345 / 0214027346 Virginia Fair Housing Law Update, 2 hours Fair Housing (CE or PLE), FutureLaw II, LLC
39. 0214027347 / 0214027348 Risk Management for International Practitioners, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
40. 0214027349 Intersection of Divorce Real Estate and Mortgage, 1 hour Real Estate Related, DAAR
41. 0214027352 / 0214027353 Military Relocation Professional Certification, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRA
42. 0214027354 Real Estate Investments (On-line), 4 hours Real Estate Related, MLS Campus, Inc.
43. 0214027355 Property Valuation and Appraising (On-line), 4 hours Real Estate Related, MLS Campus, Inc.
44. 0214027356 Broker Supervision (On-line), 2 hours Broker Supervision, MLS Campus, Inc.
45. 0214027357 Broker Management (On-line), 6 hours Broker Management, MLS Campus, Inc.
46. 0214027358 Legal Updates and Ethics (On-line), 3 hours Ethics and 1 hour Legal Updates, MLS Campus, Inc.
47. 0214027359 Fair Housing, Agency Law, and Contracts (On-line), 2 hours Fair Housing, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, MLS Campus, Inc.

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

None

III. Pre-License Education Instructors

1. 0230001678 Kenneth Arthur Letner – experience and waiver (Principles and Brokerage) - **The Committee recommended this instructor be denied due to failure to provide evidence of meeting requirements.**
2. 0230001679 Tressy Louisa Bourne Moore – professional designation, and waiver (Principles) - **The Committee recommended this instructor be denied due to failure to provide evidence of meeting requirements.**
3. 0230001681 Leonard Scott Ward – experience and professional designation (Principles, Law, Finance, Brokerage, Appraisal)
4. 0230001682 Aubrey Macon Kenney III - experience and waiver (Principles) - **The Committee recommended this instructor be denied due to failure to provide evidence of meeting requirements.**

5. 0230001662 Lois Adrienne Jones – professional designation and waiver option (Appraisal, Finance, Brokerage, and Law) - **The Committee recommended this instructor be denied due to failure to provide evidence of meeting requirements.**

#### IV. Pre-License Education Courses

1. 0214027334 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Advanced School of Real Estate
2. 0214027351 45-hours Broker Real Estate Appraisal (Classroom), Innervision Realty, LLC - **The Committee recommended this course be denied due to out of date course materials.**
3. 0214027360 45-hours Broker Real Estate Finance (Classroom), Aspire Real Estate School, LLC - **The Committee recommended this course be denied due to submission of incorrect information.**
4. 0214027361 45-hours Broker Real Estate Finance (Correspondence), Aspire Real Estate School, LLC - **The Committee recommended this course be denied due to submission of incorrect information.**
5. 0214027362 45-hours Broker Real Estate Finance (On-line), Aspire Real Estate School, LLC - **The Committee recommended this course be denied due to submission of incorrect information.**

#### V. Post-License and Continuing Education Instructor Approval Applications

1. Bhavin B. Patel
2. Harrison Wesson  
**The Committee recommended this applicant for approval under the Finance category, but no more.**
3. Tyler Everette Rood  
**The Committee recommended this applicant for approval under the Finance category, but no more.**
4. Jake Matthew Adler  
**The Committee recommended this applicant for approval under the Finance category, but no more.**
5. Benjamin William Heilberg  
**The Committee recommended this applicant for approval under the Finance category, but no more.**
6. Michelle D. Smith
7. Christopher Reginald Copeland  
**The Committee recommended this applicant for approval under all requested categories except Taxes in Real Estate.**
8. Juanita Green McDowell  
**The Committee recommended this applicant for approval under the Broker Management/Agent Supervision category, but no more.**
9. Sarah Kathleen Turner

10. Vanessa Miles

**The Committee recommended this applicant for approval under the Title-Deeds category, but no more.**

11. Tanner E. Mulvihill

12. Steven Scott Kirkpatrick

13. James Johnson

14. Robert Huebner

15. Gelasia Brooke Snyder

**The Committee recommended this applicant for approval under the Finance and Other categories, but no more.**

16. Mark Stephan Mauck

17. Angela Nicole Edmondson

18. Stephanie Anne Armstrong

19. William Christopher Rapuano

**The Committee recommended this applicant be denied due to providing an incomplete application.**

20. Woody Ray Fincham

21. Jason Peter George

**The Committee recommended this applicant for approval under all requested categories except Fair Housing, Ethics and Standards of Conduct, Finance and Investment.**

22. Adorna Carroll

23. Kyle Patrick Crawford

**The Committee recommended this applicant for approval under the Fair Housing, Real Estate Law and Board Regulations, Ethics and Standards of Conduct, Agency, Contracts, Escrow, Finance, Investment, Risk Management, Broker Management/Agent Supervision, Broker Supervision Requirements, Regulatory Statutes, Business Law and Real Estate Economics categories, but no more.**

24. Janeka V. Jones

**The Committee recommended this applicant be denied due to failure to provide proof of expertise.**

25. Merouane Remmouche

26. Katherine C. Crawford

**The Committee recommended this applicant for approval under the Practicing Attorney, Escrow, Housing Legislation and Commercial Real Estate categories, but no more.**

New Business - Lili Paulk of VR made some suggestions for amendments to the course instructor application. The committee took no action.

The meeting adjourned at 4:05 p.m.