

VIRGINIA REAL ESTATE BOARD  
EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, January 19, 2022, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: Candice Bower, Committee Chair  
David Perry, Board Member (arrived 2:09)  
Nancy Piland, Board Member

Department Staff Members present: Christine Martine, Executive Director  
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

None

Discussion Items

The committee discussed how to better address giving course providers direction on information needed to show the course instructor's qualifications for teaching courses approved in the Current Industry Issues and Trends category.

Real Estate Education Applications

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

I. Proprietary School Applications

None.

II. Post-License and Continuing Education Course Applications

A. Original Post-License and Continuing Education Course Applications, Approved Schools:

1. 0214026955 / 0214026956 - Military Relocation Professional, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
2. 0214026957 / 0214026958 - Pricing Strategies Advisor 2021, 8 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR

3. 0214026959 / 0214026960 – Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct (CE or PLE), Hunt Country School of Real Estate
4. 0214026962 – Broker Basics, 2 hours Broker Management, FAAR
5. 0214026965 - RESPA, 1 hour Real Estate Related, VESTA Settlement
6. 0214026966 – VA Residential Agency Law, 1 hour Real Estate Agency, VESTA Settlement
7. 0214026967 – Contract Termination, 1 hour Real Estate Contracts, VESTA Settlement
8. 0214026968 – VA Residential Agency Law, 3 hours VA Agency Law (PLE only), VESTA Settlement
9. 0214026969 – Delivery-What is it? 1 hour Real Estate Contracts, VESTA Settlement
10. 0214026970 – Disclosure Law in VA, 2 hours Real Estate Related, VESTA Settlement
11. 0214026973 / 0214026974 – Estate Closings and 1031 Exchanges, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
12. 0214026975 / 0214026976 – Gripes, Grapes and Grains, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
13. 0214026979 / 0214026980 – What to Expect at the Home Inspection, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Hurlbert Home Inspection, LLC  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
14. 0214026987 The Basics of Flood Insurance, 1 hour Legal Updates, Hondros College, LLC  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
15. 0214026988 What Does It Mean To Be Green (On-line), 3 hours Real Estate Related, Hondros College, LLC  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
16. 0214026989 Understanding Environmental Regulations (On-line), 3 hours Real Estate Related, Hondros College, LLC
17. 0214026990 Exploring Agency Concepts and Disclosure (On-line), 3 hours Real Estate Agency, Hondros College, LLC  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**
18. 0214026991 Running a Small Brokerage Firm (On-line), 3 hours Real Estate Related, Hondros College, LLC
19. 0214026992 NAR May the Code be with You (On-line), 3 hours Ethics and Standards of Conduct, Hondros College, LLC
20. 0214026993 Evaluating Current Standards in Fair Housing (On-line), 3 hours Fair Housing, Hondros College, LLC

**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**

21. 0214026994 The Residential Contract : Issues, Disputes and Solutions (On-line), 3 hours Real Estate Contracts, Hondros College, LLC

**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**

22. 0214027002 Chasing Secrets – Understanding the Process, 1 hour Real Estate Related, 360 Home Inspections

23. 0214027003 Showtime-Looking Beyond the Paint, 2 hours Real Estate Related, 360 Home Inspections

24. 0214026754 REALTOR Code of Ethics Training, 3 hours Real Estate Related, The CE Shop LLC

25. 0214027004 Helping Buyers Narrow in on Their Dream Home (Correspondence), 2 hours Real Estate Related, McKissock, LLC

26. 0214027005 How to Work with Real Estate Investors - Part 1 (Correspondence), 3 hours Real Estate Related, McKissock, LLC

27. 0214027006 Finding Your Focus: Niche Marketing for Real Estate (Correspondence), 3 hours Real Estate Related, McKissock, LLC

**The Committee recommended that the course be approved for only one hour in the other category.**

28. 0214027007 Lead Alert: A Guide for Property Managers (Correspondence), 3 hours Real Estate Related, McKissock, LLC

29. 0214027008 A New Look at Contract Law (Correspondence), 3 hours Real Estate Related, McKissock, LLC

30. 0214027009 Americans with Disabilities Act ADA (Correspondence), 3 hours Real Estate Related, McKissock, LLC

31. 0214027010 The VAR Residential Contract of Purchase, 1 hour Real Estate Contracts, WAAR

32. 0214027011 The VAR Residential Contract of Purchase, 1 hour Broker Management, WAAR

33. 0214027022 Guide to Utilizing the HECM for Purchase, 3 hours Real Estate Related, Dexterity CE, LLC

34. 0214027023 / 0214027024 RE Disclosures and Recent Court Rulings, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR

35. 0214027025 RE Disclosures and Recent Court Rulings, 2 hours Broker Management, RAR

36. 0214027027 The Code of Ethics, 3 hours Ethics and Standards of Conduct (PLE), The RGS RE Academy

37. 0214027028 Mandatory Topics for Brokers and Salespersons (On-line), 2 hours Fair Housing, 3 hours Ethics, 1 hour Legal Updates, 1 hour Real Estate Agency, and 1 hour Real Estate Contracts, WebCE, Inc.

38. 0214027029 / 0214027030 Mortgage Financing, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Coldwell Banker Res. Brokerage

39. 0214027034 Agency Law in VA, 1 hour Real Estate Agency, The RGS RE Academy

- 40.0214027035 Buyer Beware and Disclosure Law, 1 hour Legal Updates, The RGS RE Academy
- 41.0214027036 The Code of Ethics, 3 hours Ethics (CE), The RGS RE Academy
- 42.0214027037 Deeds of Conveyance, 1 hour Real Estate Related, The RGS RE Academy
- 43.0214027038 Handling Sales of Decedents Real Estate, 1 hour Real Estate Related, The RGS RE Academy
- 44.0214027039 How to Help Clients Avoid Foreclosure, 3 hours Real Estate Related, The RGS RE Academy
- 45.0214027040 Living Trust in Real Estate, 1 hour Real Estate Related, The RGS RE Academy
- 46.0214027041 The Closing Process, 1 hour Real Estate Related, The RGS RE Academy
- 47.0214027042 Title Insurance Basics, 2 hours Real Estate Related, The RGS RE Academy
- 48.0214027043 Don't Let Your Transaction Go Down The Drain...Avoiding Mortgage Pitfalls, 2 hours Real Estate Related, CBRSRE
- 49.0214027044 Professional Standards Training 2022, 3 hours Ethics, Virginia Realtors
- 50.0214027045 VA Financing, 3 hours Real Estate Related, GCAAR
- 51.0214027046 Understanding Credit, 2 hours Real Estate Related, GCAAR
- 52.0214027047 Mortgage Basics, 2 hours Real Estate Related, GCAAR
- 53.0214027048 Representing the Seller, 3 hours Real Estate Related, GCAAR
- 54.0214027049 Credit Reporting and Scoring, 2 hours Real Estate Related, GCAAR
- 55.0214027050 Advanced FHA Financing, 3 hours Real Estate Related, GCAAR
- 56.0214027064 Real Estate Risk Management, 3 hours Real Estate Related (CE), New Millennium University
- 57.0214027065 Real Estate Finance, 2 hours Real Estate Related (CE), New Millennium University
- 58.0214027066 Business Planning, 2 hours Real Estate Related (CE), New Millennium University
- The Committee did not recommend this application for approval as it doesn't protect the public.**
- 59.0214027067 Business Entities, 1 hour Real Estate Related (CE), ORNTIC
- 60.0214027068 Corporate Entities and Real Estate, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 61.0214027069 Short Sales, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 62.0214027070 Title Issues & Resolutions, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
- 63.0214027071 Bankruptcy and Divorce and Real Estate Transactions, 1 hour Real Estate Related, Hunter Hanger & Associates, PC

64. 0214027072 Estate Issues in Real Estate Transactions, 1 hour Real Estate Related, Hunter Hanger & Associates, PC
65. 0214027073 How to Win with New Home Construction Sales, 2 hours Real Estate Related, Queen Academy of Real Estate
66. 0214027075 2022 NVAR Contract Changes, 1 hour Real Estate Contracts, FAAR
67. 0214027076 Prospecting for Success, 2 hours Real Estate Related, New Millennium University  
**The Committee did not recommend this application for approval as it doesn't protect the public.**
68. 0214027077 Escrow Requirements, 3 hours Real Estate Related (CE), New Millennium University
69. 0217027078 Ethics: Know the Code, 3 hours Ethics and Standards of Conduct (PLE), NVAR
70. 0214027079 Escrow & Protecting Other People's Money, 3 hours Escrow Requirements (PLE), NVAR  
**The Committee recommended this course for approval pending verification that provider is using the most up-to-date materials.**

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

None

III. Pre-License Education Instructors

1. 0230001665 Bita Cathy Zamanpour – Experience & Waiver (Principles)
2. 0230001666 Anna Broussard Schwoerer – Education, Professional Designation and Waiver (Principles)
3. 0230001668 Leigh Anne Losh – Education and Professional Designation (Principles)
4. 0230001662 Lois Jones – Professional Designation and waiver (Principles)
5. 0230001669 Robert Mabry – Professional Designation & Teaching Credentials (Principles)
6. 0230001670 Thomas Strickland – Experience and Professional Designation (Appraisal)

IV. Pre-License Education Courses

1. 0214027051 45 hours Real Estate Brokerage (Classroom), Innervision Realty
2. 0214027052 45 hours Real Estate Finance (Classroom), Aspire Real Estate School
3. 0214027053 45 hours Real Estate Finance (Online), Aspire Real Estate School

4. 0214027054 45 hours Real Estate Finance (Correspondence), Aspire Real Estate School
5. 0214027055 45 hours Real Estate Brokerage (Classroom), Aspire Real Estate School
6. 0214027056 45 hours Real Estate Brokerage (On-line), Aspire Real Estate School
7. 0214027057 45 hours Real Estate Brokerage (Correspondence), Aspire Real Estate School
8. 0214027058 45 hours Real Estate Appraisal (Classroom), Aspire Real Estate School
9. 0214027059 45 hours Real Estate Appraisal (On-line), Aspire Real Estate School
10. 0214027060 45 hours Real Estate Appraisal (Correspondence), Aspire Real Estate School
11. 0214027061 45 hours Property Management (Classroom), Aspire Real Estate School
12. 0214027062 45 hours Property Management (On-line), Aspire Real Estate School
13. 0214027063 45 hours Property Management (Correspondence), Aspire Real Estate School
14. 0214027088 60-hours Principles and Practices of Real Estate (Classroom), Moseley Flint Schools of Real Estate
15. 0214027089 60-hours Principles and Practices of Real Estate (Correspondence), Moseley Flint Schools of Real Estate

V. Post-License and Continuing Education Instructor Approval Applications

1. Carmen Martin  
**The Committee recommended this applicant for approval under the Ethics and Standards of Conduct, Agency Law and Contract categories, but no more.**
2. Douglas Compton
3. Van L. Pinnix III  
**The Committee recommended this applicant for approval under the Environmental Issues Impacting Real Estate and Other (Inspection related topics) categories, but no more.**
4. Mary Ann S. White
5. Patricia J. Rogers
6. John Pollard  
**The Committee recommended this applicant for approval under the Environmental Issues Impacting Real Estate and Other categories, but no more.**
7. George Bohn
8. Larry Anderson
9. Florence L. Daniels
10. Tara Houston
11. Gracie Louise Peck

12. Lagreta Mott Dennis  
**The Committee recommended this applicant for approval under the Fair Housing, Real Estate Law and Board Regulations, Ethics and Standards of Conduct, Agency Law, Contracts, Escrow and Finance categories, but no more.**
13. Kristin Beran Krupp
14. William V. Horan  
**The Committee recommended this applicant for approval under the Investment, Current Industry Issues and Trends, Taxes in Real Estate and Other (1031 Exchanges) categories, but no more.**
15. Luke C. Sable  
**The Committee recommended this applicant for approval under the under the Finance, Current Industry Issues and Trends (Financing related topics only) and Other (Finance topics) categories, but no more.**
16. Thomas S. Rauch
17. Jon Brodegard
18. Ronald D. Wiley, Jr.
19. Hayden-Anne Breedlove
20. Kay Creasman
21. Kevin Pogoda
22. Jason Andrzejewski
23. Kevin Hagan
24. Sidney Lucas
25. Robert Fleck
26. Tatiana Ivleva-Lopez
27. David Catanzaro
28. Jamica Nekel Browne
29. Chanin Wisler  
**The Committee recommended this applicant for approval under the under the Finance category, but no more.**
30. Amy Goldstein
31. Michael McNamara
32. Paul Joseph Johnson  
**The Committee recommended this applicant for approval under the under the Finance category, but no more.**
33. Frank McLaughlin  
**The Committee recommended this applicant for approval under the Practicing Real Estate Attorney category, but no more.**
34. Karen Daily  
**The Committee recommended this applicant for approval under the Practicing Real Estate Attorney, Escrow, Current Industry and Trends, Land Use and Environmental Issues Impacting Real Estate categories, but no more.**
35. Susan Swink

There was no new business

The meeting adjourned at 3:56 p.m.