

**MINUTES OF THE RHODE ISLAND
REAL ESTATE COMMISSION**

DATE: September 9, 2010

TIME: 9:00 A.M.

LOCATION: Department of Business Regulation

John O. Pastore Center

1511 Pontiac Ave. Bldg. 69-1

Cranston, RI 02920-0942

Members Present:

David Iannuccilli, Chairperson, John Silvia Vice-Chairperson, Robert Recchia, Thomas Foley, Brenda Marchwicki, Raymond Harris, Laura Marasco, Special Assistant Attorney General, Leslie Pratt, DBR Licensing Aide, Ellen Balasco, Legal Counsel Dept. of Business Regulation, and William J. DeLuca, Real Estate Administrator for the Department of Business Regulation.

Chairperson David Iannuccilli called the meeting to order at 9:11 AM.

Chairperson Iannuccilli asked for a motion to accept the minutes of the last meeting. Robert Recchia made a motion to accept the minutes. Seconded by Thomas Foley. All were in favor.

Chairperson Iannuccilli asked John Silvia and Brenda Marchwicki to elaborate on the continuing education courses that had been reviewed. They reported the following courses were recommended to be approved:

The CE Shop offering:

- Roadmap to Success: Business Planning for Real Estate Professionals**
- Uncle Sam has Homes for Sale: Listing and Selling HUD Homes**

Continuing Ed Express, LLC offering:

- Originating a Mortgage Loan: The Basics**
- The Essential Real Estate Marketing Guide**
- Vacation Property Investment Guide**

McKissock offering:

- The Three P's of Negotiation**

Newport County Real Estate School offering:

- Sales Pre-Licensing Course**
- Effective Negotiating**

Chairperson asked for a motion to approve these courses. John Silvia made a motion to approve these courses. Seconded by Thomas

Foley. All were in favor.

Rhode Island Association of Realtors offering:

- Introduction to Computers for Effective Marketing**
- Agency 101 – The New Law of Agency**
- Servicing the Relocation Client/Customer**
- Using MS Word for Effective Real Estate Marketing**

Chairperson asked for a motion to approve these courses. Brenda Marchwicki made a motion to approve these courses. Seconded by John Silvia. All were in favor.

Discussion on Sale of Businesses Chapter 42-14-12. Chairperson began discussion regarding the law. Ellen Balasco advised the members that the Department's position is that if you are conducting a one-time sale of a business, and you are licensed as a real estate broker, and then you need to post a bond consistent with the statute. However, if you are holding yourself out as a business broker or otherwise engaging in brokering businesses as your business, then you must also hold a real estate broker's license. General discussion ensued.

Old Business - None

New Business

Chairperson inquired about the extension of time to complete the Continuing Education requirement until October 31, 2010 and how it came to be. William DeLuca explained that the Legal Department was meeting with members of the Rhode Island Bar Association concerning the application of how the Continuing Education requirement affected attorneys.

Public Comment – None

Chairperson advised the members that the next meeting was to be held on October 14, 2010 at 9:00 AM.

The Chairperson asked for a motion to adjourn. Motion to adjourn made by Thomas Foley. Brenda Marchwicki seconded the motion. All were in favor.

Meeting adjourned at 9:40 am.

Respectfully submitted,

William J. DeLuca

Real Estate Administrator