

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

DATE: August 15, 2013

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 P. Iannuccilli: Chairperson, John A. Silvia: Vice-Chairperson,
Robert R. Recchia,**

**Brenda L. Marchwicki, Thomas Foley, Lisa A. Pinsonneault: Special
Assistant to the**

Attorney General, and William J. DeLuca: Real Estate Administrator.

Non Members Present:

Monica Staaf: RIAR and Lisa J. Crenca: DBR Real Estate.

Chairperson Iannuccilli called the meeting to order at: 9:20 A.M.

Chairperson Iannuccilli opened up with the minutes from the previous meeting. Robert R. Recchia made a motion to accept the July minutes as presented, seconded by Brenda L. Marchwicki. Chairperson Iannuccilli asks if there are any comments, additions, amendments, there are none. All those in favor; motion passed.

The following continuing education courses were reviewed:

John A. Silvia reviewed the courses submitted for continuing education on August 13, 2013; he presented his recommendations to the Board.

HUNTER ACADEMY REAL ESTATE:

- The Truth About Mold**
3 CEU

John Silvia made a motion to accept “The Truth About Mold,” Brenda L. Marchwicki seconded the motion.

MARTINELLI CAPUTI, LTD:

- A Peek Behind the Closing Curtain**
1 CEU

John Silvia moves to approve, Martinelli Caputi’s short one-hour

course, “A Peek Behind the Closing Curtain.” Seconded by Brenda L. Marchwicki.

THE CE SHOP:

· E035 Commercial Landlord Representation

3 CEU

· E036 Determining Value of Commercial Properties

3 CEU

· E037 REO Properties:

Responsibilities, Education and Opportunities for Real Estate Professionals 6 CEU

· E038 Short Sales and Foreclosures:

What Real Estate Professionals Need to Know

6 CEU

John A. Silvia has requested that the CE Shop not use N/A for a response on the course application; “how this course directly relates to Real Estate Principles & Practices as outlined in: Regulation 11, Section 29.” In fact, it is applicable and should relate. John A. Silvia made a motion to accept all new courses submitted by The CE Shop. Thomas Foley seconds his motion.

Renewals:

· E011 Roadmap to Success:

Business Planning for Real Estate Professionals

3 CEU

- **E014 Uncle Sam Has Homes for Sale:
Listing and Selling HUD Homes**

3 CEU

John A. Silvia made a motion to accept The CE Shops renewals, seconded by Robert R. Recchia.

THE RHODE ISLAND ASSOCIATION OF REALTORS:

New Courses:

- **424 Floods and FEMA-What You Need to Know**

3 CEU

- **1317 Don't Play With Fire – online**

3 CEU

John A. Silvia moves for approval of the two new courses submitted by RIAR. Thomas Foley seconds his motion.

Renewals:

- **341 Agency 101 - The New Law of Agency**

3 CORE

- **391 Buyer Representation – online**

6 CORE

- **387 Introductions to Computers for Effective Marketing**

3 CEU

- 365 Investment Property Practice and Management-revised online
12 CEU**
- 361 Mortgage Fraud and Predatory Lending-online
6 CEU**
- 388 Servicing the Relocation Client/Customer
3 CEU**
- 386 Using MS Word for Effective Real Estate Marketing
3 CEU**

Class 341, Agency 101; The New Law of Agency has been updated to meet RI Law.

John A. Silvia makes a motion to approve renewal courses 341, 387, 365, 361, 388 and 386.

Class 391, Buyer Representation, online course is not state specific. For approval, this course must be updated to meet RI standards and can be re-submitted for next months approval. Thomas Foley seconds John A. Silvia's motion.

INSTRUCTORS:

- Cheryl Roach – RIAR**
- Christopher Perrotti: RES.0040052 – Access America Real Estate School**

- **Jason McAloon: RES.0032988 – Future Properties**
- **Jennifer O’Hora Lawrence: REB.0014569– Access America Real Estate School**
- **Jess Stimson: RI Emergency Management Agency – RIAR**
- **John W. Geisser – Martinelli Caputi, Ltd.**
- **Michelle Freestone Burnett: RI Emergency Management Agency – RIAR**
- **Shannon L. Buss: REB.0016491– Real Estate Nexus Training Academy**

John A. Silvia reviewed all instructors. Both Jess Stimson and Michelle Freestone Burnett from the RI Emergency Management Agency come highly qualified to teach the Rhode Island Association of Realtors course; # 424 Floods and FEMA- What you Need to Know. John A. Silvia makes a motion to approve all instructors as submitted. Robert A. Recchia seconds his motion.

Old Business:

Chairperson Iannuccilli brought up last month, concerns over “truth in advertising.” He discussed it with the Rhode Island Board of REALTORS, last month. Agents/Non-Agents are getting recognized for wrongdoing. They can be fined with the local boards or the DBR. Commission Board also discussed their concerns with veterans out in the field, not keeping current on the Real Estate portion of the DBR website.

There have been some new changes within Regulation 11, Brokers and Salespersons, veterans and new, need to re-visit the DBR website often, to stay current with all new laws, bulletins and notices. John A. Silvia suggested that RI Living put a link to the DBR website, for convenience, but also to stay within reach, to all. The Commission Board decided that could work, if all the local boards did the same.

New Business:

Brenda L. Marchwicki spoke of possibly implementing a mandatory Core course, for DBR updates for continuing education for all brokers and salespersons, when renewing every two years as an overview. The commission thought it was a great idea. Ms. Marchwicki suggested collaborating with, Chairperson Iannuccilli, Vice Chairperson Silvia, and Monica Staaf from RIAR, to discuss this as a possibility.

Administrator DeLuca has made the inquiry to the Governors office, that there is a vacancy on the Board. Résumé's are welcome.

Opportunity for Public Comments:

All licensees need to inform the opposite buyer and or seller agent, at first point of contact, if they have a personal interest in the property. (I.e., selling to a family member or a personal friend) Otherwise, they may have to forfeit or waive their commission.

Administrator DeLuca suggests that all brokers have a policy manual

hanging in their office, stating their office rules and guidelines, referencing commissions in the event of possible termination, etc. Chairperson Iannuccilli asks if there is anything else. Public rests. The next Committee Meeting will be on September 10th at 9:15 A.M.; Thomas Foley will help review the education. The Commission Meeting will meet on September 12th at 9:15 A.M.

Chairperson Iannuccilli asks for a motion to adjourn the meeting at 10:27 A.M. Motion is made by Brenda L. Marchwicki and seconded by Thomas Foley.

Respectfully submitted,

William J. DeLuca
Real Estate Administrator