

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING DRAFT AGENDA**

Wednesday, March 11, 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

- V. Proprietary School Applications
 - 1. 0211001418 – Red Rock Title & Settlements, LLC. Fredericksburg, VA
Contact Person: Nicole Marucci
 - 2. 0211001417 – Maple Avenue Home loans, LLC. McLean, VA
Contact Person: Patrick Cunningham
 - 3. 0211001419 – Close It! Title Services Inc., Chevy Chase, MD
dba: Federal Title & Escrow Company
Contact Person: Jessica Youngs
 - 4. 0211001421 – AC Realty LLC. Tappahannock, VA.
Contact Person: Angela Carter

- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 - 1. 0214031383 - Ethics in the Age of Disruption (Online), 3 hours Ethics and Standards of Conduct, McKissock, LLC.
 - 2. 0214031384 - May the Code Be with You (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC.
 - 3. 0214031385 - Ethics in the Age of Disruption (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC.
 - 4. 0214031390 – 0214031391 – ePRO, 5 hours of Real Estate Related or 2 hours Current Industry Issues and Trends, Four Pillars Education Inc.
 - 5. 0214028267 - Broker Social Media Challenges, 1 hour Broker Management, VAR
 - 6. 0214028282 - Advertising for Brokers, 2 hours Legal Updates, VAR
 - 7. 0214028280 - Advertising for Brokers, 2 hours Broker Management, VAR

8. 0214031400 – 0214031401 - Home Inspections for Realtors, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
9. 0214031403 - Meeting the Buyer's Goals, 3 hours Real Estate Related, Montague Miller
10. 0214031404 - Property Management Essentials and Legal Foundations (On-line), 2 hours Real Estate Related, McKissock, LP.
11. 0214030858 - Virginia Post Licensing Package, 2 hours Fair Housing, 6 hours Real Estate Law and Boards Regulations, 3 hours Ethics, 6 hours Contract Writing, 2 hours Current industry Issues and Trends, 3 hours VA Agency Law, 3 hours Risk Management, 3 hours Escrow Requirements, and 2 hours Real Estate-Related Finance, Kirks Institute
12. 0214031405 - Agency for Property Managers, 1-hour Real Estate Agency, VAR
13. 0214031407 - Title Search Basics, 1-hour Real Estate Related, FNTIC
14. 0214031420 – Foreclosures, 1-hour Real Estate Related, Titan Title
15. 0214031421 - Agency for Property Managers, 2 hours Real Estate Agency, VAR
16. 0214031422 - Agency for Property Managers, 2 hours Broker Management, VAR
17. 0214031423 – 0214031424 - Virginia Agency Law, 2 hours Real Estate Agency and 1-hour Real Estate Related or 3 hours Virginia Agency Law, HRRRA
18. 0214031425 - Realtor Safety & Situational Awareness, 2 hours Real Estate Related, Momba Promotions, LLC.
19. 0214031427 – 0214031428 - 021403129 – Fair Housing (Classroom, Online, Correspondence), 2 hours Fair Housing, Aspire Real Estate School, LLC.
20. 0214031439 - Tax Planning for Real Estate Professionals, 1-hour Real Estate Related, HRRRA
21. 0214031440 - Understanding Fireplaces and Chimneys, 1-hour Real Estate Related, HRRRA
22. 0214031441 - Understanding Fireplaces and Chimneys, 2-hour Real Estate Related, HRRRA
23. 0214031449 – Deconstructing the NVAR Standard Real Estate Contract, 2 hours Real Estate Contract, Institute of Continuing Education, LC.
24. 0214031451 - Broker Supervision Requirements, 2 hours Broker Supervision, Peninsula Real Estate School
25. 0214031452 – Broker Management, 6 hours Broker Management, Peninsula Real Estate School
26. 0214031453 – 0214031454 -AI Powered RE Professional, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
27. 0214031455 - Managing AI Related Fraud Risks, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
28. 0214031456 - The Basics of Homeowners Insurance: For Real Estate Professionals, 1-hour Real Estate Related, Preferred System

- 29.0214031480 - Advanced Homeowners Insurance: For Real Estate Professionals, 3 hours Real Estate Related, Preferred System
- 30.0214031481 - Flood Insurance for Real Estate Professionals, 2 hours Real Estate Related, Preferred System
- 31.0214031482 - Condominium and Co-op Insurance: For Real Estate Agents, 1-hour Real Estate Related, Preferred System
- 32.0214031483 - Income Properties and Insurance for Real Estate Agents, 1-hour Real Estate Related, Preferred System
33. 0214031484 - Risk Management for Real Estate Professionals, 2 hours Real Estate Related, Preferred System
- 34.0214031488 - Demographic Shifts & VA Housing Needs, 1-hour Real Estate Related, VAR
- 35.0214031509 – 0214031510 – Real Estate Finance, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, New Millennium University
- 36.0214031511 – 0214031512 - Home Inspection Environmental Hazards, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection
- 37.0214031513 – 0214031514 - Home Inspection Anatomy of a House, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection
- 38.0214031515 - Managing the Modern Brokerage, 2 hours Broker Management, VAR
- 39.0214031516 - Mastering Agency Law, 2 hours Real Estate Agency, VAR
- 40.0214031517 - Housing Market Stats 101, 1-hour Real Estate Related, VAR
- 41.0214031521 - Duties of a Supervising Broker (On-line), 2 hours Broker Supervision, VAR
- 42.0214031524 – 0214031525 - Real Estate Auctions, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR (**does it protect the HWS of the public?**)
- 43.0214031526 – 0214031527 - Environmental Impacts and Mitigation, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
- 44.0214031528 - Prompting With a Purpose, 1-hour Real Estate Related, Liz Moore University, LLC.
- 45.0214031529 - Intro to AI and Real Estate, 1-hour Real Estate Related, Liz Moore University, LLC.
- 46.0214031530 – 0214031531 - Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, New Millennium University
- 47.0214031532 – 0214031533 - Real Estate Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, New Millennium University
- 48.0214031534 - Purchase And Sales Contracts Course - Part 1, 3 hours Real Estate Related, BTVAR
- 49.0214031535 – 0214031536 – Agency, 2 hours Real Estate Agency, 1-hour Real Estate Related or 3 hours Agency Law, LFIRE

50. 0214031539 – Current Industry Issues and Trends (On-line), 2 hours
Current Industry Issues and Trends, MLS Campus Inc.
51. 0214031540 - Fair Housing, ADA and Civil Rights (On-line), 2 hours Fair
Housing, MLS Campus Inc.
52. 0214031541 - Real Estate Ethics (On-line), 3 hours Ethics and Standards
of Conduct, MLS Campus, Inc.
53. 0214031542 - Real Estate Finance (On-line), 2 hours Real Estate-
Related Finance, MLS Campus, Inc.
54. 0214031543 - Risk Management (On-line), 3 hours Risk Management,
MLS Campus, Inc.
55. 0214031544 - Escrow Requirements (On-line), 3 hours Escrow
Requirements, MLS Campus, Inc.
56. 0214031546 - Virginia Post License Agency Law (On-line), 3 hours VA
Agency Law, MLS Campus, Inc.
57. 0214031548 - Writing it Right: Contract Fundamentals, 2 hours Real
Estate Contracts, ICELC
58. 0214031055 – 0214031056 - Real Estate 101, 3 hours Real Estate
Related or 3 hours Risk Management, TRSRE (deficient)
59. 0214031057 – Real Estate 101, 3 hours Broker Management, TRSRE
(deficient)
60. 0214031126 – 0214031127 - Legal Update for Real Estate in Virginia, 2
hours Legal Updates or 2 hours Current Industry Issues and Trends,
TRSRE (deficient)
61. 0214031591 – VAR Residential Purchase Contract, 2 hours Real Estate
Contracts, Funkhouser & Associates Inc

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

1. 0214031490 - Nuances of Builder Contracts, 1-hour Real Estate Related,
Federal Title & Escrow Company
2. 0214031492 - Understanding Virginia Deeds, 1-hour Real Estate Related,
Federal Title & Escrow Company
3. 0214031493 - Estate Planning Documents in Virginia Real Estate, 1-hour
Real Estate Related, Federal Title & Escrow Company
4. 0214031494 - FinCEN for Real Estate Professionals, 1-hour Real Estate
Related, Federal Title & Escrow Company
5. 0214031495 - Contract Drafting & Avoiding UPL, 2-hours Real Estate
Related, Federal Title & Escrow Company
6. 0214031496 - Delays, Disputes, and Deposits, 1-hour Real Estate
Related, Federal Title & Escrow Company
7. 0214031497 - Real Estate Taxes in the DMV, 1-hour Real Estate Related,
Federal Title & Escrow Company
8. 0214031498 - Drafting Contract Contingencies, 1-hour Real Estate
Related, Federal Title & Escrow Company

9. 0214031500 - All About Title Insurance, 1-hour Real Estate Related, Federal Title & Escrow Company
10. 0214031501 - 2026 Contract Overview, 2 hours Real Estate Contracts, Federal Title & Escrow Company

VII. Pre-License Education Instructors

1. 0230001772 – Danielle Kenny – Experience and Professional Designation (Principles, Brokerage and Law)
2. 0230001774 - Joan M Dorsey – Experience and Waiver (Principles)
3. 0230001777 – Angela Carter - Experience and Professional Designation (Principles)

VIII. Pre-License Education Courses

1. 0214031508 – 60-hours Salesperson Principles and Practices of Real Estate (On-line), Colibri Real Estate
2. 0214031537 – 60-Hours Salesperson Principles and Practices of Real Estate (Classroom), BP School of Real Estate
3. 0214031538 - 60-Hours Salesperson Principles and Practices of Real Estate (On-line), BP School of Real Estate

IX. Post-License and Continuing Education Instructor Approval Applications

1. Jeanne Marie Seils
2. Sharee Nicole Campbell
3. Leland Marshall Gross
4. Cody Wayne Hawkins
5. Stacy Lorraine Short
6. Sarah Nicole Dodson
7. Avi Levy
8. Sara Mendez Rodriguez
9. Eileen Marie Weiss
10. James Patrick Bostaph
11. Christine Angles
12. Dawn Wilkins West
13. Austin Tate McCrory
14. Robert Taylor Lee
15. Yvonne G. Wampler
16. Daniel Kramer
17. Lisa Mitchell – **Previously approved for Escrow Requirements and Title.**

In the new application requesting for Fair Housing, Real Estate Law and Board Regulations, Ethics and Standards of Conduct, Agency Law, Contracts, Finance, Title, Investment, Current Industry Issues and Trends, Taxes in Real Estate, Real Property Management,

**Planning Subdivision Developments and Condominiums, land Use,
Business law, Real estate Economics, Commercial RE, Other -
Compliant Marketing and Business Development in Real Estate**

18. Jack R Payne

19. Linda Terry

X. New Business

XI. Adjourn

DRAFT AGENDA
Materials contained in this agenda are proposed topics for discussion
And are not to be construed as regulation or official board position
DRAFT AGENDA