

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

DATE: September 13, 2012

TIME: 9:15 A.M.

LOCATION: Department of Business Regulation

Real Estate Section

John O. Pastore Center

1511 Pontiac Ave. Bldg. 69-1

Cranston, RI 02920-0942

Members Present:

David Iannuccilli-Chairperson, John Silvia-Vice Chairperson, Brenda L. Marchwicki, Raymond Harris, Thomas Foley, Robert Recchia, Ellen Balasco-Deputy Chief of Legal Services and William DeLuca, Real Estate Administrator.

Non Members Present:

Michele L. Caprio, from Greater Providence Board of Realtors, Norma M. Mousseau, & Monica Staaf, from RI Association of Realtors (RIAR) and Lisa Crenca, Real Estate.

Chairperson Iannuccilli called the meeting to order at 9:23AM.

Chairperson Iannuccilli asked for a motion to accept the minutes from the August 2012 meeting. Motion made to accept minutes from John Silvia. Seconded by Brenda Marchwicki. All in favor. Motion passed.

The following continuing education courses were reviewed:

Brenda Marchwicki presented the recommendations of the Continuing Education committee to the Board.

(The) CE Shop:

Renewals for Online Courses:

- | | |
|---|---------------|
| · Diversity: Your Kaleidoscope of Clients | 3 Core |
| · Foreclosures Demystified | 3 Core |
| · Short Sale and Foreclosure Risk Management | 3 Core |
| · Going Green: The Environmental Movement in Real Estate | 3 Hrs. |
| · Today's MLS: New Paradigms, Better Results | 3 Hrs. |

John Silvia made a motion to accept The CE Shop's renewals of online courses.

Seconded by Robert Recchia.

Future Properties Real Estate Academy:

- Everything You Need to Know About Foreclosures 3 Hrs.

Everything You Need to Know About Foreclosures was not approved by the committee. The outline did not contain a timeline broken down by course section.

Future Properties will have the opportunity to re-submit course next month.

Greater Providence Board of Realtors:

**- CRS 163 The New Negotiating Edge... 6 Hrs.
A 5-Step Behavioral Strategy**

John Silvia made a motion to accept Greater Providence Board of Realtors, The New Negotiating Edge for 6 hours. Seconded by Robert Recchia.

Kent Washington Association of Realtors:

Renewal:

- 012-3 Code of Ethics 3 Core

John Silvia made a motion to accept Kent Washington Association of Realtors, Code of Ethics course. Seconded by Robert Recchia.

NBI, Inc. DBA National Business Institute:

Re-submit with timeline attached.

· Title Law in Rhode Island 6 Hrs.

Brenda Marchwicki proposed Title Law in RI could be revisited as a core course,

if NBI, Inc., so desired. John Silvia made a motion to accept NBI, Inc, Title Law in RI

for 6 hours. Seconded by Robert Recchia.

The LepLap Institute, LLC:

**Review of Continuing Ed from June Commission Meeting:
Core/Non-Core?**

· SS103 Short Sales and Foreclosures 3 Core

After reconsideration of LepLap Institute, Short Sales and Foreclosures, it was decided to leave it a core course. John Silvia made a motion to approve and seconded by Robert Recchia.

Providence Preservation Society:

Fall Symposium

Oct.11-13, 2012

· Not Always Pretty:

7 Hrs.

Behind the Façade of Historic Preservation in Providence

John Silvia made a motion to accept Providence Preservation Society, Fall Symposium.

Robert Recchia seconded the motion. Motion Passed.

The Rhode Island Association of Realtors:

Renewals:

- | | |
|---|----------------|
| · 379 Situational Agency | 3 Core |
| · 374 Good Management Means Satisfied Customers | 12 Hrs. |
| · 375 The Healthy Home | 3 Hrs. |
| · 376 Weatherization and Insulation | 3 Hrs. |
| · 377 Green Remodeling | 3 Hrs. |
| · 378 Home Comfort: Heating, Cooling and Ventilation | 3 Hrs. |

John Silvia made a motion to accept all the courses presented by RIAR. Seconded by Robert Recchia.

Instructors:

(The) CE Shop:

- **Michael K. McAllister**

Greater Providence Board of Realtors:

- **Edward Hatch**

Kent Washington Association of Realtors:

- **Alyce C. Kleczek**
- **Dean A. de Tonnancourt**

Robert Recchia made a motion to pass Michael McAllister, Edward Hatch, Alyce Kleczek and Dean de Tonnancourt as instructors. Seconded by Thomas Foley.

Providence Preservation Society:

- **Brian M. Sirman**
- **Briann G. Greenfield, PH.D.**
- **Christiana Morgan Grefe**
- **Edward F. Sanderson**
- **James Barnes, A.I.A.**
- **James Brayton Hall**
- **Melvin L. Zurier, Esq.**
- **Richard E. Greenwood**

- **Sarah Zurier**
- **Thomas S. Michie**
- **Valerie Talmage**

Robert Recchia made a motion to accept the instructors for the Fall Symposium

presented by Providence Preservation Society. Seconded by Thomas Foley.

Real Estate Nexus Training Academy:

- **Jeanne M. Elson Gordon**

Rhode Island Association of Realtors:

- **Richard V. Rheinberger**

Robert Recchia made a motion to accept Jeanne M. Elson Gordon and Richard V. Rheinberger as instructors. Seconded by Thomas Foley.

Old Business:

Agency Law: Monica Staaf (RIAR) will be submitted to Ellen the updated "Relationship Disclosure Form". Ellen submitted a bill to the

Director for review along with a recommendation by the Department that we put it on the department's agenda for next year. The working copy of the bill needs more work.

New Business:

Brenda Marchwicki brought forward concerns discussed last month, from Joseph McCarthy and Ann Anos.

Entry Only Listings:

- Relationship Disclosure Form: This form does not meet the parameters of an entry only listing. Monica Staaf (RIAR) will look at the National Association of Realtors disclosure form and see how it varies from the RI form.**
- Liability of Licensee: Licensee should possibly add an attachment with provisions, stating the sole responsibility of their role and that none of these relationships apply.**
- Transaction Facilitator: a licensee who provides assistance to a consumer (in this case, the seller) but does owe duties set forth in § 5-20.6-4.**

Continuing Education:

Concerns in the field with agents doing all of their continuing education online and not in the classroom. Discussing fifty percent in the classroom, at least twelve hours in the classroom and twelve hours online.

Pre-Licensing for Brokers and Salespersons: Creating a task force to look at Brokers licensing and Salespersons. Thought of increasing number hours of education to become licensed. This will also better the profession of all sales agents.

Opportunity for Public Comment:

No public comment, the public rests.

Next meeting will be on Thursday, October 11, 2012.

Chairperson Iannuccilli asked for a motion to adjourn. Thomas Foley made a motion and seconded by Raymond Harris. The meeting was adjourned at 10:28 a.m.

Respectfully submitted,

William J. DeLuca

Real Estate Administrator