

**VIRGINIA REAL ESTATE BOARD EDUCATION
COMMITTEE MEETING REPORT**

Thursday, April 30, 2026 – 12:00 P.M.

The Real Estate Board Education Committee met on Thursday, April 30, 2026, at 12:01 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Kermit 'Kit' Hale, Committee Chair
 Joseph 'Kemper' Funkhouser, III, Board Member
 Raj Patel, Board Member
 Pieri Burton, Board Member

Department Staff Members present: Laura McClintock, Agency Director
 Steve Kirschner, Director LRPD
 Jennifer Plummer, Regulatory Operations Administrator
 Vanessa DeGraw, Programs Operations Administrator
 Shaifali Prajapati, Administrative Coordinator
 Janice Toole, Licensing Specialist
 Ana 'Mia' Quimpo, Licensing Specialist
 Eric Beidel, Communications & Digital Media Manager

Hale called the meeting to order at 12:01 p.m.

Plummer read the emergency egress.

A motion was made by Funkhouser to approve the agenda. Burton seconded the motion, which was unanimously approved by members: Burton, Funkhouser, Hale, and Patel.

There was no discussion.

Committee/Staff Introductions

I. 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, MDdba: Federal Title & Escrow Company

Contact Person: Jessica Youngs

4. 0211001421 – AC Realty LLC. Tappahannock, VA.

Contact Person: Angela Carter

II. 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. **The Committee found the course to be deficient in course material being outdated concerning the Code of Ethics.**
2. 0214031384 - May the Code Be with You (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC. **The Committee found the course to be deficient in course material due to broken links and outdated Standard Practices.**
3. 0214031385 - Ethics in the Age of Disruption (Correspondence), 3 hours Ethics and Standards of Conduct, McKissock, LLC. **The Committee found the course to be deficient in course materials being outdated concerning the Code of Ethics.**
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. **The Committee found the course to be deficient in compliance with Virginia regulations**
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. **The Committee found the course to be deficient in course materials due to current forms not being up to date.**

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. **The Committee found the course to be deficient as it does not protect the health, wellbeing, and safety of the public.**
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. **The Committee found the course to be deficient in course material.**
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. **The Committee found the course to be deficient as it does not protect the health, wellbeing, and safety of the public.**
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. **The Committee found the course to be deficient in compliance with current escrow regulations.**
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. **The Committee found the course to be deficient in compliance with statute changes.**
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). **The Committee found the course to be deficient in course material.**

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

III. 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)

VI. 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. **The Committee found the course to be deficient in course material.**

VII. 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 **The Committee found the application to be deficient in qualifications.**
6. Sarah Nicole Dodson
7. Avi Levy
8. Sara Mendez Rodriguez
9. Eileen Marie Weiss **The Committee found the application to be deficient in Ethics and Commercial Real Estate but approved for Title and Taxes.**
10. James Patrick Bostaph
11. Christine Angles **The Committee found the application to be deficient for Risk Management but approved other courses.**
12. Dawn Wilkins West. **The Committee found the application to be deficient for Risk Management but approved other courses.**
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.

The Committee found the application to be deficient for all these courses.

18. Jack R Payne

19. Linda Terry

IX. New Business

X. Adjourn

The meeting adjourned at 2:24 p.m.

DRAFT