

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING DRAFT AGENDA

Wednesday, January 21, 2026 – 12:00 P.M.

2nd Floor—Board Room 2

Department of Professional and Occupational Regulation

9960 Mayland Drive

Richmond, VA 23233

- I. Call to Order
 - a. Emergency Egress
 - b. Determination of Quorum
- II. Approval of Agenda
- III. Public Comment ***FIVE MINUTE PUBLIC COMMENT, PER PERSON***
- IV. Discussion Items
 - 1. Should there be maximum credit hours an education provider can request?
- V. Proprietary School Applications
 - 1. 0211001413 - New River Real Estate Academy LLC. Newport, VA
Contact Person: Megan Roschelli
 - 2. 0211001414 - Real Estate Institute of Training, Upper Marlboro, MD
Contact Person: Daniel Mushala
 - 3. 0211001415 – PrimeKeys, LLC. Arlington, VA
Contact Person: Charles Wilson
 - 4. 0211001416 – Momba Properties. LLC. Midlothian, VA.
Contact Person: Carmen Gulliksen
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 - 1. 0214031208 -Agency for Property Managers, 1-hour Broker Management, VAR
 - 2. 0214031209 / 0214031210 - Scams: Red Flags to Green Lights, 1-hour Legal Updates or 2 hours Current Industry Issues and Trends, VAR
 - 3. 0214031211 – Assumptions, 1-hour Real Estate Related, Titan Title, LLC.
 - 4. 0214031213 - Land Development: Finding, Funding & Finishing Online Video Course V1.0 (On-line), 2 hours Real Estate Related. Dearborn Financial Publishing, Inc.

5. 0214031214 - Introduction to Risk Management V1.0 (On-line), 5 hours Real Estate Related. Dearborn Financial Publishing, Inc.
6. 0214031215 - Realtor Math: Prorations & Calculations, 1-hour Real Estate Related, Institute of Continuing Education
7. 0214031216 - Top Contract Mistakes and How to Avoid Them, 2 hours Real Estate Contracts, Institute of Continuing Education
8. 0214031217 / 0214031218 - Risk Management for Technology, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, TRSRE
9. 0214031219 - Risk Management for Technology, 2 hours Broker Management, TRSRE
10. 0214031220 / 0214031221 - Military Relocation Professional - MRP 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, TRSRE
11. 0214031222 / 0214031223 - At Home with Diversity AHWD, 2 hours Fair Housing and 4 hours Real Estate Related or 2 hours Fair Housing (PLE), TRSRE
12. 0214031224 – Plumbing Systems, 1-hour Real Estate Related, Pillar to Post
13. 0214031225 - Air Conditioning for Older Homes, 1-hour Real Estate Related, Pillar to Post
14. 0214031226 - Electrical Service Size, 1-hour Real Estate Related, Pillar to Post
15. 0214031227 -Flat Roof Systems, 1-hour Real Estate Related, Pillar to Post
16. 0214031228 - Identifying Furnace Deficiencies, 1-hour Real Estate Related, Pillar to Post
17. 0214031229 - Identifying Structural Deficiencies, 1-hour Real Estate Related, Pillar to Post
18. 0214031230 - Preparing for the Unexpected, 1-hour Real Estate Related, Pillar to Post
19. 0214031231 – Spotlight on Decks, 1-hour Real Estate Related, Pillar to Post
20. 0214031232 - Fair Housing: It's Just Good Business (On-line), 2 hours Fair Housing and 2 hours Real Estate Related, WebCE, Inc.
21. 0214031233 - Flood Insurance 2.0 (On-line), 2 hours Real Estate Related, WebCE, Inc.
22. 0214031234 - Avoiding Costly Mistakes in Your Real Estate Career (On-line), 4 hours Real Estate Related, WebCE, Inc.
23. 0214031235 - Commercial Real Estate Investing (On-line), 4 hours Real Estate Related, WebCE, Inc.
24. 0214031236 - Cultural Competency for Real Estate Professionals (On-line), 2 hours Real Estate Related, WebCE, Inc.
25. 0214031237 - Helping Buyers with New Construction, 3 hours Real Estate Related, Montague Miller Academy

26. 0214031238 – 0214031239 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, Montague Miller Academy
27. 0214031240 – 0214031241 - Escrow Requirements in Virginia, 3 hours Real Estate Related or 3 hours Escrow Requirements, Montague Miller Academy
28. 0214031242 – 0214031243 - Fair Housing, 3 hours Fair Housing, 2 hours Fair Housing (PLE), Montague Miller Academy
29. 0214031247 -Real Estate Evolution: Trends and Transformations (On-line), 5 hours Real Estate Related, Dearborn Real Estate **(5 hours Real Estate?)**
30. 0214031256 - Fundamentals of Real Estate Investment, 3 hours Real Estate Related, Montague Miller Real Estate Academy
31. 0214031261 – 0214031262 - RI 501-Agency in Virginia, 2 hours Real Estate Agency and 4 hours Real Estate Related or 3 hours Virginia Agency Law, VAR
32. 0214031263 – 0214031264 - RI 502-Sales Contracts, 2 hours Real Estate Contracts and 4 hours Real Estate Related or 6 hours Contract Writing, VAR
33. 0214031265 – 0214031266 - RI 504-Working with Buyers, 6 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
34. 0214031267 - Economic & Real Estate Market Outlook, 1-hour Real Estate Related, VAR
35. 0214031268 - Virginia Economy & Rental Housing Market, 1-hour Real Estate Related, VAR
36. 0214031269 - Broker FAQs Legal Scenarios for Brokers, 2 hours Broker Management, VAR
37. 0214031270 - Broker FAQs Legal Scenarios for Brokers, 2 hours Legal Updates, VAR
38. 0214031271 - Level Up Agent Training, 2 hours Broker Management, VAR
39. 0214031272 – 0214031273 - License to Post: Clickbait or Violation? 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
40. 0214031274 - Strategic Management, 2 hours Broker Management, VAR
41. 0214031279 - Corporate Entities and Real Estate, 1-hour Real Estate Related, Hunter Hanger and Asso.
42. 0214031280 - Estate Issues in Real Estate Transactions, 1-hour Real Estate Related, Hunter Hanger and Asso.
43. 0214030993 - Listing Your Luxury Property, 2 hours Real Estate Related, Preferred Systems, Inc. **(deficient from the last Board meeting course does not protect the health, welfare and safety of the public).**
44. 0214031038 - Homes Staging by the Book, 2 hours Real Estate Related, Preferred Systems, Inc. **(deficient from the last Board meeting course does not protect the health, welfare and safety of the public).**
45. 0214031299 - FINCEN for the Real Estate Professional, 1-hour Real Estate Related, FNTIC

46. 0214031300 - Appraisal Policies, Practices & more, 2 hours Real Estate Related, LFIRE
47. 0214030301 – 0214030302 – Buyers by Generation, 3 hours Real Estate Related or 2-hour Current Industry Issues and Trends, Granite Street Training, LLC.
48. 0214030303 – 0214030304 - Planning and Zoning Resource, 3 hours Real Estate Related or 2-hour Current Industry Issues and Trends, Granite Street Training, LLC.
49. 0214030305 – 0214030306 - Introduction to Commercial Real Estate, 2 hours Real Estate Related or 2-hour Current Industry Issues and Trends, Granite Street Training, LLC.
50. 0214031307 – 0214031308 – Code of Ethics, 3 hours Ethics and Standards of Conduct or 3 hours Ethics and Standards of Conduct, Blue Ridge Real Estate School
51. 0214031314 – Antitrust in Real Estate, 1-hour Real Estate Related, Chesapeake Bay & Rivers School of Real Estate
52. 0214031316 – 0214031317 – New Home Construction & Buyer Agency, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Granite Street Training, LLC.
53. 0214031318 – 0214031319 - Short Sale and Foreclosure Resource, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Granite Street Training, LLC.
54. 0214031320 – 0214031321 - Home Finance Resource, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Granite Street Training, LLC.
55. 0214031322 – VA Real Estate Agency (Online), 2 hours Real Estate Agency, Tristar Academy Inc.
56. 0214031323 – – VA Real Estate Agency (Virtual Classroom), 2 hours Real Estate Agency, Tristar Academy Inc. **(same course as # 55)**
57. 0214031324 - Real Estate Contracts (Virtual Classroom), 2 hours Real Estate Contracts, Tristar Academy Inc.
58. 0214031325 - Real Estate Contracts (Online), 2 hours Real Estate Contracts, Tristar Academy Inc. **(same course as # 57)**
59. 0214031326 - Virginia Real Estate Housing (On-line), 2 hours Fair Housing, Tristar Academy Inc.
60. 0214031327 - Virginia Real Estate Housing (Virtual Classroom), 2 hours Fair Housing, Tristar Academy Inc. **(same course as # 59)**
61. 0214031328 - Legal Updates and Emerging Trends (Online), 2 hours Legal Updates, Tristar Academy Inc.
62. 0214031329 - Legal Updates and Emerging Trends (Virtual Classroom), 2 hours Legal Updates, Tristar Academy Inc. **(same course as # 61)**
63. 0214031330 - Ethics and Standards of Conduct (Virtual Classroom), 3 hours Ethics and Standards of Conduct, Tristar Academy Inc.
64. 0214031331 - Ethics and Standards of Conduct (Online), 3 hours Ethics and Standards of Conduct, Tristar Academy Inc. **(same course as # 63)**

- 65.0214031123 - Escrows And Protecting Other People's Money, 3 hours Escrow Requirements, NVAR (**deficient from the last Board meeting**)
- 66.0214031332 – 0214031333 - Legal Updates with Flood, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, Blue Ridge Real Estate School
- 67.0214031334 – 0214031335 - Real Estate Agency, 2 hours Real Estate Agency or 3 hours VA Agency Law, Blue Ridge Real Estate School
- 68.0214031336 – 0214031337 – Fair Housing, 2 hours Fair Housing (CE or PLE), Blue Ridge Real Estate School
- 69.0214031338 – 0214031339 – Contracts, 2 hours Real Estate Contracts or 6 hours Contract Writing, Blue Ridge Real Estate School
- 70.0214030930 - Representing Landlord and Tenant Clients, 2 hours Real Estate Related, Ron Piper Consulting LLC.
- 71.0214030982 – 0214030983 - Money Matters: Keeping Escrow Funds Safe, 3 hours Real Estate Related or 3 hours Escrow Requirements, PWAR (**deficient from the last Board meeting**).
- 72.0214031340 - Core Mortgage Docs "The Paper Trail", 1-hour Real Estate Related, WAAR
- 73.0214031342 - Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, NVAR
- 74.0214031343 - Legal Updates. 2 hours Legal Updates, NVAR
- 75.0214031344 – 0214031345 – Virginia Fair Housing Law, 3 hours Fair Housing or 2 hours Fair Housing, County of Loudoun Fair Housing School
- 76.0214031346 - Broker Office Policy Workshop, 4 hours Broker Management, RAR
- 77.0214031347 - Broker Office Policy Workshop, 2 hours Broker Management and 2 hours Broker Supervision, RAR
- 78.0214031350 – 0214031351 – NAR Code of Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), William E Wood
- 79.0214031352 – 0214031353 - Fair Housing Law, Civil Rights Act & ADA, 2 hours Fair Housing and 1-hour Real Estate Related or 2 hours Fair Housing (PLE), William E Wood
- 80.0214031354 - Broker Management (On-line), 6 hours Broker Management, MLS Campus Inc.
- 81.0214031355 - Broker Supervision (On-line), 2 hours Broker Supervision, MLS Campus Inc.
- 82.0214031356 - Property Valuation and Appraising (On-line), 5 hours Real Estate Related, MLS Campus Inc.
- 83.0214031357 - Fair Housing, Agency Law and Contracts (On-line), 2 hours Fair Housing, 2 hours Real Estate Agency, and 2 hours Real Estate Contracts, MLS Campus Inc.
- 84.0214031358 – 0214031359 - Fair Housing Compliant AI Advertising and Listing, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Granite Street Training
- 85.0214031362 - Risk Reduction for Managing Brokers, 2 hours Broker Management, LFIRE

- 86.0214031367 - Real Forestry for Real Estate Beyond Basics, 2 hours Real Estate Related, Virginia Tech
- 87.0214031368 - Real Estate Contract Part 1, 1-hour Real Estate Related, Old Republic National Title Insurance Company
- 88.0214031369 - Residential Contracts: Part 2, 1-hour Real Estate Contracts, Old Republic National Title Insurance Company
- 89.0214031370 – Fair Housing, 2 hours Fair Housing, NVAR
- 90.0214031371 – Real Estate Contracts, 2 hours Real Estate Contracts, NVAR
- 91.0214031372 – Real Estate Agency, 2 hours Real Estate Agency, NVAR
- 92.0214031015 - Virginia Post Real Estate Laws and Board Regulations (Online), 6 hours Real Estate Law and Board Regulations, Colibri Real Estate, LLC. **(deficient from the last Board meeting)**
- 93.0214030754 - Mitigating Broker Risk, 2 hours Broker Management, CAAR **(deficient from the last Board meeting)**
- 94.0214030752 - Brokerage Operations and Efficiency, 2 hours Broker Management, CAAR **(deficient from the last Board meeting)**
- 95.0214031133 – Legal Updates with Flood Content, 2 hours Legal Updates, Guardian Title & Escrow, LC **(deficient from the last Board meeting)**
- 96.0214031377 – 0214031378 - Closing Time: Contracts Made Simple, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, VAR
- 97.0214031379 - Agency: A Complicated Relationship, 1-hour Real Estate Agency, VAR
- 98.0214031380 – 0214031381 - Know the Law, Limit the Risk, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
- 99.0214031382 - The Errors Tour: Real Estate Edition, 5 hours Real Estate Related, Dearborn Financial Publishing, Inc. dba REcampus.com

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

- 1.

VII. Pre-License Education Instructors

- 1. 0230001770 – Rachel Cheng – Experience and Professional Designation (Principles, Finance, Brokerage and Law)
- 2. 0230001771 - Peggy Lynch – Professional Designation and Waiver (Real Estate Finance)

VIII. Pre-License Education Courses

- 1. 0214031207 – 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Professional Land Sales, LLC.

2. 0214031212 – 45 hours Broker Real Estate Appraisal (Classroom), Blue Ridge Real Estate School
3. 0214031246 - 60 hours Salesperson Principles and Practices of Real Estate (Classroom), Weichert Co of Maryland Inc.
4. 0214031363 - 60 hours Salesperson Principles and Practices of Real Estate (Classroom), LFIRE
5. 0214031366 – 15 hours Salesperson VA Law (Classroom), LFIRE

IX. Post-License and Continuing Education Instructor Approval Applications

1. Penny Aylene Glenn
2. Richard Calderon
3. David Ray Robertson – **Previously approved for Practicing Attorney category, Agency Law, Contracts, Escrow, Title and Current Industry Issues and Trends.**
In the new application requesting Ethics.
4. Jina Kathleen Myers
5. Brittany Rose Shutts
6. Peter Michael LaRock
7. Robert John Ulmer
8. William Anthony O’Connell
9. Melissa L.C. Johnson
10. Margaret Juanita Everton – **Previously approved for Fair Housing, Real Estate Law and Regulations, Ethics, Agency Law, Contacts, Finance, Title, Current Industry Issues and trends, Risk Management, Broker Management, Broker Supervision, and Regulatory Statutes.**
In the new application requesting Escrow Requirements
11. Valerie Ross Triplett
12. **Susan Leigh Swink – previously approved for practicing attorney.**
13. Sharron Diana Kennovin
14. Nicole Elizabeth Marucci
15. Carmen Gulliksen

X. New Business

XI. Adjourn

NEXT MEETING SCHEDULED FOR WEDNESDAY, MARCH 11, 2026

Persons desiring to participate in the meeting and requiring special accommodations or interpretative services should contact the Department at (804) 367-0362 at least ten days prior to the meeting so that suitable arrangements can be made for an appropriate accommodation. The Department fully complies with the Americans with Disabilities Act.

* Agenda materials made available to the public do not include disciplinary case files or application files pursuant to §54.1-108 of the *Code of Virginia*.

**5-minute public comment, per person, on those items not included on the agenda with the exception of any open disciplinary files. No other public comment will be accepted by the Board during the meeting.