

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING DRAFT AGENDA

January 17, 2024, Meeting

- I. Call to Order
- II. Approval of Agenda
- III. Public Comment
- IV. Discussion Items
 - 1. Changing course hours (REMI School of Real Estate)
 - 2. Staging appeal letter (attached)
 - 3. Amber Mason Instructor Application
 - 4. Discuss § 54.1-2105.02 Process Improvements
- V. Proprietary School Applications
 - 1. 0211001364 – Maryland Land Title Association, Annapolis MD.
Contact Person: Mark Glazer
 - 2. 0211001365 – Michelle Caldwell Thompson, LLC. Fredericksburg, VA
Contact Person: Michelle Thompson
- VI. Post-License and Continuing Education Course Applications
 - A. Original Post-License and Continuing Education Course Applications, Approved Schools:
 - 1. 0214029059 - Fraud Prevention in Real Estate, 2 hours Real Estate Related, Capital Area Title, LLC, dba Universal Title
 - 2. 0214029062 - Cover Your Assets: Managing Personal and Professional Risks (On-line), 5 hours Real Estate Related, Aceable Real Estate School
 - 3. 0214029071 - How to Do a 1031 Like-Kind Exchange, 3 hours Real Estate Related, Realty Exchange Corporation
 - 4. 0214029072 - 1031 Exchanges and Updates, 1-hour Real Estate Related, Realty Exchange Corporation
 - 5. 0214029073 - Advanced 1031 Exchanges, 3 hours Real Estate Related, Realty Exchange Corporation
 - 6. 0214029074 / 0214029075 - 1031 Real Estate Exchanges, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Realty Exchange Corporation
 - 7. 0214029076 / 0214029077 - At Home with Diversity, 2 hours Fair Housing, and 5 hours Real Estate Related or 2 hours Fair Housing (PLE), CVSRE

8. 0214029078 - Pricing In A Competitive Market, 2 hours Current Industry Issues and Trends (PLE only), TRSRE
9. 0214029079 - Commercial Real Estate Installment Sales, 3 hours Real Estate Related, Knowledge Masters, LLC.
10. 0214028944 – 16-hours Correspondence Course, 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, HRRR
(previously denied due to Code of Ethics not up to date)
11. 0214029081 – Coinciding Settlements, 1-hour Real Estate Related, Capital Area Title dba Universal Title
12. 0214029082 – 2022 / 2024 Association Ethics V1.0 (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
13. 0214029083 - EMDs and the Wet Settlement Act, 1-hour Real Estate Related, Capital Area Title dba Universal Title
14. 0214029084 - Getting Your Contract to Closing, 1-hour Real Estate Related, Capital Area Title dba Universal Title
15. 0214029095 – Intro to Commercial Real Estate Practice, 8 hours Real Estate Related, Old Dominion Realty Inc. **(Is this the most current VAR Commercial Purchase Agreement?)**
16. 0214029096 - Introduction to Short Sales, 2 hours of Real Estate Related, Capital Area Title, dba Universal Title.
17. 0214029097 - What Every Real Estate Agents Should Know About Title Insurance, 1-hour Real Estate Related, HRRR
18. 0214029098 - Our Industry is CHANGING - Are you Ready, 3 hours Broker Management, TRSRE
19. 0214029099 - Working with Rental Property, 1-hour Real Estate Related, TRSRE
20. 0214029100 / 0214029101 – Ethics, 3 hours Ethics and Standards of Conduct (CE or PLE), TRSRE
21. 0214028978 – VA RE Mandated Law Update, 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, HPDS **(previously denied)**
22. 0214028979 / 0214028980 – Fair Housing, 2 hours Fair Housing (CE or PLE), HPDS **(previously denied)**
23. 0214028981 / 0214028982 – Escrow Requirements, 3 hours Real Estate Related or 3 hours Escrow Requirements, HPDS **(previously denied)**
24. 0214028985 – Risk Management, 3 hours PLE Risk Management, HPDS **(previously denied)**
25. 0214029102 / 0214029103 - Earnest Money and Escrow Requirements, 3 hours Broker Management or 3 hours Escrow Requirements, TRSRE **(enough course materials?)**
26. 0214029104 / 0214029105 – Fair Housing, 2 hours Fair Housing (CE or PLE), LFIRE
27. 0214029106 – Why Title Insurance? 1-hour Real Estate Related, Capital Area Title, LLC dba Universal Title

28. 0214029107 / 0214029108 - Introduction to Commercial Real Estate, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, LFIRE
29. 0214029109 / 0214029110 - Listing and Buyer Agency Forms, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, FAAR
30. 0214029111 / 0214029112 – Fair Housing, 2 hours Fair Housing (CE or PLE), TRSRE
31. 0214029113 – NVAR’s Jan 2024 Sales Contract – Part 1, 1-hour Real Estate Contract, Capital Area Title, LLC dba Universal Title **(each course is half of the NVAR’s contract)**
32. 0214029114 - NVAR’s Jan 2024 Sales Contract – Part 2, 1-hour Real Estate Contract, Capital Area Title, LLC dba Universal Title **(each course is half of the NVAR’s contract)**
33. 0214029129 - Housing Affordability in Central VA, 1-hour Real Estate Related, RAR
34. 0214029130 / 0214029131 - Agency Representation Transaction Forms, 1-hour Real Estate Agency, and 2 hours Real Estate Contracts or 2 hours Current Industry Issues and Trends, RAR
35. 0214029132 - Creating Your Successful Exit Strategy, 4 hours Broker Management, CVSRE **(Does this course protect the health, safety, and welfare of the public?)**
36. 0214029133 - Property Condition Discovery and Disclosure Compliance (Correspondence), 3 hours Real Estate Related, McKissock
37. 0214029134 - Property Condition Discovery and Disclosure Compliance (On-line), 3 hours Real Estate Related, McKissock
38. 0214029135 - Virginia Legal Updates (On-line), 1-hour Legal Updates, McKissock
39. 0214029136 - Cybersecurity: Protecting the Real Estate Transaction (On-line), 3 hours Real Estate Related, McKissock
40. 0214029137 - Cybersecurity: Protecting the Real Estate Transaction (Correspondence), 3 hours Real Estate Related, McKissock
41. 0214029138 - Workforce Housing: Solutions for Homes and Financing (On-line), 4 hours Real Estate Related, McKissock **(4 hours?)**
42. 0214029139 - Workforce Housing: Solutions for Homes and Financing (Correspondence), 4 hours Real Estate Related, McKissock **(4 hours?) (Same course as # 41.)**
43. 0214029140 - Home Inspection & Radon Testing Addendum, 1-hour Real Estate Related, Capital Area Title, LLC dba Universal Title
44. 0214029144 / 0214029145 – Contracts, 1-hour Real Estate Contracts, and 5 hours Real Estate Related or 6 hours Contract Writing, LFIRE
45. 0214029147 -Virginia Legal Updates (Correspondence), 1-hour Legal Updates, McKissock
46. 0214028983 – 0214028984 - Contract Writing, 1 hour Real Estate Contracts, and 5 hours Real Estate Related or 6 hours Contract Writing, HPDS

47. 0214028792 – VA Real Estate Mandatory Course (Correspondence), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate **(previously denied)**
48. 0214028970 - VA Real Estate Mandatory Course (On-line), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate **(previously denied)**
49. 0214028556 - 16 Credit Virginia Real Estate CE Collection (Correspondence). 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, Moseley Flint Schools of Real Estate **(previously denied)**
50. 0214029035 -Ethics and Legal Updates – Webinar, 3 hours Ethics, and 1-hour Legal Updates, Moseley Flint Schools of Real Estate **(previously denied)**
51. 0214029149 - 16 Credit Virginia Real Estate CE Collection (On-line), 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, Moseley Flint Schools of Real Estate
52. 0214029150 - Documents Disclosures and Directives – Webinar, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
53. 0214029151 - Agency Dilemmas What Do You and Don't You Know, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate **(previously denied)**
54. 0214029152 - 45 Day Countdown with the 1031 Exchange, 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
55. 0214029153 - Professional Standards Training 2024, 3 hours Ethics, VAR
56. 0214029154 / 0214029155 - PM 101: Residential Property Management, 6 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
57. 0214029156 / 0214029157 - PM 102 Property Managers and the Law, 2 hours Legal Updates, and 6 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
58. 0214029158 / 0214029159 - PM 103: Agency Issues for Property Managers, 2 hours Real Estate Agency and 1 hour Real Estate Related or 3 hours VA Agency Law, VAR
59. 0214029160 / 0214029161 - PM 104: Mastering the Lease, 2 hours Real Estate Contracts, and 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, VAR
60. 0214029162 / 0214029163 - PM 105: Keeping Fair Housing Fair, 2 hours Fair Housing, and 2 hours Real Estate Related or 2 hours Fair Housing (PLE), VAR
61. 0214029164 – Virginia Deeds, 1-hour Real Estate Related, Highland ACE, LLC.

62. 0214029165 - Virginia Continuing Education Mandatory Topics (Classroom), 2 hours Fair Housing, 3 hours Ethics, 1-hour Legal Updates, 1-hour Real Estate Agency, and 1-hour Real Estate Contracts, Moseley Flint Schools of Real Estate
63. 0214029166 – Basic Intro to FIRPTA, 1-hour Real Estate Related, Capital Area Title LLC. Db a Universal Title
64. 0214029167 - Understanding Deeds and Tenancy - Effectively Transferring Title, 1-hour Real Estate Related, Capital Area Title LLC. Db a Universal Title
65. 0214029168 / 0214029169 – Real Estate Law and Board Regs 101, 6 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, Liz Moore University, LLC.
66. 0214029170 / 0214029171 - Advertising Regulations 101, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Liz Moore University, LLC.
67. 0214029172 - 10 Most Common Title Problems, 1-hour Real Estate Related, Highland ACE, LLC.
68. 0214029173 - Using Living Trusts to Hold Real Estate, 1-hour Real Estate Related, FATIC
69. 0214029174 - Claims Steering Clear of a Catastrophe, 1-hour Real Estate Related, FATIC
70. 0214029175 - Decedents Estates for Virginia Real Estate Agents, 1-hour Real Estate Related, FATIC
71. 0214029176 - Mechanics Lien Law in Virginia, 1-hour Real Estate Related, FATIC
72. 0214029177 – Authority to Execute, 1-hour Real Estate Related, FATIC
73. 0214029178 - Do I Really Need an Owner's Policy, 1-hour Real Estate Related, FATIC
74. 0214029179 - Virginia Judgments and Liens, 1-hour Real Estate Related, FATIC
75. 0214029180 - Cyber Security the Unsung Heroes! 1-hour Real Estate Related, FATIC
76. 0214029181 - Document Review for Supervising Brokers, 1-hour Broker Management, LFIRE
77. 0214029182 / 0214029183 – Agency, 1-hour Real Estate Agency and 2 hours Real Estate Related or 3 hours VA Agency Law, LFIRE
78. 0214029184 / 0214029185 - Social Media & Internet Advertising, 2 hours Broker Management or 2 hours Real Estate - Related Finance, LFIRE
79. 0214029186 / 0214029187 - Marketing the Listing, 5 hours Real Estate Related or 2 hours Current Industry Issues and Trends, RAR
80. 0214029189 / 0214029190 - Real Estate Law and Board Regulation, 6 hours Real Estate Related or 6 hours Real Estate Law and Board Regulations, Albemarle Area School of Real Estate
81. 0214029033 - Navigating Real Estate Contingencies, 1-hour Real Estate Contracts, Charles Huang, PLLC. **(previously denied)**

82. 0214029192 - Virginia Broker Management (On-line), 6 hours Broker Management and 2 hours Broker Supervision, McKissock, LLC.
83. 0214029193 - Virginia Broker Management (Correspondence), 6 hours Broker Management and 2 hours Broker Supervision, McKissock, LLC.
84. 0214029194 – Intro to Residential Foreclosure, 1-hour Real Estate Related, Capital Area Title, LLC, dba Universal Title
85. 0214029195 / 0214029196 - Perfect Home with Renovating Lending, 3 hours Real Estate Related or 2 hours Current Industry Issues and Trends, HRRA
86. 0214029197 - 1031 Tax Deferred Exchange Basics, 1-hour Real Estate Related, Capital Area Title, LLC, dba Universal Title
87. 0214029199 – Foundation Issues, 1-hour Real Estate Related, New Millennium University
88. 0214029200 - Houses: Buy, Fix, Sell! OnDemand Course V3.0 (On-line), 8 hours Real Estate Related, Dearborn Financial Publishing, Inc. d.b.a. REcampus.com
89. 0214029202 – Contract Writing (On-line), 6 hours Contract Writing, Vesta Settlements
90. 0214029203 / 0214029204 - Judgments, Liens, and Bankruptcy, 2 hours Real Estate Related or 2 hours Current Industry Issues and Trends, Piedmont School of Realty
91. 0214029205 - FHA Financing, 3 hours Real Estate Related, GCAAR
92. 0214029206 - Virginia Mandatory Contract Review, 1-hour Real Estate Contracts, GCAAR
93. 0214029207 - Advertising Compliance, 3 hours Real Estate Related, GCAAR
94. 0214029208 - Virginia Fair Housing, 2 hours Fair Housing, GCAAR
95. 0214029209 - Virginia Agency, 1-hour Real Estate Agency, GCAAR
96. 0214029210 - Virginia Legal Update, 1-hour Legal Updates, GCAAR
97. 0214029211 - Virginia Ethics, 3 hours Ethics & Standards of Conduct, GCAAR
98. 0214029212 - Agency Disclosure in The Real World, 2 hours Real Estate Related, GCAAR
99. 0214029213 - Serving Generational Clients (On-line), 3 hours Real Estate Related, McKissock, LLC. **(does this protect the health, welfare and safety of the public?)**
100. 0214029214 - Serving Generational Clients (Correspondence), 3 hours Real Estate Related, McKissock, LLC. **(does this protect the health, welfare and safety of the public?)**
101. 0214029243 – VA Law Combo (On-line), 2 hours Fair Housing, 1-hour Real Estate Agency and 1-hour Real Estate Contracts, McKissock, LLC.
102. 0214029244 - VA Law Combo (Correspondence), 2 hours Fair Housing, 1-hour Real Estate Agency and 1-hour Real Estate Contracts, McKissock, LLC.

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

- 1.
- 2.

VII. Pre-License Education Instructors

1. 0230001730 – Diane Ragsdale – Teaching Credentials, and Waiver (Principles)
2. 0230001731 – Eric Brindley – Professional Designation and Waiver (Principles)
3. 0230001732 – Tony Fitzgerald – Education and Professional Designation, (Principles)
4. 0230001727 – John Benton McInnis – Experience and Professional Designation (Principles, Appraisal, Finance, Brokerage, and Law) – **(previously denied)**
5. 0230001733 - Bethany Kelley – Professional Designation and Teaching Credentials (Principles)
6. 0230001721 - Helen Tucker – Experience and Waiver (Principles, Appraisal, Finance, Brokerage, and Law) – **(previously denied)**

VIII. Pre-License Education Courses

1. 0214029054 – 60-hours Salesperson Principles and Practices of Real Estate (Classroom), Elite School of Real Estate
2. 0214029055 - 60-hours Salesperson Principles and Practices of Real Estate (Correspondence), Elite School of Real Estate
3. 0214029057 - 15-hours Salesperson Principles and Practices of Real Estate (Classroom), Elite School of Real Estate
4. 0214029058 - 15-hours Salesperson Principles and Practices of Real Estate (Correspondence), Elite School of Real Estate
5. 0214029060 – 45-hours Broker Real Estate Law (Classroom), Elite School of Real Estate
6. 0214029061 - 45-hours Broker Real Estate Law (Correspondence), Elite School of Real Estate
7. 0214029063 – 45- hours Broker Real Estate Brokerage (Correspondence), Elite School of Real Estate
8. 0214029064 - 45- hours Broker Real Estate Brokerage (Classroom), Elite School of Real Estate
9. 0214029065 – 45- hours Broker Real Estate Appraisal (Classroom), Elite School of Real Estate
10. 0214029066 - 45- hours Broker Real Estate Appraisal (Correspondence), Elite School of Real Estate
11. 0214029067 – 45-hours Broker Property Management (Correspondence), Elite School of Real Estate

12. 0214029068 - 45-hours Broker Property Management (Classroom), Elite School of Real Estate
13. 0214029069 – 45-hours Broker Real Estate Finance (Correspondence), Elite School of Real Estate
14. 0214029070 - 45-hours Broker Real Estate Finance (Classroom), Elite School of Real Estate
15. 0214028958 – 60-hours Salesperson Principles and Practices of Real Estate (On-line), The CE Shop, LLC. **(Could not vote on the last meeting as Mr. Perry recused himself from the vote)**
16. 0214029143 – 60-hours Salesperson Principles and Practices of Real Estate (On-line), 360training.com, Inc.
17. 0214029146 – 60-hour Salesperson Principles and Practices of Real Estate (On-line), Dearborn Financial Publishing, Inc.
18. 0214029148 – 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Michael J Bond Realty Inc.
19. 0214028930 – 60-hour Salesperson Principles and Practices of Real Estate (Online), Moseley Flint Schools of Real Estate **(previously denied)**
20. 0214028931 – 15-hour Salesperson Principles and Practices of Real Estate (Online), Moseley Flint Schools of Real Estate **(previously denied)**
21. 0214028932 - 15-hour Salesperson Principles and Practices of Real Estate (Correspondence), Moseley Flint Schools of Real Estate **(previously denied)**
22. 0214028933 - 15-hour Salesperson Principles and Practices of Real Estate (Classroom), Moseley Flint Schools of Real Estate **(previously denied)**
23. 0214029188 – 60-hours Salesperson Principles and Practices of Real Estate, Albemarle Area School of Real Estate
24. 0214029191 – 45-hours Broker Real Estate Finance (Classroom), HPDS
25. 0214029198 - 45-hours Broker Real Estate Law (Classroom), HPDS
26. 0214029201 – 60-hours Salesperson Principles and Practices of Real Estate, Queen Academy of Real Estate

IX. Post-License and Continuing Education Instructor Approval Applications

1. Dale C. Gardner
2. Jaci Dawn Novak
3. Jeffrey Horan
4. Donald Kendall
5. Meredith Rene Ward
6. Michael W. Pugh
7. Michael Edward Cain
8. Robert Siciliano
9. Brett Mitchell Cambron
10. Andreianna Bazemore
11. Misti April McCarver
12. Christina Gabriela Nazzario

13. Jolene S. Williams
14. Mark Peter Lynch
15. Bethany Elaine Kelly – **also applying for pre-licensing instructor.**
16. Sara Kiser Lindner
17. Gregory Clatterbuck
18. Jonathan William Burger
19. Matthew Douglas Meadows
20. Yolanda Marilena Lemus Flores
21. Christina Ann Merritt
22. Eric Marshall Brindley – **He was denied ethics previously.**
23. Andrea Cecilia Beddingfield

- X. New Business
1. 2024 Education Committee Dates.

- XI. Adjourn

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Materials contained in this agenda are proposed topics for discussion
And are not to be construed as regulation or official board position
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