



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Abigail D. Spanberger
Governor

Laura V. McClintock
Director

Jessica K. Looman
Secretary of Labor

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING DRAFT AGENDA

Wednesday, July 15, 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. 0211001426 – Sunland Real Estate Education, LLC. Asheville, NC
Contact Person: Rosa Walden
 2. 0211001429 – Lantern LLC. dba: Lantern Mediation, Waynesboro, VA
Contact Person: Breyette Lorntz
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 1. 0214031661 – Environmental Hazards in Real Estate, 3 hours Real Estate Related, Lightspeed Restoration, LLC.
 2. 0214031662 - Technology & Data Security (On-line), 2 hours Real Estate Related, Perry Real Estate College (**does this protect the health, welfare and safety of the public?**)
 3. 0214031663 - Advertising & Marketing (On-line), 3 hours Real Estate Related, Perry Real Estate College (**VA specific**)
 4. 0214031664 - Real Estate Contracts (On-line), 2 hours Real Estate Contracts, Perry Real Estate College (**Real Estate content**)
 5. 0214031665 – Fair Housing (On-line), 2 hours Fair Housing, Perry Real Estate College

6. 0214031666 – Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, Perry Real Estate College
7. 0214031667 - Real Estate Agency (On-line), 2 hours Real Estate Agency, Perry Real Estate College
8. 0214031668 – Broker Management (On-line), 6 hours Broker Management, Perry Real Estate College
9. 0214031669 – Broker Supervision (On-line), 2 hours Broker Supervision, Perry Real Estate College
10. 0214031670 - Legal Updates & Emerging Trends (On-line), 2 hours Legal Updates, Perry Real Estate College
11. 0214031671 - A Property Manager's Guide to Conflict Resolution (On-line), 4 hours Real Estate Related, WebCE, Inc.
12. 0214031676 – 0214031677 - What Could Go Wrong, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, HRRA
13. 0214031328 - Legal Updates and Emerging Trends (On-line), 2 hours Legal Updates, Tristar Academy Inc **(deficient from the January meeting, deficiency letter is attached)**
14. 0214031678 – 0214031679 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, CBRAR
15. 0214031682 - Reverse Mortgage as a Wealth Management Tool in Retirement, 1-hour Real Estate Related, Piedmont
16. 0214031683 – 0214031684 - VRLTA Updates & Risk Management, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Piedmont
17. 0214031323 - Real Estate Agency (Classroom), 2 hours Real Estate Agency, Tristar Academy **(deficient from the January meeting, deficiency letter is attached)**
18. 0214031322 - Real Estate Agency (On-line), 2 hours Real Estate Agency, Tristar Academy **(deficient from the January meeting, deficiency letter is attached)**
19. 0214031685 – Understanding and Preventing Fraud, 1-hour Real Estate Related, CBRAR
20. 0214031687 – 0214031688 - Ethics in Action, 3 hours Ethics and Standards of Conduct (CE or PLE), Liz Moore University, LLC.
21. 0214031689 – Legal Update, 2 hours Legal Updates, Liz Moore University, LLC.
22. 0214031690 - Broker Management & Supervising Broker Compliance (Correspondence), 6 hours Broker Management, and 2 hours Broker Supervision. HRRA
23. 0214031692 - Supervising Broker Mastery, 2 hours Broker Supervision, CAAR
24. 0214031693 - From Listed to Sold: The Realtor's Guide to Home Staging, 3 hours Real Estate Related, Preferred Systems, Inc.
25. 0214031384 – May the Code be with You (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC. **(deficient from April 30th meeting, deficiency letter is attached)**
26. 0214031694 - Virginia Contracts in Practice, 2 hours Real Estate Contracts, VAR
27. 0214031695 - Common Legal Hotline Q&A for PMs, 2 hours Legal Updates, VAR
28. 0214031696 – 0214031697 - Truth Behind Veterans Affairs Loans, 2 hours Real Estate Related or 2 hours Real Estate–Related Finance, HRRA

29. 0214031704 – 0214031705 - Advertising for Property Managers, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, VAR
30. 0214031706 -Dealing with Deal Killers, 2 hours Real Estate Related, VAR
31. 0214031707 - Putting Realtor Safety First, 3 hours of Real Estate Related, CBRAR (College **(does this protect the health, welfare and safety of the public?)**)
32. 0214031708 - Virginia Mandatory Brokerage Management and Agent Supervision (On-line), 6 hours Broker Management and 2 hours Broker Supervision, Dearborn
33. 0214031709 - 6 Hrs. Broker Management/2 hrs. Supervision, 8 hours Broker Management and 2 hours Broker Supervision, HRRRA
34. 0214031710 - Navigating the Process from Contract to Close, 2 hours Real Estate Related, Northeast Tennessee Association of Realtors
35. 0214031713 -Trusts, Estates, and Power of Attorneys, 1-hour Real Estate Related, HRRRA
36. 0214031717 – 0214031718 – VA Boot Camp, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, SWBC Mortgage Corp.
37. 0214031720 - Property Managers' Duties, 1-hour Real Estate Related, FAAR
38. 0214031724 – 0214031725 - Divorce, Mortgages & Homeownership, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, CAAR
39. 0214031727 – VA Real Estate Post licensing for Salesperson (On-line), 2 hours Fair Housing, 6 hours Real Estate Law and Board Regulations, 3 hours Ethics and Standards of Conduct, 2 hours Current Industry Issues and Trends, 3 hours Virginia Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, 2 hours Real Estate-Related Finance, License EDU LLC.
40. 0214031732 - Broker Legislation & Legal Update, 2 hours Broker Management, LAR
41. 0214031733 – 0214031734 - Fair Housing Fundamentals, 2 hours Fair Housing (CE or PLE), Liz Moore University LLC.
42. 0214031735 - 2026 New Laws, 2 hours Legal Updates, VAR
43. 0214031736 - 2026 VRLTA Update, 1-hour Legal Updates, VAR
44. 0214031737 - Inspections & Fraud/Scams, 4 hours of Real Estate Related, RAR
45. 0214031738 - Broker Supervision Topics, 2 hours Broker Supervision, RAR
46. 0214031739 - Navigating Today's Marketplace, 2 hours Broker Management, RAR
47. 0214031740 - Heirs' Property and RE Transactions, 1-hour Real Estate Related, RAR
48. 0214031741 – 0214031742 - Navigating Today's Marketplace, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
49. 0214031743 - Investor Financing Options, 1-hour Real Estate Related, CAAR
50. 0214031744 - Virginia Residential Purchase Contract (On-line), 1-hour Real Estate Contracts, VAR
51. 0214031745 - From Consult to Contract (On-line), 2 hours Real Estate Related, VAR

52. 0214031746 – 0214031747 - A New Look at Real Estate Ethics, 3 hours Ethics (CE or PLE), LAR
53. 0214031748 - NVAR Sales Contract Listing Agent Primer, 1-hour Real Estate Related, The RGS Title Real Estate Academy
54. 0214031749 - NEW 2026 VAR Contract & Addendums (Classroom), 2 hours Real Estate Contracts, and 1-hour Real Estate Related, Joshua Coon
55. 0214031750 - NEW 2026 VAR Contract & Addendums (Correspondence), 2 hours Real Estate Contracts, and 1-hour Real Estate Related, Joshua Coon
56. 0214031751 - NEW 2026 VAR Contract & Addendums (On-line), 2 hours Real Estate Contracts, and 1-hour Real Estate Related, Joshua Coon
57. 0214031752 – Commercial Leasing, 4 hours Real Estate Related, BP School of Real Estate
58. 0214031753 - Virginia Contracts in Practice (Online), 2 hours Real Estate Contracts, VAR
59. 0214031754 - 2026 Real Estate Regulation Updates (On-line), 1-hour Legal Updates, VAR
60. 0214031755 - 2026 VRLTA Update, 2 hours Legal Updates, VAR
61. 0214031756 - Resetting Expectations for a New Market, 1-hour Real Estate Related, VAR
62. 0214031757 - Land Use & Development Constraints, 1-hour Real Estate Related, CAAR
63. 0214031758 - Deals Gone Wrong, 1-hour Real Estate Related, BP School of Real Estate
64. 0214031759 – Intro to Property Management, 2 hours Real Estate Related, BP School of Real Estate
65. 0214031760 – VA Real Estate Post License, 2 hours Fair Housing, 6 hours Real Estate Law and Board Regulations, 3 hours Ethics and Standards of Conduct, 2 hours Current Industry Issues and Trends, 3 hours Virginia Agency Law, 6 hours Contract Writing, 3 hours Risk Management, 3 hours Escrow Requirements, 2 hours Real Estate-Related Finance, BP School of Real Estate
66. 0214031761 – Real Estate Contracts, 2 hours Real Estate Contracts, BP School of Real Estate
67. 0214031762 - The NVAR Regional Sales Contract: A Primer for Selling Agents, 1-hour Real Estate Related, RGS Title
68. 0214031765 - Agent Safety and Awareness, 1-hour Real Estate Related, WAAR
69. 0214031766 – Fair Housing, 2 hours Fair Housing, PSORE
70. 0214031767 - Code of Ethics and Standards of Practice, 3 hours Ethics and Standards of Conduct, PSORE
71. 0214031768 – Real Estate Neighbor Law, 2 hours Real Estate Related, PSORE
72. 0214031769 – Real Estate Agency, 2 hours Real Estate Agency, PSORE
73. 0214031770 - Legal Updates & Flood, 2 hours Legal Updates, PSORE
74. 0214031771 – 0214031772 – Probate and Estates, 3 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, NRVAR
75. 0214031773 – 0214031774 – Escrow Requirements (Classroom), 3 hours Real Estate Related or 3 hours Escrow Requirements, New Millennium University

- 76. 0214031775 - Recent Updates VA State Law 2026, 1-hour Real Estate Related, FNTIC
- 77. 0214031776 – 0214031777 – Real Estate Escrow Accounts, 3 hours Broker Management or 3 hours Risk Management, Blue Ridge Real Estate School
- 78. 0214031778 – 0214031779 – Escrow Requirements (On-line), 3 hours Real Estate Related or 3 hours Escrow Requirements, New Millenium Univ.
- 79. 0214031782 – Planning and Zoning: Advocating for your Community's Future, 6 hours Real Estate Related, GCAAR

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

- 1. 0214031786 – Mediation in Real Estate Practice, 2 hours Real Estate Related, Lantern, LLC.

VII. Pre-License Education Instructors

- 1. 0230001781 – Wanda Himes, - Experience and Waiver (Principles)
- 2. 0230001783 – Jeffrey R. Kirks, - Teaching Credentials and Waiver (Principles, Brokerage, Appraisal, Law and Finance)
- 3. 0230001784 – Travis Preston Hughes – Attorney and Waiver (Law)

VIII. Pre-License Education Courses

- 1. 0214031719 – 60- hours (Salesperson) Principles and Practices of Real Estate of Real Estate (Correspondence), MRES

IX. Post-License and Continuing Education Instructor Approval Applications

- 1. Marie T. Dias
- 2. Dan Derbes
- 3. Kristin Olbert – **previously approved for Other (Construction Loans - MLA and NON-MLA) applying for additional categories (Title and Commercial Real Estate)**
- 4. Jeffrey R. Kirks
- 5. Mary Long
- 6. Randall Frank DeMille
- 7. Kevin Curtis Dumville
- 8. Joshua David Cadillac – **previously approved for Ethics, Investment, Current Industry Issues and Trends, Appraisal of Real Property, Real Estate Economics and Commercial Real Estate. Applying for additional categories Fair Housing, Finance, Taxes in Real Estate, and Real Estate Property.**
- 9. Santiago Luis Montalvo Rodriguez
- 10. Shelyna Tinglin
- 11. Tyler Stewart Leard
- 12. Kim Eva Dombrowski
- 13. Allen Loree

14. Amy Lynn Melago
15. Jose A. Barreto
16. Travis Preston Hughes
17. Ashton Kade Moger
18. Joan M. Dorsey
19. Stephanie Michael
20. Denise Mae Crews
21. Christopher Lee Guill
22. Adam John Weldon Catterson
23. Danielle Amaris Kenny
24. Madeleine Bridget Peters
25. Elise Wade
26. Jennifer Ann McCormick
27. Breyette Lorntz

X. New Business

XI. Adjourn

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PERIMETER CENTER CONFERENCE CENTER
EMERGENCY EVACUATION OF BOARD AND TRAINING ROOMS
(Script to be read at the beginning of each meeting.)

PLEASE LISTEN TO THE FOLLOWING INSTRUCTIONS ABOUT EXITING THE PREMISES IN THE EVENT OF AN EMERGENCY.

In the event of a fire or other emergency requiring the evacuation of the building, alarms will sound. When the alarms sound, leave the room immediately. Follow any instructions given by Security staff

Board Room 1

Exit the room using one of the doors at the back of the room. Upon exiting the room, turn **RIGHT**. Follow the corridor to the emergency exit at the end of the hall.

Upon exiting the building, proceed straight ahead through the parking lot to the fence at the end of the lot. Wait there for further instructions.

Board Room 2

Exit the room using one of the doors at the back of the room. (Point) Upon exiting the room, turn **RIGHT**. Follow the corridor to the emergency exit at the end of the hall.

Upon exiting the building, proceed straight ahead through the parking lot to the fence at the end of the lot. Wait there for further instructions.

You may also exit the room using the side door, turn **Right** out the door and make an immediate **Left**. Follow the corridor to the emergency exit at the end of the hall.

Upon exiting the building, proceed straight ahead through the parking lot to the fence at the end of the lot. Wait there for further instructions.

Board Rooms 3 and 4

Exit the room using one of the doors at the back of the room. Upon exiting the room, turn **RIGHT**. Follow the corridor to the emergency exit at the end of the hall.

Upon exiting the building, proceed straight ahead through the parking lot to the fence at the end of the lot. Wait there for further instructions.

Training Room 1

Exit the room using one of the doors at the back of the room. Upon exiting the room, turn **LEFT**. Follow the corridor to the emergency exit at the end of the hall.

Upon exiting the building, proceed straight ahead through the parking lot to the fence at the end of the lot. Wait there for further instructions.

Training Room 2

Exit the room using one of the doors at the back of the room. Upon exiting the doors, turn **LEFT**. Follow the corridor to the emergency exit at the end of the hall.

Upon exiting the building, proceed straight ahead through the parking lot to the fence at the end of the lot. Wait there for further instructions.

DETERMINATION OF QUORUM:

○ The Real Estate Board, consist of nine members, adheres to the requirement that a quorum, defined as the minimum number of members necessary to conduct official business, is constituted by five board members in accordance with § 54.1-2104. In the absence of a board-specific quorum provision, a quorum is defined as a majority of the members; for this Committee, a quorum is constituted by three (3) members being in attendance.

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