

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

March 15, 2023, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
 1. Mr. Dan Kern, Virginia Housing- for Ms. Houchin's & Ms. Pinkney's CE/PLE denial to teach the finance category (Exhibit 1)
 2. Tony Remmouche MLS Campus – course denied November 2022 and January 2023 (0214027855)
- IV. Discussion Items
 1. Please review Ms. Crumley paper application for review.
 - 2.
- V. Proprietary School Applications
 1. 0211001344 – Charles Huang PLLC, Alexandria, VA
Contact Person: Charles Huang
 2. 0211001345 – Finance of America Reverse, LLC. dba: FAR, Tulsa, OK
Contact Person: Christina Danish
 3. 0211001347 – VisitAble. LLC, Fairfax, VA. Contact Person: Josef Jamison
 4. 0211001346 – Garcia Hall Group, LLC, dba: Advantage Academy, Ashland, VA Contact Person: Jimmy Garcia
 5. 0211001348 - Blue Ribbon School of Real Estate, LLC, Martinsburg, VA
Contact Person: Tracy Adams
 6. 0211001348 – Westcor Land Title Insurance Company, Denver CO
Contact Person: Bettina Arthur
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 1. 0214028152 / 0214028153 - Credit Essentials, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
 2. 0214028154 - Rent Back Agreements & Early Possession, 1-hour Real Estate Contracts, Hunter Hanger & Associates, P.C.

3. 0214028155 - Current Industry & Trends; Re Finance, 2 hours Real Estate-Related Finance, New Millennium University (**Change course name**)
4. 0214028156 – Real Estate Risk Management, 3 hours Risk Management, New Millennium University
5. 0214028157 – Real Estate Law & Board Regulations, 6 hours Real Estate Law & Board Regulations, New Millennium University
6. 0214028158 – How to Survive a Home Inspection, 1-hour Real Estate Contracts, and 1-hour Real Estate Related, Action Real Estate, LLC
7. 0214028159 - Real Estate CE Day 1 - Morning Session, 3 hours Ethics and Standards of Conduct, and 1-hour Real Estate Agency, Action Real Estate, LLC
8. 0214028160 - Real Estate CE Day 2 - Afternoon Session, 4 hours Real Estate Related, Action Real Estate, LLC
9. 0214028161 – 2022 From Contract till Closing, 1-hour Legal Updates, 1-hour Real Estate Contracts, and 1 hour Real-Estate Related, Action Real Estate, LLC
10. 0214028167 – Working with Sellers as Standard Agent, 2 hours Real Estate Related, Action Real Estate, LLC
11. 0214028168 – Working with Sellers as A Standard Agent in VA – Part 2 – Getting it Sold, 1-hour Real Estate Contracts, and 1-hour Real Estate Related, Action Real Estate, LLC
12. 0214028169 - 2022 Understanding the CVRMLS Purchase Agreement, 1-hour Real Estate Contracts, and 1-hour Real Estate Related, Action Real Estate, LLC
13. 0214028170 - Real Estate CE Day 1 - Afternoon Session, 1-hour Legal Updates, 1-hour Real Estate Contracts, and 2 hours Real Estate Related, Action Real Estate, LLC
14. 0214028171 – 2022 Real Estate CE Day 2 – Morning Session, 2 hours Fair Housing, 1-hour Legal Updates, and 1-hour Real Estate Related, Action Real Estate, LLC
15. 0214028172 – 2023 NVAR Contract, 2 hours Real Estate Contract, Champion University
16. 0214028173 – NVAR’s July 2022 Sales Contract, 2 hours Real Estate Related, Capital Area Title, LLC
17. 0214028174 - NVAR’s July 2022 Sales Contract – Part 1, 1-hour Real Estate Related, Capital Area Title, LLC
18. 0214028175 - NVAR’s July 2022 Sales Contract – Part 2, 1-hour Real Estate Related, Capital Area Title, LLC
19. 0214028178 / 0214028179 - PM 107: It's Over When It's Over, 1-hour Real Estate Contracts and 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
20. 0214028180 – NVAR Broker Risk and Liability, 2 hours Broker Management, NVAR
21. 0214028181 / 0214028182 – Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, Cindy Bishop Worldwide

22. 0214028183 - Why Does It Matter Who I Represent (On-line), 3 hours Real Estate Agency, Systems Effect, LLC
23. 0214028184 / 0214028185 – Senior Real Estate Specialist, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR Academy
24. 0214028186 / 0214028187 – Contract Writing, 6 hours Real Estate Contracts or 6 hours Contract Writing, Peninsula Real Estate School
25. 0214028188 – What Is Title Insurance? 1-hour Real Estate Related, FNTIC
26. 0214028190 / 0214028191 – Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, Peninsula Real Estate School
27. 0214028200 – Local Government and VR Legislative Agenda, 1-hour Legal Updates, Liz Moore University, LLC
28. 0214028201 / 0214028202 – Contracts 101, 6 hours Real Estate Contracts or 6 hours Contract Writing, Liz Moore University, LLC
29. 0214028204 – Bankruptcy Basics, 1-hour Real Estate Related, FNTIC
30. 0214028205 - Decedent Estates & Transfer Death Deeds, 1-hour Real Estate Related, FNTIC
31. 0214028206 - Recent Trends in Real Estate Fraud, 1-hour Real Estate Related, FNTIC
32. 0214028223 – Ethics, 3 hours Ethics and Standards of Conduct, PenFed Realty
33. 0214028225 – Credit Essentials, 2 hours Real Estate Related, HRRRA
34. 0214028226 - Lien on Me: Mechanics' Lien Coverage in VA, 1-hour Real Estate Related, FNTIC
35. 0214028235 / 0214028236 – Sewer Inspection, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, SVAR
36. 0214028237 - Virginia Post-Licensing: Contract Writing V4.0 (On-line), 6 hours Contract Writing, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
37. 0214028257 / 0214028258 – Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, CAAR
38. 0214028259 / 0214028260 - What Is an Appraisal, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CAAR
39. 0214028261 / 0214028262 – Contracts and Legislative Updates, 1-hour Legal Updates and 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR
40. 0214028264 – Fair Housing, 2 hours Fair Housing, Titan Title, LLC
41. 0214028266 - Navigating Co-op(eration), 2 hours Broker Management, VAR
42. 0214028267 – Broker Social Media Challenges, 1 hour Broker Management, VAR
43. 0214028268 - Broker Updates, Trends & Resources, 2 hours Legal Updates, VAR
44. 0214028275 -Advanced Residential Finance, 4 hours Real Estate Related, NVAR

45. 0214028278 – Owners Title for Commercial Transactions, 1-hour Real Estate Related, Safe Harbor Title Company
46. 0214028279 - Broker Update, Trends, and Resources, 2 hours Broker Management, VAR
47. 0214028280 - Advertising for Brokers, 2 hours Broker Management, VAR
48. 0214028281 -Broker Management Nuts & Bolts, 1 hour Broker Management, VAR
49. 0214028282 - Advertising for Brokers, 2 hours Legal Updates, VAR
50. 0214028285 - Effective Training Techniques for Brokers, 1 hour Broker Management, VAR
51. 0214028286 / 0214028287 – Marketing the Listing, 1-hour Real Estate Related, or 2 hours Current Industry Issues and Trends, RAR
52. 0214028288 - Disability Inclusion-FHA and Beyond, 1-hour Real Estate Related, CVSRE
53. 0214028290 / 0214028291 - Reviewing an Appraisal, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CVSRE
54. 0214028292 – Virginia’s Agency Law, 1-hour Real Estate Agency, and 2 hours Real Estate Related, Ann Palmateer Real Estate School, LLC
55. 0214028293 - First-Time Homebuyer Financing, 1-hour Real Estate Related, NVAR
56. 0214028294 - Understanding the Pre-Approval Process, 1-hour Real Estate Related, NVAR
57. 0214028295 – FHA Mortgages, 1-hour Real Estate Related, NVAR
58. 0214028297 – Constructing Real Estate Agreements, 1-hour Real Estate Contracts, and 2 hours Real Estate Related, Ann Palmateer Real Estate School, LLC
59. 0214028298 / 0214028299 – What’s in the REIN offer to Purchase Agreement? 1-hour Real Estate Contracts, and 5 hours Real Estate Related or 6 hours Contract Writing, Ann Palmateer Real Estate School, LLC
60. 0214028302 – VA Current Industry Issues and Trends, 2 hours Current Industry Issues and Trends, Henderson Professional Development Seminars
61. 0214028303 – VA Real Estate Law and Board Regulations, 6 hours VA Real Estate Law and Board Regulations, HPDS
62. 0214028304 - RI 507: Ethics and Professional Responsibility, 3 hours Ethics and Standards of Conduct (PLE), VAR
63. 0214028305 / 0214028306 - RI 507: Ethics and Professional Responsibility, 2 hours Fair Housing, 3 hours Ethics, and 1-hour Real Estate Related or 2 hours Fair Housing, VAR
64. 0214028307 - 2023 Economic and Real Estate Market Outlook, 1-hour Real Estate Related, VAR
65. 0214028308 – Mock Settlement, 1-hour Real Estate Related, Highland ACE, LLC
66. 0214028309 - Understanding the Differences Between Hoarding v Chronic Disorganization, 2 hours Real Estate Related, NVAR

67. 0214028310 / 0214028311 – High Performing Homes, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
68. 0214028312 / 0214028313 – Solar for Real Estate Agents, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
69. 0214028315 / 0214028316 - Big Tent Diversity, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, DAAR
70. 0214028317 / 0214028318 – Disclosed to Closed, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR Academy
71. 0214028321- VA Loans for New and Experienced Realtors, 1-hour Real Estate Related, Hampton Roads Realtors Association
72. 0214028322 / 0214028323 – Update on Legislation & Property Management Issues, 3 hours Legal Updates or 2 hours Current Industry Issues and Trends, FutureLaw Real Estate School, LLC
73. 0214028324 – Real Estate Closings and Disabilities, 1-hour Real Estate Contracts, FATICO
74. 0214028325 – Fair Housing, 2 hours Fair Housing, and 1-hour Real Estate Related, Ann Palmateer Real Estate School
75. 0214028326 / 0214028327 – VA Agency Law, 3 hours Real Estate Agency or 3 hours VA Agency Law, HPDS
76. 0214028328 / 0214028329 – VA Ethics and Standards of Conduct, 3 hours Ethics (CE/PLE), HPDS
77. 0214028330 – Sales and Marketing 101 for Real Estate Professionals. 8 hours Real Estate Related, HPDS
78. 0214028331 - The Insider's Guide to Commercial Real Estate, 8 hours Real Estate Related, HPDS
79. 0214028332 - Broker Supervision & Management of Real Estate Agents, 6 hours Broker Management and 2 hours Broker Supervision, HPDS
80. 0214028333 – Residential Leasing (On-line), 4 hours Real Estate Related, 4ICE.COM
81. 0214028334 – Commercial Leasing (On-line), 4 hours Real Estate Related, 4ICE.COM
82. 0214028335 – Real Estate Legal Issues (On-line), 3 hours Real Estate Related, 4ICE.COM
83. 0214028336 – VA Agency, Legal Update & Contracts (On-line), 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, 4ICE.COM
84. 0214028337 – Ethics (On-line), 3 hours Ethics and Standards of Conduct, 4ICE.COM
85. 0214028338 – Green Matters and the Environment (On-line), 4 hours Real Estate Related, 4ICE.COM
86. 0214028339 – Disclosure (On-line), 4 hours Real Estate Related, 4ICE.COM
87. 0214028340 – Fair Housing (On-line), 2 hours Fair Housing, and 1-hour Real Estate Related, 4ICE.COM
88. 0214028343 – Fundamentals of CRE Negotiation, 6 hours Real Estate Related, Knowledge Masters, LLC

- 89. 0214028344 – Introduction to Well Mechanics, 1-hour Real Estate Related, GCAAR
- 90. 0214028345 - Guide to Indoor Air Quality: Radon, 1-hour Real Estate Related, GCAAR
- 91. 0214028346 - Mold, Everything You've Never Been Taught, 3 hours Real Estate Related, GCAAR
- 92. 0214028347 - Mold, Everything You've Never Been Taught, 1-hour Real Estate Related, GCAAR
- 93. 0214028348 – Guide to Indoor Air Quality: Radon, 1-hour Real Estate Related, GCAAR
- 94. 0214028349 – Introduction to Well Mechanics, 1-hour Real Estate Related, GCAAR
- 95. 0214028350 / 0214028351 – Mortgage Assumptions 2023, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Institute of Continuing Education
- 96. 0214028352 – 1031 Exchange Basics, 1-hour Real Estate Related, Institute of Continuing Education

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

- 1. 0214028166 – Unlock Purchasing Power-In Reverse, 2 hours Real Estate Related, FAR
- 2. 0214028269 - Disability Inclusion_ FHA & Beyond, 1-hour Real Estate Related, VisitAble, LLC
- 3. 0214028270 - Disability Inclusion_ FHA & Beyond (On-line), 1-hour Real Estate Related, VisitAble, LLC
- 4. 0214028341 – ABC of Deeds, 1-hour Real Estate Related, Charles Huang PLLC
- 5. 0214028342 – Reviewing ALTA Statements & CDs, 1-hour Real Estate Related, Charles Huang, PLLC

VII. Pre-License Education Instructors

- 1. 0230001710 – Cherish Renetta Avallone – Experience and Professional Designation (Principles)
- 2. 0230001698 – Kayli Michels – Education and Professional Designation (Principles) 2nd **submission**
- 3. 0230001711 – Jason Groah – Professional Designation and Waiver (Principles)
- 4. 0230001712 - Amanda Elrod – Experience and Professional Designation (Principles)
- 5. 0230001713 – Tracy Adams – Experience and Waiver (Principles)
- 6. 0230001714 – Victoria Lynn Bailey – Professional Designation and Waiver (Principles)

VIII. Pre-License Education Courses

1. 0214028234 – 45 hours Broker Real Estate Brokerage (Classroom), RAR
2. 0214028238 – 60 hours Salesperson Principles and Practices of Real Estate (On-line), Innervision Realty
3. 0214028271 – 45 hours Broker Real Estate Appraisal (Classroom), Innervision Realty
4. 0214028256 – 45 hours Broker Real Estate Law (Correspondence), Moseley Real Estate School
5. 0214028272 – 45 hours Broker Real Estate Brokerage (Correspondence), Moseley Real Estate School
6. 0214028273 – 45 hours Broker Real Estate Property Law (Correspondence), Moseley Real Estate School
7. 0214028274 – 45 hours Broker Real Estate Finance (Correspondence), Moseley Real Estate School
8. 0214028353 – 60 hours Salesperson Principles and Practices of Real Estate (Classroom), AllAccess Real Estate and Consulting
9. 0214028354 – 45 hours Broker Real Estate Brokerage (Classroom), RAR

IX. Post-License and Continuing Education Instructor Approval Applications

1. Carol Lynn Sondrini
2. Heidi Autumn Marine
3. Lisa Sivori Mitchell
4. Marcus B Simon
5. Todd Edward Condron
6. Michael Aharoni
7. Evan Lee Womble
8. Shannon Marie Blatt
9. Rebecca C. Morgan
10. Paula Sue Caplinger
11. Robert Eugene Baker
12. Michael Lee Chang
13. Frank Edward Butler, IV
14. Kristin Olbert
15. Cynthia Ann Nahorney
16. Michelle Le Statz
17. Jerry C. Booth, Jr.
18. Bryce Thorpe Morrison
19. William Allen Bristow
20. Sandra Elizabeth Raynor
21. Graham Crawford Daniels
22. Josef David Jamison
23. Cory Paradis
24. Martin Erwin Turk

25. Maura Neill
26. Byron Albert Smith
27. Woody Ray Fincham – asking for a new category
28. Pamela Brookstein
29. Jolene Knoll Moore
30. Jeffrey Scott Anderson
31. Louis Todd Caplan
32. Timothy J. Fitzwilliams
33. Frederick Napolitano
34. Kevin Michael Barnaba
35. Eric K. Garrett
36. Sasha Farmer Tripp

X. New Business

XI. Adjourn