



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

Ralph S. Northam
Governor

Brian Ball
Secretary of
Commerce and Trade

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, March 31, 2021, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Candice Bower, Committee Chair
Catina Jones, Board Member
David Perry, Board Member
Nancy Piland, Board Member

Department Staff Members present: Jim Chapman, Board and Regulatory Administrator
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Ms. Bower called the meeting to order at 2:03 p.m.

A motion was made to approve the agenda. The Committee approved it unanimously.

Public Comment

There was no public comment.

Discussion Items

Shannon Webster, Director of Examinations for the Department of Professional and Occupational Regulation, provided an update regarding reporting options from PSI, the Board's exam vendor.

Board staff requested comment from the Committee members regarding using post-license education categories for education in final orders and consent orders in order to add greater consistency to orders and ease compliance. The Committee unanimously agreed that this would be an acceptable alternative to using continuing education categories.

Board staff requested comment from the Committee members regarding changing the language in final orders and consent orders so that education requirements were no longer restricted to the classroom but could be satisfied by any "Board approved education." The Committee members arrived at no consensus, but agreed that the matter should be discussed by the full Board.

The Committee reviewed a new process for approving post-license and continuing education instructors whereby the Committee would consider instructors separate from courses. Post-

license and continuing education instructors would be recommended for approval by the Committee in specific areas of expertise to correspond with the categories set by the statutes and regulations governing the Real Estate Board. Approvals would be valid for three years. The Committee agreed that altering the approval process would help streamline operations and give more consistency to the approval process. Board staff will have new forms available on the Board's website on April 2, 2021, and the new process will be implemented at the Committee meeting on July 14, 2021.

Board staff asked the Committee if it still required the Instructor Evaluation, which is usually requested as Attachment # 8 in course applications. The Committee said that it did not. Board staff will have forms updated accordingly.

Real Estate Education Applications

The following applications were recommended for approval without stipulation unless noted otherwise:

I. Continuing Education Course Applications

A. Previously Approved Continuing Education Course Applications, Approved Schools **(Review for Instructor Only – Attachment 2):**

1. 0214026081 Real Estate and Taxes: What Every Agent Should Know v7.0 (Online), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
2. 0214026082 Millennials: Challenging the Traditional Real Estate Model OnDemand Course v1.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
3. 0214026083 Environmental Issues in Your Real Estate Practice v5.1 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
4. 0214026084 Buyer Representation in Real Estate v5.1 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
5. 0214026085 Protecting Elders from Real Estate Scams v1.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
6. 0214026086 Everyday Ethics in Real Estate v2.1 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
7. 0214026087 Real Estate Finance Today v9.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
8. 0214026088 Red Flags Property Inspection Guide v5.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
9. 0214026089 Understanding 1031 Tax-Fee Exchanges v3.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
10. 0214026090 Scams, Scoundrels and Real Estate Stings v1.1 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
11. 0214026091 Repurposing Property: Friend, Foe or the American Dream v1.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
12. 0214026092 Risk Management v5.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
13. 0214026093 Solving the Down payment Dilemma v1.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
14. 0214026094 The Truth about Mold v3.1 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**

- 15.0214026095 Virginia 8-Hour Mandatory Topics CE v4.0 (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Agency, and 1 hour Contracts, NVRE **(Azmi Alkurd)**
- 16.0214026096 Twenty Cost-Effective Home Improvements Online Video Course v1.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
- 17.0214026097 Avoiding Deceptive Practices Course v1.0 (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
- 18.0214026098 The Tiny House: Is it a Phase or Craze? (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
- 19.0214026099 Fair Housing (On-line), 4 hours Real Estate Related, NVRE **(Azmi Alkurd)**
- 20.0214026140 Fair Housing (On-line), 4 hours Fair Housing, Innervision Realty LLC **(duplicate PLE # 1) (Pamela Westbrook)**
- 21.0214026148 Real Estate Finance (On-line), 4 hours Real Estate Related, Innervision Realty LLC **(duplicate PLE # 8) (Pamela Westbrook)**
- 22.0214026155 Risk Management (On-line), 4 hours Real Estate Related, Innervision Realty LLC **(duplicate PLE # 9) (Pamela Westbrook)**
- 23.0214026164 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Innervision Realty LLC **(Pamela Westbrook)**
- 24.0214026165 Environmental in Real Estate Practice (On-line), 4 hours Real Estate Related, Innervision Realty LLC **(Pamela Westbrook)**
- 25.0214026166 VA Mandatory Brokerage Management & Agent Supervision (On-line), 6 hours Broker Management and 2 hours Broker Supervision, Innervision Realty LLC **(Pamela Westbrook)**
- 26.0214026179 VA 8-hour Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Innervision Realty LLC **(Pamela Westbrook)**
- 27.0214026180 Everyday Ethics in Real Estate (On-line), 4 hours Real Estate Related, Innervision Realty LLC **(Pamela Westbrook)**
- 28.0214026199 Wills, Trusts and Estates, 2 hours Real Estate Related, PWAR **(Scott Andrew Mozingo)**
- 29.0214026246 Avoiding Deceptive Practices v1.0, 4 hours Real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 30.0214026247 Millennials: Challenging the Traditional Real Estate Model OnDemand, 4 hours Real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 31.0214026248 Property Management and Managing Risk v5.0 (On-line), 4 hours Real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 32.0214026249 The Tiny House: Is a Phase or Craze? 4 hours real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 33.0214026250 Real Estate and Taxes: What Every Agent Should Know v7.0 (On-line), 4 hours Real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 34.0214026251 Red Flags: Property Inspection Guide v5.0 (On-line), 4 hours Real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 35.0214026252 The Truth About Mold v3.1 (On-line), 4 hours Real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 36.0214026253 Protecting Elders From Real Estate Scams (On-line), 4 hours Real Estate Related, Innervision Realty, LLC **(Pamela Westbrook)**
- 37.0214026271 Home Purchase 411, 2 hours Real Estate Related, DAAR **(Sonia Rae Downard) (duplicate previously approved PLE # 10)**

38.0214026273 Deeds in VA, 2 hours Real Estate Related, DAAR (**Sonia Rae Downard**)

B. Original Continuing Education Course Applications, Approved Schools:

1. 0214026051 Mortgage & Real Estate Taxation, 3 hours Real Estate Related, CMPS Institute, LLC.
2. 0214026052 Cash Flow Planning for Real Estate Investors, 3 hours Real Estate Related, CMPS Institute, LLC.
3. 0214026053 Mortgage Math Camp. 3 hours Real Estate Related, CMPS Institute, LLC.
4. 0214026059 Wetlands, Water Rights, and Land Valuation, 7 hours Real Estate Related, The Real Estate Academy
5. 0214026060 Fair Housing, 3 hours Fair Housing, Montague Miller Academy
6. 0214026061 It's a Wonderful Life – Broker, 4 hours Broker Management, Montague Miller Academy
7. 0214026062 Risk Management – Broker, 2 hours Broker Management, and 2 hours Broker Supervision, Montague Miller Academy
8. 0214026063 Home Maintenance in Perspective, 1 hour Real Estate Related, Pillar to Post
9. 0214026064 Hot Water Heat, 1 hour Real Estate Related, Pillar to Post
- 10.0214026065 How Old is this House, 1 hour Real Estate Related, Pillar to Post
- 11.0214026066 Indoor Air Quality, 1 hour Real Estate Related, Pillar to Post
- 12.0214026067 Mold, 1 hour Real Estate Related, Pillar to Post
- 13.0214026068 New Technologies for the Home, 1 hour Real Estate Related, Pillar to Post
- 14.0214026069 Older Homes, 1 hour Real Estate Related, Pillar to Post
- 15.0214026070 Radon, 1 hour Real Estate Related, Pillar to Post
- 16.0214026071 Renovate, Remodel, Repair, 1 hour Real Estate Related, Pillar to Post
- 17.0214026072 Moving Towards Sustainable Housing, 1 hour Real Estate Related, Pillar to Post
- 18.0214026073 Toxic Drywall, 1 hour Real Estate Related, Pillar to Post
- 19.0214026074 Wells and Septic Systems, 1 hour Real Estate Related, Pillar to Post
- 20.0214026080 Preparing and Pricing for Today's Market, 2 hours Real Estate Related, CBRBSRE
The Committee did not recommend Ryan Obermeier or Nancy Rigot for approval because it did not see evidence of qualifications documented in the application.
- 21.0214026100 BPO and CMA: How to Value Residential Property (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
- 22.0214026101 Green Homes Benefits to Buyers and Sellers (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
- 23.0214026102 Buyer Representation and Managing Relationships (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC

24. 0214026103 Social Media for Real Estate Licensees (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
25. 0214026104 Strategies to Analyze Investment Property (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
26. 0214026105 Applied Ethics in Practice Case Studies (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
27. 0214026106 Code of Ethics: Pathways to Professionalism (On-line), 3 hours Ethics and Standards of Conduct, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
28. 0214026107 Risk Management: Protecting Your Clients (On-line), 4 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
29. 0214026108 Real Estate Math Made Easy (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
30. 0214026109 Using Home Inspection to Protect Clients (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
31. 0214026110 Policies to Reduce Risk (On-line), 3 hours Real Estate Related, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
32. 0214026111 Going Green! What Does It Mean For Real Estate? (On-line), 2 hours Real Estate Related, REAL University
33. 0214026112 FEMA, Flood Zones & NFIP in Real Estate (On-line), 2 hours Real Estate Related, REAL University
34. 0214026113 Taxes and Real Estate: What You Need to Know (On-line), 2 hours Real Estate Related, REAL University
35. 0214026114 Title, Escrow and Closing A Real Estate Transaction (On-line), 2 hours Real Estate Related, REAL University
36. 0214026115 Houses: From the Ground Up On Demand Course v2.1 (On-line), 8 hours Real Estate Related, Kaplan Real Estate Education
37. 0214026116 Policies to Reduce Risk (On-line), 3 hours Broker Management, Digital Learning Center, LLC dba REMI School of Real Estate, LLC
38. 0214026119 Commercial Real Estate Negotiations, 8 hours Real Estate Related, Virginia Realtors **(duplicate PLE # 1)**
39. 0214026121 Virginia Escrow Requirements, 3 hours Broker Management, LFIRE **(duplicate PLE # 2)**
40. 0214026123 Taking the Distress Out of Distressed Properties (On-line), 3 hours Real Estate Related, McKissock LLC.
41. 0214026124 VA Broker Management and Supervision – webinar, 6 hours Broker Management and 2 hours Broker Supervision, Moseley Flint Schools of Real Estate Inc.
42. 0214026125 Character of an Ethical Real Estate Agent – webinar, 3 hours Ethics and Standards of Conduct, Moseley Flint Schools of Real Estate Inc.
43. 0214026128 Performing Quality BPOs (On-line), 4 hours Real Estate Related, McKissock LLC.
44. 0214026129 Contracts and Legal Updates, 1 hour Legal Updates, and 2 hours Real Estate Contracts, RAR **(duplicate PLE # 3)**
45. 0214026131 Contracts and Legal Updates, 3 hours Broker Management, RAR **(duplicate CE # 44 and PLE # 3)**

- 46.0214026132 Multiple Offers, 2 hours Real Estate Contracts, RAR (**duplicate PLE # 4**)
- 47.0214026134 Multiple Offers, 2 hours Broker Management, RAR (**duplicate CE # 46 and PLE # 4**)
- 48.0214026135 Appraisals...Figuring the Numbers, 3 hours Real Estate Related, Cindy Bishop Worldwide, LLC (**duplicate PLE # 5**)
- 49.0214026137 1031 Exchanges in Real Estate, 2 hours Broker Management, Cindy Bishop Worldwide
- 50.0214026138 1031 Exchanges in Real Estate, 2 hours Real Estate Related, Cindy Bishop Worldwide (**duplicate CE # 49 & PLE # 6**)
- 51.0214026150 - 2021 Contracts, 3 hours Real Estate Contracts, FAAR Academy
- 52.0214026151 - 2021 Addenda, 1 hour Legal Updates, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, FAAR Academy
- 53.0214026153 CI 101: Financial Analysis for Commercial Investment Real Estate, 8 hours Real Estate Related, Virginia Realtors (**duplicate PLE # 7**)
- 54.0214026157 - 3 C's of Agent Relationships, 2 hours Real Estate Related Virginia REALTORS® (**duplicate PLE # 8**)
55. 0214026160 Ethics, 3 hours Ethics, Cindy Bishop Worldwide, LLC (**duplicate PLE # 10**)
- 56.0214026162 Assisting First Time Buyers, 2 hours Real Estate Related, Cindy Bishop Worldwide, LLC (**duplicate PLE # 11**)
- 57.0214026167 Common Legal Hotline Q and A, 2 hours Legal Updates, Virginia REALTORS® (**duplicate PLE # 12**)
- 58.0214026169 Life Isn't Fair... But Housing has to be, 3 hours Fair Housing, VAMA (**duplicate PLE # 13**)
59. 0214026172 Residential Contract Addendums, 2 hours Broker Management, Cindy Bishop Worldwide, LLC (**duplicate CE # 59 and 60**)
- 60.0214026173 Residential Contract Addendums, 2 hours Real Estate Contracts, Cindy Bishop Worldwide, LLC (**duplicate CE # 59 and PLE # 14**)
- 61.0214026175 Real Estate Agency, 3 hours Real Estate Agency, Cindy Bishop Worldwide, LLC (**duplicate PLE # 15**)
- 62.0214026177 Leadership Skills and Brokerage Management (On-line), 3 hours Broker Management, System Effect LLC dba Training Cove
- 63.0214026178 Virginia Broker Supervision (On-line), 2 hours Broker Supervision, System Effect LLC dba Training Cove
- 64.0214026181 Finance for Realtors, 2 hours Real Estate Related, FAAR (**duplicate PLE # 16**)
- 65.0214026183 Real Estate Laws You Need to Know! 2 hours Legal Updates, Virginia Realtors (**duplicate PLE # 17**)
- 66.0214026185 PM Forms Tips, Tricks & Loopholes, 1 hour Real Estate Contracts, Virginia Realtors
- 67.0214026186 Common Legal Hotline Q&A, 1 hour Legal Updates, Virginia Realtors
- 68 0214026187 Agency: A Complicated Relationship, 2 hours Real Estate Agency, Virginia Realtors (**duplicate PLE # 18**)
- 69.0214026189 Broker Pitfalls and Resources, 2 hours Broker Management, Virginia Realtors
- 70.0214026190 Parties Not Acting on Their Own Behalf, 1 hour Real Estate Related, Provident School of Real Estate
- 71.0214026191 Ethics – Living the Code Daily, 3 hours Ethics and Standards of Conduct, Liz Moore University, LLC (**duplicate PLE # 19**)

- 72.0214026193 Management of Real Estate Brokerage Firm, 6 hours Broker Management, SVAR
73. 0214026194 The Supervising Broker, 2 hours Broker Supervision, SVAR
- 74.0214026195 Agency – Contract – Industry Update, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, Montague Miller Academy
- 75.0214026196 CE Tax Tips, 1 hour Real Estate Related, DAAR
The Committee did not recommend this course for approval as the course is not geared to protecting the health, safety, and welfare of the public. The Committee is interested in general knowledge, not how to provide specific advice in a profession in which the licensee is not qualified.
76. 0214026200 Understanding Septic Systems and Wells for Real Estate Professionals, 2 hours Real Estate Related, DAAR
- 77.0214026203 Update on Legislation and Property Management Issues, 3 hours Legal Updates, Futurelaw Real Estate School LLC (**duplicate PLE # 21**)
- 78.0214026205 Broker Supervision Requirements, 2 hours Broker Supervision, Virginia Realtors
- 79.0214026206 Disclosure Shall Set You Free! 2 hours Legal Updates, Virginia Realtors (**duplicate PLE # 22**)
- 80.0214026208 Commissions: Being Paid the Right Way! 2 hours Legal Updates, Virginia Realtors (**duplicate PLE # 23**)
81. 0214026210 Earnest Money Deposits, 1 hour Legal Updates, Virginia Realtors
82. 0214026211 CI 104: Investment Analysis for Commercial Investment Real Estate, 8 hours Real Estate Related, Virginia Realtors (**duplicate PLE # 24**)
- 83.0214026213 CI 103 User Decision Analysis, 8 hours Real Estate Related, Virginia Realtors (**duplicate PLE # 25**)
- 84.0214026215 Good Intentions (But) Risky Results: Balancing Client Interests and Legal and Ethical Obligations, 2 hours Legal Updates, Virginia Realtors (**duplicate PLE # 26**)
- 85.0214026217 Sneaky Regulations, 1 hour Legal Updates, Virginia Realtors
86. 0214026218 CI 102 Market Analysis for Commercial Investment Real Estate, 8 hours Real Estate Related, Virginia Realtors (**duplicate PLE # 27**)
87. 0214026220 Fair Housing, 2 hours Fair Housing, Virginia Realtors (**duplicate PLE # 28**)
- 88.0214026222 Go Forth & Sin No More: Code of Ethics, 3 hours Ethics and Standards of Conduct, Virginia Realtors (**duplicate PLE # 29**)
- 89.0214026224 Common Legal Hotline Q and A, 2 hours Broker Management, Virginia Realtors
- 90.0214026225 Update on Legislation and Property Management Issues, 3 hours Legal Updates, RAR (**duplicate PLE # 30**)
91. 0214026227 Successfully Selling HUD Homes, 2 hours Broker Management, RAR
- 92.0214026228 Successfully Selling HUD Homes, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, RAR (**duplicate CE # 91 and PLE # 31**)
- 93.0214026230 Legislative and Legal Updates, 2 hours Legal Updates, RAR (**duplicate PLE # 32**)
94. 0214026232 Legislative and Legal Updates, 2 hours Broker Management, RAR (**duplicate CE # 93 and PLE # 32**)
95. 0214026233 Dispelling the Myths of Multiple Offers, 1 hour Real Estate Contracts, RAR (**duplicate CE # 96**)

96. 0214026235 Dispelling the Myths of Multiple Offers, 1 hour Broker Management, RAR (**duplicate CE # 95**)
97. 0214026236 SFR – Short Sales and Foreclosures, 8 hours Real Estate Related, Tri Corner Real Estate Institute, LLC
98. 0214026237 Financing Residential Mortgages, 2 hours Real Estate Related, Towne Realty School of Real Estate
99. 0214026239 Real Estate Contracts, 1 hour Real Estate Contracts, Moseley-Dickinson Academy of Real Estate
100. 0214026240 Fair Housing, 2 hours Fair Housing, Moseley-Dickinson Academy of Real Estate
101. 0214026241 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Moseley-Dickinson Academy of Real Estate
102. 0214026242 Capital Gains Tax Overview, 2 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
103. 0214026243 Practical Landlording, 2 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
104. 0214026244 Title Insurance Claims, 1 hour Real Estate Related, ORNTIC
105. 0214026245 Describing Real Property, 1 hour Real Estate Contracts, ORNTIC
106. 0214026254 ABR – Accredited Buyer Representative, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Queen Academy of Real Estate
107. 0214026255 PSA - Pricing Strategies: Mastering the CMA, 8 hours Real Estate Related, Queen Academy of Real Estate
108. 0214026256 RENE – Real Estate Negotiation Expert, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Queen Academy of Real Estate (**10 hours Negotiation?**)
109. 0214026257 SFR - Short Sales and Foreclosures: What Real Estate Professionals Need to Know, 8 hours Real Estate Related, Queen Academy of Real Estate
110. 0214026258 SRS – Seller Representative Specialist, 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Queen Academy of Real Estate
111. 0214026259 AHWD – At Home With Diversity, 2 hours Fair Housing, and 8 hours Real Estate Related, Queen Academy of Real Estate
112. 0214026260 MRP – Military Relocation Professional, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, Queen Academy of Real Estate (**contracts?**)
113. 0214026261 Prepping for the Unusual Overview of the Nonstandard Transaction, 2 hours Real Estate Related, Cobalt Settlements, LLC
114. 0214026262 Title Insurance – A Deep Look, 2 hours Real Estate Related, Cobalt Settlements, LLC
115. 0214026263 Contracts – A Deep Dive, 1 hour Real Estate Contracts, and 1 hour Real Estate Related, Cobalt Settlements, LLC
116. 0214026264 Protecting Your Reputation and Profession, 3 hours Ethics and Standards of Conduct, Cobalt Settlements, LLC
117. 0214026265 Environmental Hazards, 1 hour Real Estate Related, Hurlbert Home Inspection, LLC
118. 0214026266 AHWD – At Home With Diversity, 6 hours Real Estate Related, Alpha College of Real Estate (**duplicate PLE # 34**)

119. 0214026268 Helping Clients Understand Real Estate Financing (On-line), 3 hours Real Estate Related, McKissock, LLC
120. 0214026269 Update on Legislation & Property Management Issues, 3 hours Legal Updates, Peninsula Real Estate School **(duplicate PLE # 35)**
121. 0214026274 AHWD – At Home with Diversity (On-line), 6 hours Real Estate Related, The CE Shop LLC

II. Post-License Education Course Applications

A. Previously Approved Post-License Education Course Applications, Approved Schools (Review for Instructor Only – Attachment 2):

1. 0214026141 Fair Housing (On-line), 2 hours Fair Housing, Innervision Realty LLC **(duplicate CE # 20) (Pamela Westbrook)**
2. 0214026142 Ethics and Standards of Conduct V3.0 (On-line), 3 hours Ethics and Standards of Conduct, Innervision Realty LLC **(Pamela Westbrook)**
3. 0214026143 Agency Law (On-line), 3 hours VA Agency Law, Innervision Realty LLC **(Pamela Westbrook)**
4. 0214026144 Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, Innervision Realty LLC **(Pamela Westbrook)**
5. 0214026145 Contract Writing (On-line), 6 hours Contract Writing, Innervision Realty LLC **(Pamela Westbrook)**
6. 0214026146 Escrow Requirements (On-line), 3 hours Escrow Requirements, Innervision Realty LLC **(Pamela Westbrook)**
7. 0214026147 Real Estate Law and Board Regulations (On-line), 6 hours Real Estate Law and Board Regulations, Innervision Realty, LLC **(Pamela Westbrook)**
8. 0214026149 Real Estate Finance, (On-line), 2 hours Real Estate-Related Finance, Innervision Realty, LLC **(duplicate CE # 21) (Pamela Westbrook)**
9. 0214026156 Risk Management (On-line), 3 hours Risk Management, Innervision Realty, LLC **(duplicate CE # 22) (Pamela Westbrook)**
10. 0214026272 Home Purchase 411, 2 hours Current Industry Issues and Trends, DAAR **(Sonia Rae Downard) (duplicate previously approved CE # 37)**

B. Original Post-License Education Course Applications, Approved Schools:

1. 0214026120 Commercial Real Estate Negotiations, 2 hours Current Industry Issues and Trends, Virginia Realtors **(duplicate CE # 38)**
2. 0214026122 Virginia Escrow Requirements, 3 hours Escrow Requirements, LFIRE **(duplicate CE # 39)**
3. 0214026130 Contracts and Legal Updates, 2 hours Current Industry Issues and Trends RAR **(duplicate CE # 44)**
4. 0214026133 Multiple Offers, 2 hours Current Industry Issues and Trends, RAR **(duplicate CE # 46)**
5. 0214026136 Appraisals...Figuring the Numbers, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC **(duplicate CE # 48)**
6. 0214026139 1031 Exchanges in Real Estate, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide **(duplicate CE # 49 & 50)**
7. 0214026154 CI 101: Financial Analysis for Commercial Investment Real Estate, 2 hours Current Industry Issues and Trends, Virginia REALTORS **(duplicate CE # 53)**

8. 0214026158 - 3 C's of Agent Relationships, 2 hours Current Industry Issues and Trends, Virginia REALTORS® (**duplicate CE # 54**)
9. 0214026159 - 2021 Contract Writing, 6 hours Contract Writing, FAAR
10. 0214026161 Ethics, 3 hours Ethics and Standards of Conduct, Cindy Bishop Worldwide, LLC (**duplicate CE # 55**)
11. 0214026163 Assisting First Time Buyers, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC (**duplicate CE #56**)
12. 0214026168 Common Legal Hotline Q and A, 2 hours Current Industry Issues and Trends, Virginia REALTORS® (**duplicate CE # 57**)
13. 0214026171 Life Isn't Fair... But Housing has to be, 2 hours Fair Housing, VAMA (**duplicate CE # 58**)
14. 0214026174 Residential Contract Addendums, 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC (**duplicate CE # 59, and 60**)
15. 0214026176 Real Estate Agency, 3 hours VA Real Estate Agency, Cindy Bishop Worldwide, LLC (**duplicate CE # 61**)
16. 0214026182 Finance for Realtors, 2 hours Real Estate Related - Finance, FAAR (**duplicate CE # 64**)
17. 0214026184 Real Estate Laws You Need to Know! 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 65**)
18. 0214026188 Agency: A Complicated Relationship, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 68**)
19. 0214026192 Ethics – Living the Code Daily, 3 hours Ethics and Standards of Conduct, Liz Moore University, LLC (**duplicate CE # 71**)
20. 0214026202 Contract Writing, 6 hours Contract Writing, DAAR
21. 0214026204 Update on Legislation and Property Management Issues, 2 hours Current Industry Issues and Trends, Futurelaw Real Estate School LLC (**duplicate CE # 77**)
22. 0214026207 Disclosure Shall Set You Free! 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 79**)
23. 0214026209 Commissions: Being Paid the Right Way! 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 80**)
24. 0214026212 CI 104: Investment Analysis for Commercial Investment Real Estate, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 82**)
25. 0214026214 CI 103 User Decision Analysis, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 83**)
26. 0214026216 Good Intentions (But) Risky Results: Balancing Client Interests and Legal and Ethical Obligations, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 84**)
27. 0214026219 CI 102 Market Analysis for Commercial Investment Real Estate, 2 hours Current Industry Issues and Trends, Virginia Realtors (**duplicate CE # 86**)
28. 0214026221 Fair Housing, 2 Hours Fair Housing, Virginia Realtors (**duplicate CE # 87**)
29. 0214026223 Go Forth & Sin No More: Code of Ethics, 3 hours Ethics and Standards of Conduct, Virginia Realtors (**duplicate CE # 88**)
30. 0214026226 Update on Legislation and Property Management Issues, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 90**)
31. 0214026229 Successfully Selling HUD Homes, , 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 91 and 92**)

32. 0214026231 Legislative and Legal Updates, 2 hours Current Industry Issues and Trends, RAR (**duplicate CE # 93**)
33. 0214026238 Financing Residential Mortgages, 2 hours Real Estate Related-Finance, Towne Realty School of Real Estate
34. 0214026267 AHWD – At Home With Diversity, 2 hours Current Industry Issues and Trends, Alpha College of Real Estate, (**duplicate CE # 118**)
35. 0214026270 Update on Legislation & Property Management Issues, 2 hours Current Industry Issues and Trends, Peninsula Real Estate School (**duplicate CE # 120**)

III. Pre-License Education Instructors

1. 0230001652 Tomasina Tatterson – Education & Professional Designation (Principles)
2. 0230001614 Sharon Goodin - Experience & Professional Designation (Appraisal, Finance, Brokerage, and Law)

IV. Pre-License Education Courses

1. 0214026117 60 hours Principles and Practices of Real Estate (Classroom/Virtual Classroom), InnerVision Realty, LLC. dba IVR Real Estate School
2. 0214026275 45 hours Real Estate Brokerage (Classroom), HPDS
3. 0214026276 60 hours Principles and Practices of Real Estate (Classroom), HPDS

V. Additional Continuing/Post-License Education Instructors

1. **Jeffrey Michael Nowak**
 0214025419 - Ethics & Standards of Practice
 0214025420 - VA Fair Housing
 0214025421 - VREB Required 1 Hour Agency
 0214025422 - Legal Updates & Emerging Trends
 0214023477 - Contracts
 0214022665 – Contracts
Academy of Real Estate
2. **Karen Daily**
 0214024433 – Back to Basics Contract 1
The Committee did not recommend this application for approval.
Scott Mozingo
 0214024433 – Back to Basics Contract 1
DAAR
3. **Tom Jensen**
 0214022829 - Planning and Growing a Real Estate Business
 0214025629 - Cybersecurity Best Practices For Real Estate Professionals
 0214025229 - Fair Housing for the Real Estate Industry
 0214024859 - Disclosure Is Not a Secret
 0214024860 - Good Guys/Bad Guys - Who's Who in Mortgage Fraud
 0214024907 - Risk Awareness
 0214024086 - Nuts And Bolts of Home Construction and Design
 0214022830 - Tiny Homes and Other Alternative Properties

0214022860 - Property Management
0214022861 - Managing Conflicts with Tenants, Clients, and Employees
0214022862 - Building Green
0214025912 - Mandatory Topics for Brokers and Salespersons
0214023691 - Broker Mandatory Topics

WEBCE INC

4. **Jolene Knoll Moore**
0214025838, 0214025837 and 0214025839 - Listing Tools Masters Use,
Cindy Bishop Worldwide, LLC
5. **Sonia Downard**
0214025639 – Contract Writing (PLE)
DAAR
6. **Karen Elizabeth Daily**
0214024434 - Back to Basics Contract - Part II - Disclosures Shall Set You Free
0214024435 - Back To Basics Contract - Part III
0214024436 - Back To Basics – Contract – Part IV
0214024437 - Back To Basics – Contracts – Part V
0214024784 - Back To Basics – Contracts – Part VI
The Committee did not recommend this application for approval.
DAAR
7. **Kelly A. Corbet**
0214024364 - Pathways to Professionalism
0214023678 & 0214023679 - Strategies in a Multiple Offer Market
LFIRE
8. **Theresa (T.C.) Cooksley**
0214025722 - ABR - Accredited Buyer Representative
0214025724 - MRP – Military Relocation Professional
0214025723 - PSA – Pricing Strategy Advisor
0214025725 - SFR – Short Sales and Foreclosure
Tri Corner Real Estate Institute LLC
9. **Mark Stephen Macuk**
0214022918 - Surveys
0214025090 - Authority to Execute
0214025092 - Cyber Security Don't Be a Statistic
0214025091 - Decedents Estates for Virginia Real Estate
0214025173 - Do I Really Need an Owner's Policy?
0214025405 - Judgment, Liens and Bankruptcy
0214025089 - Mechanics Lien Law in VA
0214025088 - Title Insurance Claims Can and Do Happen
0214025093 - Using Living Trusts To Hold Real Estate
FATICO
10. **Angela Nicole Edmondson**
0214022918 - Surveys
0214025090 - Authority to Execute
0214025092 - Cyber Security Don't Be a Statistic
0214025091 - Decedents Estates for Virginia Real Estate
0214025173 - Do I Really Need an Owner's Policy?
0214025405 - Judgment, Liens and Bankruptcy
0214025089 - Mechanics Lien Law in VA
0214025088 - Title Insurance Claims Can and Do Happen

0214025093 - Using Living Trusts To Hold Real Estate
FATICO

There was no new business.

The meeting adjourned at 3:40 p.m.