

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

DATE: February 9, 2012

TIME: 9:15 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, Pamela Kobrock, Thomas Foley, Lisa Pinsonneault,
Brenda Marchwicki, Raymond Harris, William DeLuca.**

Non Members Present:

**Ellen Balasco, Deputy Legal Counsel, Mary Ann Dube, Real Estate,
Norma Mousseau of RI Association of Realtors and Michele Caprio of
Greater Providence Board of Realtors.**

Chairperson David Iannuccilli called the meeting to order at 9:26 AM.

The following continuing education courses will be reviewed:

John Silvia and Brenda Marchwicki presented the recommendations

of the Continuing Education committee to the Board.

Coldwell Banker Residential Brokerage

- The Accredited Staging Professional Course - 17 hrs #R321**

Committee recommendation that the course be approved for 6 hours only.

Continuing ED Express.Com

- Code of Ethics Case Studies II (was approved for 3 CE units on 12/06/11 and would like to be approved for Core Credit**

#CEE-47

Distressed Property Institute, LLC dba Charfen Institute

- Certified Distressed Property Expert (CDPE) – Classroom 15hrs**
- Certified Distressed Property Expert (CDPE) - Distance 15hrs**
- Certified Investor Agent Specialist (CIAS) -Classroom 15 hrs**
- Certified Investor Agent Specialist (CIAS) Distance 15hrs**

Greater Providence Board of REALTORS

- Advance Sales Skills 3 CEU #RICA 160**
- Facebook for Business - 3 CEU**
- Negotiate to Win-Win 3 CEU #205**
- Negotiation for the Commercial Broker 3CEU #RICA 170**

Kent Washington Association of Realtors

- Real Estate Forms 3CEH Core #0130FR**

**· Risk Management for Real Estate Professionals 3- CEH Core
#0127FR**

Martinelli Caputi, Ltd.

- Assess Yourself Express Yourself 3 hrs**

Neport County Board of Realtors

- Negotiating to Win Would like to be approved for Core**

RI Association of Realtors

- Assessing Town Hall 3 CEH
#415**
- Clients, Technology and the iPad 3 CEH
#414**
- CRS 201 – Better Listings for Clients 12 CEH
#413**
- Effective and Dynamic Communication 3 CEH
#367**
- E-Pro (Classroom) 8 CEH
#416**
- Homes for All: Serving People with Disabilities 6 CEH (online)
#364**
- Introduction to Excel for REALTORS 3CEH
#417**

Committee recommended that the course be resubmitted with additional details for review next month.

- **Intermediate Excel for REALTORS** **3CEH**
#418
Committee recommended that the course be resubmitted with additional details for review next month.
- **Mortgage Fraud and Predatory Lending** **6 CEH**
(online) #361
- **Property Management and Managing Risk** **6 CEH**
#360
- **Real Estate Finance Today** **6 CEH**
(online) #359
- **Real Estate Investment Fundamentals** **6 CEH**
(online) #356
- **Real Estate and Taxes** **6 CEH**
(online) #362
- **Risk Management** **6 CEH (online)**
#358
- **Understanding Credit and Improving Credit Scores** **3 CEH**
(online) #357

RI Real Estate Academy

- **Buyers Representation in Real Estate** **3 hrs Core** **#CR2**
Committee recommended that the course be resubmitted with the Rhode Island Agency Law included.
- **Electronic Transaction in Real Estate** **3 Core** **#CR18**
- **Ethics and Real Estate** **3 hrs Core** **#C17**

- **Foreclosures, Short Sales, REOs & Auctions 3 hrs #CR9**
- **Fundamentals of Marketing for the Real Estate Professional 3 hrs Core #CR16**

Real Estate School

- **Distressed Property Institute, LLC dba Charfen Institute**

Instructors

Distressed Property Institute, LLC dba Charfen Institute

- **Nicole King**

RI Association of Realtors, Inc.

- **Christine Rancourt**
- **Christopher DeGrave**
- **Vicki Baud**

Motion to accept the recommendations as presented with noted changes. Motion passed.

Old Business

John Silvia discussed that he was still working on updating the Agency law statute for the Board to review.

New Business.

Chairman Iannucilli began discussion of issue of disputed deposits. Ellen Balasco advised that DBR has statutory authority to issue regulations in this matter. She recognized the confusion between the statute and regulation and the need for consistency. She advised the Board that the regulation is controlling in this instance when reviewing complaints. General discussion ensued.

Tom Foley asked what is the timeline for the listing Broker to return a deposit when a buyer rejects the purchase due to a faulty inspection? Ellen Balasco advised that the situation for return of the deposit comes under contract law. If the dispute continues for and the 180 day limit is approaching, the Broker is well-advised to send the 30-day notice letter, and thereafter forward the deposit to the General treasurer's office.

William DeLuca advised the Board of the hiring of a new Real Estate employee, Heather Hitchen starting her position next week. Mary Ann Dube was thanked for all the work she has done in assisting the committee members and a job well done.

Opportunity for Public Comment

Michele Caprio advised the Board that the Greater Providence Board of Realtors has created an electronic certificate for course completions. She advised us that they had created a watermark on

the certificate that shows as “Do Not Copy” and created a password for the candidate to access the certificate. Also an electronic signature safeguard was being put in place. General discussion ensued.

Michele Caprio began discussion on the State holding a class for new instructors to be taught how to proceed with teaching students. She reported that in Massachusetts instructors go through thirty hours of class work. General discussion ensued.

Chairperson Iannuccilli advised the members that the next meeting would be held on March 15, 2012 at 9:15 am. Also, the continuing education committee meeting would be held on March 13, 2012.

Chairperson Iannuccilli asked for a motion to adjourn. John Silvia seconded the motion. The meeting was adjourned at 10:25 am.

Respectfully submitted,

William J. DeLuca

Real Estate Administrator