



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Glenn A. Youngkin
Governor

G. Bryan Slater
Secretary of Labor

Demetrios J. Melis
Director

VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on Wednesday, November 16, 2022, at 2:00 p.m., at the Department of Professional & Occupational Regulation in Richmond, Virginia.

Committee Members present: David Perry, Board Member
Kemper Funkhouser, Board Member

Department Staff Members present: Christine Martine, Executive Director
Mia Quimpo, Licensing Specialist
Janice Toole, Licensing Specialist

Mr. Funkhouser called the meeting to order at 2:24 p.m.

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

Public Comment

Brenda Wise spoke to the committee regarding a course application the board did not approve at its previous meeting. She told the committee that this course has been taught previously and was very well received by the licensees who attended.

Teresa Neff spoke about a specific instructor applicant who the board did not approve at its previous meeting and asked what the specific categories on the application mean. She wants to understand how to tie the instructor's qualifications to the specific topics for which the instructor is seeking approval.

Discussion Items

The committee discussed the need to tie the specific course topics to the instructor's expertise/experience when submitting instructor applications.

The committee voted to approve the application submitted by Success Training & Consulting, Inc. titled Living Safely in a Dangerous World it denied previously after hearing Ms. Wise speak in Public Comment.

Real Estate Education Applications

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

I. Proprietary School Applications

1. 0211001333 – Team Real Education Solutions, LLC. Lake Worth, FL
Contact Person: Brian Woods
2. 0211001339 – First American Home Warranty, Norman, OK
Contact Person: Katie Hooks

II. Post-License and Continuing Education Course Applications

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

1. 0214027646 - The VAR Residential Contract of Purchase, 6 hours Real Estate Contracts, WAAR
2. 0214027647 / 0214027648 - Loans and Financing 101, 2 hours Real Estate Related or 2 hours Real Estate – Related Finance, WAAR
3. 0214027649 / 0214027650 – 3 hours Fair Housing (CE) or 2 hours Fair Housing (PLE), Montague Miller Academy
4. 0214027660 / 0214027661 – Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, Eagles Academy of Real Estate
5. 0214027662 – Broker Case Studies & Risk Management, 2 hours Broker Management, FAAR
6. 0214027663 / 0214027664 – Risk Management for Technology, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, TRSRE
7. 0214027665 - Risk Management for Technology, 2 hours Broker Management, TRSRE
8. 0214027666 – Pricing in a Competitive Market, 2 hours Real Estate Related, TRSRE
9. 0214027667 – Buyer Counseling – The Sales Process, 1-hour Real Estate Contracts, and 2 hours Real Estate Related, TRSRE
10. 0214027668 - Contract Writing for Sale Contracts, 1-hour Real Estate Contracts, and 2 hours Real Estate Related, TRSRE
11. 0214027669 - Contract Writing for Listings, 1-hour Real Estate Contracts, and 2 hours Real Estate Related, TRSRE
12. 0214027675 - Cultural Competency for Real Estate Professionals (On-line), 2 hours Real Estate Related, WebCE, Inc.
13. 0214027676 / 0214027677 – Risk Management, 3 hours Real Estate Related or 3 hours Risk Management, Montague Miller Academy
14. 0214027678 – Virginia Updates and Flood Areas (On-line), 1-hour Legal Updates, System Effect, LLC dba Training Cove
15. 0214027679 – Fair Housing for Real Estate Professionals (On-line), 3 hours Fair Housing, System Effect, LLC dba Training Cove

16. 0214027680 – Real Estate Investing (On-line), 3 hours Real Estate Related, System Effect, LLC dba Training Cove
17. 0214027681 - Virginia Post-Licensing: Ethics and Standards of Conduct V3.0 (On-line), 3 hours Ethics and Standards of Conduct, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
18. 0214027682 - Virginia Post-Licensing: Real Estate Finance V1.0 (On-line), 2 hours Real Estate-Related Finance, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
19. 0214027683 - Virginia Post-Licensing: Agency Law V3.0 (On-line), 3 hours VA Agency Law, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
20. 0214027684 - Virginia Post-Licensing: Current Industry Issues & Trends V3.0 (On-line), 2 hours Current Industry Issues & Trends, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
21. 0214027685 - Virginia Post-Licensing: Risk Management V3.0 (On-line), 3 hours Risk Management, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
22. 0214027686 - Virginia Post-Licensing: Escrow Requirements V3.0 (On-line), 3 hours Escrow Requirements, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
23. 0214027687 - Virginia Post-Licensing: Real Estate Law and Board Regulations V3.0 (On-line), 6 hours Real Estate Law and Board Regulations, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
24. 0214027689 – Real Estate Finance Today V9.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
25. 0214027690 - The Truth about Mold V3.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com **The Committee recommended this course be approved for only 2 hours.**
26. 0214027691 -Buyer Representation in Real Estate V5.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
27. 0214027692 - Red Flags: Property Inspection Guide V5.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
28. 0214027693 - Understanding Credit and Improving Credit Scores: What You Need to Know V3.0 (On-line), 3 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
29. 0214027694 - Avoiding Deceptive Practices OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
30. 0214027695 - Millennials: Challenging the Traditional Real Estate Model OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com **The Committee recommended this course be approved for only 2 hours.**
31. 0214027696 - The Tiny House: Is it a Phase or Craze? OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com **The Committee recommended this course be approved for only 2 hours.**
32. 0214027697 - Real Estate and Taxes: What Every Agent Should Know V7.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com

33. 0214027698 - Liars, Cheaters and Thieves: Averting Client Catastrophe OnDemand Course V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
34. 0214027699 - Virginia 8-Hour Mandatory Topics CE V4.0 (On-line), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
35. 0214027700 - Scams, Scoundrels and Real Estate Stings V1.1 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
36. 0214027701 – Addenda, 1-hour Legal Updates, 2 hours Real Estate Contracts, FAAR
37. 0214027702 - Virginia Post-Licensing: Agency Law (On-line), 3 hours VA Agency Law, The CE Shop
38. 0214027703 – Virginia Post-Licensing: Contract Writing (On-line), 6 hours Contract Writing, The CE Shop - **The Committee recommended this course be denied as it does not include Virginia specific information.**
39. 0214027704 - Virginia Post-Licensing: Ethics and Standards of Conduct (On-line), 3 hours Ethics and Standards of Conduct, The CE Shop - **The Committee recommended this course be denied due to out-of-date course materials.**
40. 0214027705 / 0214027706 - Escrow Requirements, 3 hours Real Estate Related, or 3 hours Escrow Requirements, Cindy Bishop Worldwide, LLC - **The Committee recommended this course be denied due to out-of-date course materials.**
41. 0214027707 / 0214027708 – Handling the Short Sales, 2 hours Real Estate Related, or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
42. 0214027709 / 0214027710 – Risk Management, 3 hours Legal Updates or 3 hours Risk Management, Cindy Bishop Worldwide, LLC
43. 0214027711 – Surveys Says, 1-hour Real Estate Related, VA Legal Education, LLC
44. 0214027712 – Title Insurance: Basic or Enhanced, 1-hour Real Estate Related, VA Legal Education, LLC
45. 0214027713 – A Comparison of VAR+NVAR Contracts, 1-hour Real Estate Contracts, VA Legal Education, LLC (**current information?**)
46. 0214027714 – Title Insurance Explained, 1-hour Real Estate Related, VA Legal Education, LLC
47. 0214027715 - Real Estate Ethics & NAR Code of Ethics (On-line), 3 hours Ethics and Standards of Conduct, 360training.com, Inc. - **The Committee recommended this course be denied due to out-of-date course materials.**
48. 0214027716 – Fair Housing It's Just Good Business (On-line), 2 hours Fair Housing, and 2 hours Real Estate Related, WebCE, Inc.
49. 0214027717 / 0214027718 - Real Estate Laws and Board Regulations, 1-hour Legal Updates, and 5 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, Central VA School of Real Estate
50. 0214027721- 1099-S, Cash Reporting, FIRPTA and Federal Issues at Closing, 2 hours Real Estate-Related Finance, Title Resources Guaranty Company

- 51.0214027722 - Introduction to Title Insurance, 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company - **The Committee recommended this course be denied due to out-of-date course materials.**
- 52.0214027723 - Virginia Decedent Estates, 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
- 53.0214027724 - VA Mechanic's Liens & Construction Loans, 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
- 54.0214027725 - FIRPTA - Closing the Foreign Seller, 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
- 55.0214027726 - 1031 Exchanges - By the Rules, 2 hours Real Estate-Related Finance, Title Resources Guaranty Company
- 56.0214027727 - Fraud Prevention, 2 hours Real Estate-Related Finance, Title Resources Guaranty Company
- 57.0214027728 - The Auction Process, 1-hour Real Estate Related, Title Resources Guaranty Company
- 58.0214027729 - Uniform Real Property Transfer on Death Act, 1-hour Real Estate Related, Title Resources Guaranty Company
- 59.0214027730 - Wire Fraud Update - New Tactics of the Fraudsters, 1-hour Real Estate Related, Title Resources Guaranty Company
- 60.0214027731 / 0214027732 - Signing Authority - POA's, Estates, Trusts and Guardianship, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Title Resources Guaranty Company
- 61.0214027733 – Contracts, Short Sales and Foreclosures (On-line), 3 hours Real Estate Contracts, Systems Effect, LLC dba Training Cove
- 62.0214027734 / 0214027735 – 2023 Pro Standards and Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), RAR
- 63.0214027738 – Asking for a Friend, 2 hours Broker Management, RAR
- 64.0214027739 / 0214027740 - Asking for a Friend, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, RAR
- 65.0214027741 - Fair Housing, ADA, and Civil Rights, 2 hours Fair Housing, Tristar Academy Inc.
- 66.0214027742 - Real Estate Agency, 1-hour Real Estate Agency, Tristar Academy Inc. - **The Committee recommended this course be denied due to out-of-date course materials.**
- 67.0214027743 – Real Estate Contracts, 1-hour Real Estate Contracts, Tristar Academy Inc. - **The Committee recommended this course be denied due to out-of-date course materials.**
- 68.0214027744 – Ethics and Standards of Conduct (On-line), 3 hours Ethics, Tristar Academy Inc.
- 69.0214027745 – Real Estate Agency (On-line), 1-hour Real Estate Agency, Tristar Academy Inc. - **The Committee recommended this course be denied due to out-of-date course materials.**
- 70.0214027746 – Real Estate Contracts (On-line), 1-hour Real Estate Contracts, Tristar Academy, Inc. - **The Committee recommended this course be denied due to out-of-date course materials.**

71. 0214027747 - Ethics and Standards of Conduct, 3 hours Ethics, Tristar Academy, Inc.
72. 0214027748 - Virginia Post-Licensing: Fair Housing, ADA, and Civil Rights (On-line), 2 hours Fair Housing, The CE Shop, LLC
73. 0214027749 - Virginia Post-Licensing: Risk Management (On-line), 3 hours Risk Management, The CE Shop, LLC
74. 0214027750 – BOO! Don't Be Scared of Stigmatized Properties, 8 hours Real Estate Related, Queen Academy of Real Estate - **The Committee recommended this course be approved only for 4 hours.**
75. 0214027751 / 0214027752 – Escrow Requirements in VA, 3 hours Real Estate Related or 3 hours Escrow Requirements, Montague Miller Academy
76. 0214027753 – Unique Mortgage Options, 1-hour Real Estate Related, CVSRE
77. 0214027754 - Preparing Borrowers for their Purchase, 1-hour Real Estate Related, CVSRE
78. 0214027755 – Writing an Office Policy Manual, 4 hours Broker Management, RAR
79. 0214027756 - Writing an Office Policy Manual, 2 hours Broker Management, and 2 hours Broker Supervision, RAR
80. 0214027757 - Virginia Post-Licensing: Escrow Requirements (On-line), 3 hours Escrow Requirements, The CE Shop LLC
81. 0214027758 - Technology, Tools, Trends and Risk Management (On-line), 3 hours Real Estate Related, The CE Shop LLC
82. 0214027759 - Technology, Tools, Trends and Risk Management (On-line), 3 hours Broker Management, The CE Shop LLC
83. 0214027760 - Assistance Animals and Fair Housing (On-line), 4 hours Real Estate Related, The CE Shop LLC.
84. 0214027761 - Taxes and Real Estate: What You Need to Know (On-line), 3 hours Real Estate Related, The CE Shop, LLC
85. 0214027763 – Elements of a Contract, 1-hour Real Estate Contracts, CVSRE
86. 0214027764 – Virginia Agency Law, 1-hour Real Estate Agency, CVSRE
87. 0214027767 - Preparing a Market Analysis: Best Practices (Online), 3 hours Real Estate Related, The CE Shop LLC
88. 0214027768 - Preparing a Market Analysis: Best Practices (Online), 3 hours Broker Management, The CE Shop, LLC
89. 0214027772 / 0214027773 - Understanding the Financing Addenda, 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, FAAR
90. 0214027774 / 0214027775 - Solar for Real Estate Agents, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
91. 0214027778 / 0214027779 – Title Search Basics, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRA
92. 0214027780 / 0214027781 - Short Sale & Foreclosure Resource, 1-hour Real Estate Contracts, and 7 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRA
93. 0214027782 / 0214027783 - How to Buy and Sell HUD Homes, 3 hours Real Estate Related or 2 hours Real Estate-Related Finance, HRRA
94. 0214027785 / 0214027786 - VH Real Estate Professional Training, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR

95. 0214027787 - Who Owns the House? Deeds in Virginia, 1-hour Real Estate Related, Champion University
96. 0214027788 - Virginia's Uniform Power of Attorney Act, 1-hour Real Estate Related, Champion University
97. 0214027789 – Virginia Fair Housing (On-line), 4 hours Fair Housing, 360training.com, Inc.
98. 0214027790 - Virginia Broker Management (On-line), 8 hours Broker Management, 360training.com, Inc.
99. 0214027791 - Fair Share: Protecting Your Consumers and Your Business from Unfair Practices (On-line), 3 hours Real Estate Related, The CE Shop, LLC
100. 0214027793 - Avoiding Wire Fraud, 1-hour Real Estate Related, Academy of Real Estate - **The Committee recommended this course be denied due to out-of-date course materials.**
101. 0214027794 - Financing Options Today, 1-hour Real Estate Related, Academy of Real Estate
102. 0214027795 – Property Disclosures in Virginia Sales, 1-hour Real Estate Related, Capital Area Title, LLC dba Universal Title
103. 0214027796 - Foreclosures in Virginia, 1-hour Real Estate Related, ORNTIC
104. 0214027797- Judgments & Liens, 1-hour Real Estate Related, ORNTIC
105. 0214027798- Who Owns It? 1-hour Real Estate Contracts, ORNTIC
106. 0214027799- Title Insurance Basics, 1-hour Real Estate Related, ORNTIC
107. 0214027800- Divorce and Bankruptcy, 1-hour Real Estate Related, ORNTIC
108. 0214027801- Real Estate Contract (Part 1), 1-hour Real Estate Related, ORNTIC
109. 0214027802- Residential Contracts: (Part 2), 1-hour Real Estate Contracts, ORNTIC
110. 0214027803- 1031 Exchanges, 1-hour Real Estate Related, ORNTIC
111. 0214027804- Why Have a Survey? 1-hour Real Estate Related, ORNTIC
112. 0214027805 - Cybersecurity in Real Estate Transactions, 1-hour Real Estate Related, ORNTIC
113. 0214027807- Authorizations and Signatures, 1-hour Real Estate Related, ORNTIC
114. 0214027808-FIRPTA - Foreign Sellers, 1-hour Real Estate Related, ORNTIC
115. 0214027809-Residential Title Insurance Coverage, 1-hour Real Estate Related, ORNTIC
116. 0214027810 - Other People's Property, 1-hour Real Estate Related, ORNTIC
117. 0214027811 - Selling Homes Other Agents Do Not Want to Sell, 2 hours Real Estate Related, Preferred Systems, Inc. - **The Committee recommended this course be denied due to the course name not reflecting course content.**
118. 0214027812 - Preparing Homes to Sell Quickly, 1-hour Real Estate Related, Preferred Systems, Inc.
119. 0214027813 - Homes Staging by the Book, 2 hours Real Estate Related, Preferred Systems, Inc.
120. 0214027814 - Listing Your Luxury Property, 2 hours Real Estate Related, Preferred Systems, Inc.
121. 0214027815 -Pests and Environmental Hazards: For Real Estate Agents, 3 hours Real Estate Related, Preferred Systems, Inc. - **The Committee recommended this course be approved only for 1 hour.**

122. 0214027829 / 0214027830 – Assumptions, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Piedmont School of Real Estate
123. 0214027831 – Eyes in the Sky, 1-hour Real Estate Related, Piedmont School of Real Estate
124. 0214027832 – Working with Buyers to Meet their Goals, 3 hours Real Estate Related, Montague Miller Real Estate Academy
125. 0214027837 / 0214027838 - Property Management/ Manage Risk, 4 hours Real Estate Related or 3 hours Risk Management, HRRRA
126. 0214027839 – Legal Updates w/ Flood Content, 1-hour Legal Updates, CVSRE
127. 0214027840 – 8 hour Required Subjects Continuing Education, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Peninsula Real Estate School
128. 0214027841 – Marketing and Servicing a Listing, 3 hours Real Estate Related, PenFed Realty
129. 0214027842 – Contract to Settlement, 3 hours Real Estate Related, PenFed Realty
130. 0214027843 – Ethics, 3 hours Ethics, PenFed Realty - **The Committee recommended this course be denied due to out-of-date course materials.**
131. 0214027844 – Working with Rentals, 2 hours Real Estate Related, PenFed Realty
132. 0214027845 – Ethics, 3 hours Ethics, PenFed Realty - **The Committee recommended this course be denied due to out-of-date course materials.**
133. 0214027846 – Common Contract Addenda, 3 hours Real Estate Contracts, PenFed Realty - **The Committee recommended this course be denied due to submission of insufficient materials.**
134. 0214027847 – Contract Writing, 6 hours Contract Writing, PenFed Realty
135. 0214027848 / 0214027849 – Fair Housing, 2 hours Fair Housing (CE or PLE), PenFed Realty - **The Committee recommended this course be denied due to out-of-date course materials.**
136. 0214027850 - Real Estate Contracts, 1-hour Real Estate Contracts, NWTE
137. 0214027851 – Real Estate Agency, 1-hour Real Estate Agency, NWTE
138. 0214027852 - Divorce and Bankruptcy in Real Estate, 1-hour Real Estate Related, NWTE
139. 0214027853 / 0214027854 - Wire Fraud Protection, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Cindy Bishop Worldwide, LLC
140. 0214027855 – Contract Writing (On-line), 6 hours Contract Writing, MLS Campus, Inc. - **The Committee recommended this course be denied as it does not include Virginia specific information.**
141. 0214027856 – Current Industry Issues and Trends (On-line), 2 hours Current Industry Issues and Trends, MLS Campus, Inc.
142. 0214027857 – Escrow Requirements (On-line), 3 hours Escrow Requirements, MLS Campus, Inc.
143. 0214027858 - Fair Housing, ADA and Civil Rights (On-line), 2 hours Fair Housing, MLS Campus, Inc.
144. 0214027859 - Real Estate Finance (On-line), 2 hours Real Estate-Related Finance, MLS Campus, Inc.
145. 0214027860 - Risk Management (On-line), 3 hours Risk Management, MLS Campus, Inc.
146. 0214027861 – Agency Law (On-line), 3 hours VA Agency Law, MLS Campus, Inc.
147. 0214027862 – Real Estate Ethics (On-line), 3 hours Ethics (PLE), MLS Campus, Inc.
148. 0214027863 - Key Legal Updates with Flood Content, 1-hour Legal Updates, Champion University
149. 0214027864 / 0214027865 – 2022 Legal Updates, 2 hours Legal Updates or 2 hours Current Industry Issues and Trends, MBH Settlement Group, LC

150. 0214027866 - Listing Presentations, 3 hours Real Estate Related, GCAAR
151. 0214027867 – Understanding Your Client’s Needs, 1-hour Real Estate Related, GCAAR
152. 0214027868 – Understanding the Buyer, 3 hours Real Estate Related, GCAAR
153. 0214027869 - Negotiating in Today's Market, 3 hours Real Estate Related, GCAAR
154. 0214027870 – Myth Busters-Busting Myths in Real Estate, 2 hours Real Estate Related, The RGS Real Estate Academy
155. 0214027871 / 0214027872 - Adjustable-Rate Mortgages, 2 hours Real Estate Related or 2 hours Real Estate-Related Finance, Piedmont School of Realty
156. 0214027877 – Identifying Furnace Deficiencies, 1-hour Real Estate Related, Pillar to Post
157. 0214027878 - Plumbing, 1-hour Real Estate Related, Pillar to Post
158. 0214027879 – Preparing for the Unexpected, 1-hour Real Estate Related, Pillar to Post
159. 021427880 / 0214027881 – Home Inspection Contingencies, 1-hour Real Estate Contracts, and 1-hour Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
160. 0214027882 – Air Conditioning in an Older Home, 1-hour Real Estate Related, Pillar to Post
161. 0214027883 - Twenty Cost-Effective Home Improvements Online Video V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com - **The Committee recommended this course be approved only for 2 hours.**
162. 0214027886 / 0214027687 – Visible Marketing Brand of a Home, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
163. 0214027888 – Wills, Trust & Estates, 1-hour Real Estate Related, Highland Ace, LLC
164. 0214027889 – Ethics and Standards of Conduct, 3 hours Ethics, Highland Ace, LLC
165. 0214027890 – Spotlight on Decks, 1-hour Real Estate Related, Pillar to Post
166. 0214027891 – Flat Roof Systems, 1-hours Real Estate Related, Pillar to Post
167. 0214027892 - Identifying Structural Deficiencies, 1-hours Real Estate Related, Pillar to Post
168. 0214027903 - Broker Risk and Liability, 2 hours Broker Management, NVAR - **The Committee recommended this course be denied due to out-of-date course materials.**
169. 0214027904 - Broker Management and Supervision, 2 hours Broker Supervision, NVAR
170. 0214027905 / 0214027906 - Solar Power: Ins and Outs, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Piedmont School of Realty - **The Committee recommended this course be approved only for 2 hours.**
171. 0214027907 - An In-Depth Look at VA Contracts, 4 hours Real Estate Related, NVAR
172. 0214027908 - Death Divorce and Bankruptcy, 2 hours Real Estate Related, Highland Ace, LLC
173. 0214027909 / 0214027910 - SuperFresh Video Strategy, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRR - **The Committee recommended this course be denied as it does not protect the health, safety and welfare of the public.**
174. 0214027911 - Appraisal Policies & More, 2 hours Real Estate Related, LFIRE
175. 0214027912 / 0214027913 - Fair Housing ADA Civil Rights Act, 2 hours Fair Housing, and 1-hour Real Estate Related or 2 hours Fair Housing, William E Wood & Assoc.
176. 0214027914 / 0214027915 – Code of Ethics, 3 hours Ethics (CE or PLE), William E Wood & Assoc.
177. 0214027916 - Legal Update with Flood, 1-hour Legal Updates and 2 hours Real Estate Related, William E Wood & Assoc.
178. 0214027917 / 0214027918 – Virginia Agency Law, 1-hour Real Estate

- Agency and 2 hours Real Estate Related or 3 hours VA Agency Law, William E Wood & Assoc.
179. 0214027919 – Real Estate Contracts, 1-hour Real Estate Contracts, and 3 hours Real Estate Related, William E Wood & Assoc.
 180. 0214027920 / 0214027921 – Property Management Pitfalls, 4 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRRA - **The Committee recommended this course be denied due to out-of-date course materials.**
 181. 0214027922 - Errors and Omissions for Real Estate Agents, 1-hour Real Estate Related, HRRRA
 182. 0214027923 - 6 Hrs. Broker Management w/ 2 Hrs. Broker Supervision (Correspondence), 6 hours Broker Management and 2 hours Broker Supervision, HRRRA - **The Committee recommended this course be denied due to out-of-date course materials.**
 183. 0214027924 – 8-hour CE Day 2, 3 hours Ethics, 1-hour Real Estate Agency, and 4 hours Real Estate Related, NVAR
 184. 0214027925 – Productive Agents & Profitable Offices, 4 hours Broker Management, NVAR
 185. 0214027926 – Agency and Ethics, 3 hours Ethics, and 1-hour Real Estate Agency, NVAR
 186. 0214027927 – Electrical Service Size, 1-hour Real Estate Related, Pillar to Post
 187. 0214027928 - Alternative Financing and Assumptions, 1-hour Real Estate Related, Highland Ace, LLC
 188. 0214027929 -- Leadership and Teamwork Skills, 4 hours Broker Management, LFIRE - **The Committee recommended this course be approved only for 2 hours.**
 189. 0214027930 - Risk Reduction for Managing Brokers, 2 hours Broker Management, LFIRE
 190. 0214027931 – Going Green, 1-hour Real Estate Related, Pillar to Post - **The Committee recommended this course be denied due to out-of-date course materials.**
 191. 0214027932 - Listing and Buyer Broker Contract, 2 hours Real Estate Related, PenFed Realty
 192. 0214027933 - Escrow Requirements (Classroom/Virtual Classroom), 3 hours Real Estate Related, Aspire Real Estate School
 193. 0214027934 - Escrow Requirements (Correspondence), 3 hours Real Estate Related, Aspire Real Estate School
 194. 0214027935 - Ethics and Standards of Conduct (Classroom/Virtual Classroom), 3 hours Ethics and Standards of Conduct, Aspire Real Estate School
 195. 0214027936 - Ethics and Standards of Conduct (Correspondence), 3 hours Ethics and Standards of Conduct, Aspire Real Estate School
 196. 0214027937 – Fair Housing (Classroom/Virtual Classroom), 2 hours Fair Housing, Aspire Real Estate School
 197. 0214027938 - Fair Housing (Correspondence), 2 hours Fair Housing, Aspire Real Estate School
 198. 0214027939 – Real Estate Agency (Correspondence), 1-hour Real Estate Agency, Aspire Real Estate School
 199. 0214027940 – Real Estate Agency (Classroom/Virtual Classroom), 1-hour Real Estate Agency, Aspire Real Estate School
 200. 0214027941 - Real Estate Finance (Classroom/Virtual Classroom), 2 hours Real Estate Related, Aspire Real Estate School
 201. 0214027942 - Real Estate Finance (Correspondence), 2 hours Real Estate Related, Aspire Real Estate School

202. 0214027943 – Risk Management (Classroom/Virtual Classroom), 3 hours Real Estate Related, Aspire Real Estate School
203. 0214027944 - Risk Management (Correspondence), 3 hours Real Estate Related, Aspire Real Estate School
204. 0214027945 – Contracts, (Classroom/Virtual Classroom), 1-hour Real Estate Contracts, Aspire Real Estate School
205. 0214027946 - Contracts, (Correspondence), 1-hour Real Estate Contracts, Aspire Real Estate School

III. Pre-License Education Instructors

1. 0230001695 - Michael Aharoni – Professional Designation, Teaching Credentials, and Waiver (Principles)
2. 0230001696 – Jacquelin Crumm – Waiver (Principles)
3. 0230001697 – Joseph Kemper Funkhouser, III – Experience and Possession of Teaching Credentials, (Principles, Appraisal, Finance, Brokerage and Law)
4. 0230001698 – Kayli Marie Michels – Professional Designation and Waiver (Principles)
The Committee recommended this applicant be denied as the applicant did not provide proof of expertise for the course she wants approval to teach.
5. 0230001699 – Theresa Welch - Professional Designation and Waiver (Principles)
The Committee recommended this applicant be denied as the applicant did not provide proof of expertise for the course she wants approval to teach.

IV. Pre-License Education Courses

1. 0214027762 – 45 hours Broker Real Estate Brokerage (On-line), The CE Shop
2. 0214027769 – 45 hours Broker Real Estate Investment (On-line), The CE Shop
3. 0214027770 – 45 hours Broker Real Estate Finance (On-line), The CE Shop
4. 0214027771 – 45 hours Broker Real Estate Appraisal (On-line), The CE Shop
5. 0214027873 – 15 hours Salesperson Principles and Practices of Real Estate – 15 Hour Virginia Law (Classroom/Virtual Classroom), LFIRE
6. 0214027884 – 45 hours Broker Real Estate Law (Classroom), DAAR
7. 0214027885 – 45 hours Broker Real Estate Appraisal (Classroom), DAAR
8. 0214027948 - 45 hours Broker Real Estate Finance (Classroom), DAAR
9. 0214027949 – 60 hours Salesperson Principles and Practices of Real Estate (On-line), Horizon Real Estate School, Inc.

V. Post-License and Continuing Education Instructor Approval Applications

1. Howard Williams Jr.
2. Mason Dalman-Donohue
The Committee recommended this applicant be denied as the applicant did not provide proof of expertise for the categories she wants approval to teach.
3. Clifford Clapp
The Committee recommended this applicant for approval under all requested categories except Fair Housing.
4. Jesse Aaron Ledbetter
The Committee recommended this applicant for approval under all requested categories except Ethics and Standards of Conduct.
5. Margaret Juanita Everton
6. Sarah Marie Anderson
The Committee recommended this applicant for approval only for those categories under Practicing Attorney and Escrow.
7. Johnathan H. Miller
8. Douglas M. Burgess
9. Shanna Marie Glatz
10. Charles Huang
The Committee recommended this applicant for approval under all requested categories except Finance and Taxes in Real Estate.
11. Blair Marie Hoskins
The Committee recommended this applicant be denied as the applicant did not provide proof of expertise for the categories she wants approval to teach.
12. Mary Kathryn Perkinson
13. Jamie Lee Cook
14. David Ray Robertson
The Committee recommended this applicant for approval under all requested categories except Fair Housing and Ethics and Standards of Conduct.
15. Phoenix Ayotte
16. Allen Frank Andrs
17. Amy Schwartz
18. LeSean Pinkney
The Committee recommended this applicant for approval only in the category Current Industry Issues and Trends - VH Real Estate Professional Training.
19. Joni Moncure
20. Georgette Michelle Houchins
The Committee recommended this applicant for approval only in the category Current Industry Issues and Trends - VH Real Estate Professional Training.
21. Frank Webster
22. Samuel Lee Hanks

23. Shelley H. Woods
24. Daniel Scott Kern
25. Pamela S. Godfrey

The Committee recommended this applicant for approval under all requested categories except Contracts.

26. Loretta Flynn
27. Joseph Kemper Funkhouser, III
28. Susan Jenkins
29. Leigh Thomas

New Business – None.

The meeting adjourned at 5:05 p.m.