

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

DATE: November 14, 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, Robert (Bob) Recchia, Brenda Marchwicki, Pamela (Pam) Kobrock, and William J. DeLuca: Real Estate Administrator.

Non Members Present:

Norma M. Mousseau: Rhode Island Association of Realtors & Lisa J. Crenca: DBR Real Estate.

Chairperson Iannuccilli called the meeting to order at: 9:28 A.M.

Chairperson Iannuccilli opened up with the minutes from the previous

meeting. Brenda made a motion to accept the September minutes as presented, seconded by Bob. 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:

Both Bob and Brenda reviewed the courses submitted for continuing education on November 17, 2013. Brenda presented the recommendations to the Board.

CARMA REAL ESTATE EDUCATION CENTER: (New School Application)

- **PL101 RI Salesperson Pre-Licensing**
45 HRS.

Brenda makes a motion to accept Carma Real Estate Education Center's Salesperson Pre-Licensing class, subject to the revision of the Agency portion, because it does not show specificity to the State of RI. Bob seconds Brenda's motion.

(THE) CE SHOP:

On-line

- **E041 Hot Market Strategies**

3 CEU

Brenda asks for a motion to accept, Hot Market Strategies as submitted.

Bob makes the first motion and Pam seconds his motion.

D'ELLENA LAW CENTER FOR EDUCATION:

- **Taxing the Transaction**

3 CEU

Brenda asks for motion to accept D'Ellena Law Center for Education's class for 3 CEU's. Bob make the first motion and Pam seconds his motion

EQUITY NATIONAL: (New School Application)

- **TI 101 Everyday Applications of Title Law**

1 CEU

- **SS101 Short Sales**

1 CEU

Brenda asks for a motion to accept two one-hour courses from Equity National.

Bob makes the first motion, and Pam seconds his motion.

EXCEL REALTY SCHOOL:

- **502 Do's and Don'ts of Social Media**
1 CEU
- **503 Modern Effective Communication**
3 CEU
- **504 Real Estate as a Profession**
3 CEU
- **401 Short Sales**
3 CEU
- **500 Technology for Realtors**
1 CEU

Brenda has asked for a motion to approve the five courses from Excel Realty School, subject to the Department receiving a breakdown of hours for each of the three-hour courses. Bob makes the first motion, Pam seconds his motion.

LEE INSTITUTE:

- **RE01ROZ Law of Agency**
3 CORE
- **REZOR01 Lead Paint**
3 CORE

Law of Agency was not approved, due to lacking specificity to RI Law. It can be re-submitted for course approval, once it is revised. Brenda asks for a motion to approve the Lead Paint course from Lee Institute.

Bob makes the first motion, Pam seconds his motion.

MARTINELLI CAPUTI, LTD:

- **Oh My! Real Estate Disclosures and Inspection Laws**
3 CORE

Brenda asks for a motion to accept Martinelli Caputi's course for three core credits. Bob makes a motion and Pam seconds it.

NBI D/B/A NATIONAL BUSINESS INSTITUTE:

- **Advanced Issues in Real Estate Law**
6 CORE

Brenda asks for a motion to accept NBI's course Advanced Issues in Real Estate for six core credits. Bob makes the first motion and Pam seconds it.

REAL ESTATE NEXUS TRAINING ACADEMY:

Renewals:

- **01 Ethics**

3 CEU

- **02 Fair Housing**

3 CEU

- **03 Law of Contracts**

3 CEU

- **04 Real Estate Financing**

3 CEU

New Courses:

- **05 The Rhode Island Agency Law Defined**

3 CEU

- **06 The Rules and Regulations of Real Estate Licensing**

Understanding Commercial Licensing Regulation 11

3 CEU

- **07 Foreclosures and 1031 Tax Exchanges**

3 CEU

- **08 Flipping Real Estate - Turning Property Into Profits**

3 CEU

Brenda asks for a motion to approve all eight courses as submitted by Real Estate Nexus Training Academy. Bob makes the first motion and Pam seconds his motion.

(THE) RHODE ISLAND ASSOCIATION OF REALTORS:

Renewal:

- **348 Basic Appraisal Principles 1**

15 CEU

- **349 Basic Appraisal Principles 2**

15 CEU

- **GRI 101 Graduate Realtor Institute**

15 CEU

- **267 The Effects of Radon in a Real Estate Transactions**

3 CORE

New Courses:

- **429 Facebook for Business**

3 CEU

- **428 Realtors Guide to Social Media**

3 CEU

- **431 Title Law**

3

CORE

- **430 Staging to Sell**

3 CEU

Brenda asks for a motion to accept all eight courses submitted by RIAR for approval.

Bob makes the first motion and Pam seconds his motion.

WESTCOTT SCHOOL OF REAL ESTATE: (New School Application)

- **01 Salesperson Pre-Licensing**

45 HRS.

Brenda asks for a motion to accept Westcott School of Real Estate's forty-five hour

Salesperson Pre-Licensing Class as submitted. Bob makes the first motion and Pam seconds Bob's motion.

School Applications Submitted for Approval:

Carma Real Estate (Pre-Licensing & Cont. Ed)

Carolyn Kindley-Single

620 Main Street

East Greenwich, RI 02818

401.885.2888

Equity National (Continuing Education)

Meghan Handy

50 Jordan Street

East Providence, RI 02914

401.871.9311

Westcott School of Real Estate (Pre-Licensing)

Joy E. Riley

559 Broadway

Providence, RI 02909

401.421.5300

(DBR school approvals based on: instructor qualifications and course submittal)

Based on Instructor qualifications and courses submitted, Bob asks for a motion to approve all three new school applications as submitted. Pam makes the first motion and Administrator DeLuca seconds her motion.

INSTRUCTORS:

Benjamin Pettit, Esq. (Equity National)

Carolyn Kindley-Single: REB.0017246 (Carma Real Estate Education Center)

Joy E. Riley: REB.0012495 (Westcott School of Real Estate)

Julie Chalue: REB.0015758 (The Rhode Island Association of Realtors)

Renee Vander Yacht: RES.0028333 (Carma Real Estate Education Center)

Rhonda Ivey-Lentini: Connecticut Licensee (The Rhode Island Association of Realtors)

Richard Tessier: RIC Professor of English (The Rhode Island Association of Realtors)

Shalimar Albanese-Pavao: Marketing (The Rhode Island Association of Realtors)

Steven M. Autieri-Real Estate Attorney (The Rhode Island Association of Realtors)

Bob asks for a motion to accept all nine instructors as submitted, for approval. Pam makes a motion to accept all nine instructors and Administrator DeLuca seconds the motion.

Old Business:

Chairperson Iannuccilli will be contacting Executive Director; George

Whalen of the Contractor's Board regarding Inspector Licensing. He will be inquiring about the progress going forward for inspectors, as well as, he would like more information of the codes and guidelines.

Last month an issue came up regarding Complaint No. 12-22, Lyons v. Clark, a Consent Agreement has been executed. Mr. Lyons has spoken with both legal and the Department Administrator, to discuss the outcome. Case is now closed and an Enforcement Action is posted on the website.

In reference to advertising, all salespersons and brokers must follow the regulation guidelines, set forth in Regulation 11, Section 25.

New Business: None.

Opportunity for Public Comment:

Norma M. Mousseau from RIAR, had some questions regarding the Departments guidelines on becoming a school and the fees for the application as well as fees for renewals. Chairperson Iannuccilli also showed his concerns. Administrator DeLuca responded, that when a school applies, it's now prerequisite for the school to send in one instructor application, along with a BCI and a resume, as well as a course application along with all requirements, to be reviewed and approved by the committee. If the course and instructor are not

approved, then neither is the school at that time. Concerned that all schools stay current with RI Agency, Administrator DeLuca has recently asked schools to re-submit their pre-licensing course for review. All pre-licensing courses will also have a three year expiration.

Lisa Crenca also from DBR, responded with fee details for school applicants. First time application fee is \$250.00, with a \$100.00 license/permit fee, totaling \$350.00. All schools expire the same day every year, (August 31), at which time the renewal fee is \$150.00. If there is a significant laps in their renewal, the school would have to apply as new. All Regulations and policies can be found on the Department website www.dbr.ri.gov under the Education heading and under Real Estate Regulation 11, Section 29 & 30.

Chairperson Iannuccilli asks if there is anything else. Public rests. The next Commission Meeting will be on December 12, 2013 at 9:15 A.M. in conference room 69-1.

Chairperson Iannuccilli asks for a motion to adjourn the meeting at 9:55 A.M. Motion is made by Bob and seconded by Pam.

Respectfully submitted,

William J. DeLuca

Real Estate Administrator