

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

DATE: March 13, 2014

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:

Brenda L. Marchwicki: Chairperson, Gilbert P. Bricault: Vice-Chairperson, Gregory M. Dantas, Deborah Cordeiro, Lisa Pinsonneault, Special Assistant Attorney General and William J. DeLuca, Real Estate Administrator DBR.

Non Members Present:

Norma Mousseau, Education Director of RI Associations of Realtors, Monica Staaf, Legal Counsel for Statewide MLS and RIAR and Lisa J. Crenca: Real Estate, DBR

Chairperson Marchwicki called the meeting to order at 9:22 AM.

Chairperson Marchwicki asks for a review of the minutes from the previous meeting. William DeLuca advised the Board that the minutes from the February 26, 2014 meeting would not be available until the April 10, 2014 meeting. Chairperson Marchwicki advised the members that the minutes will be review at the next meeting.

The following continuing education courses were reviewed:

Chairperson Marchwicki and Ronald Baccala, Jr. had both reviewed the education submitted for the course approval on March 11, 2014. Chairperson Marchwicki presented the recommendations to the Board.

ANJOS REALTY SCHOOL:

Course Renewals:

- Contract Law**
2 CEU
- The Real Estate Mortgage Market Today**
2 CEU

Chairperson Marchwicki recommended approval to the Board of the Anjos Realty School courses. She also advised that the school be given the opportunity to upgrade these courses to Core as they

qualify. Motion to approve by Gilbert Bricault and seconded by Deborah Cordeiro. Motion passed.

***Instructors have been previously approved.**

EXCEL REALTY SCHOOL:

New Course, Online:

- **618 Sustainable Housing & Building Green**

8 CEU

- **619 The Truth About Mold**

6 CEU

- **620 Understanding 1031 Tax-Free Exchanges**

6 CEU

- **621 Understanding Credit & Improving Credit Scores**

3 CEU

- **622 Understanding Today's Investors**

4 CEU

Chairperson Marchwicki recommended approval to the Board of the Excel Realty School courses. Motion to approve by Lisa Pinsonneault and seconded by Gregory Dantas. Motion passed.

***Instructors have been previously approved.**

LORMAN EDUCATION SERVICES:

Second review:

- **Landlord and Tenant Law**
8 Core

Chairperson Marchwicki recommended approval to the Board of the Lorman Education Services course with reduced hours from 8 to 3 core. Motion to approve by Gilbert Bricault and seconded by Deborah Cordeiro. Motion passed.

Instructor applications & requirements will be submitted next month, at the Committee Meeting.

NATIONAL BUSINESS INSTITUTE (NBI):

New Seminar:

- **Resolving Title Issues: From Surveys & Liens to Restrictions & Authority** **6 CEU**

Chairperson Marchwicki recommended approval to the Board of the National Business Institute course. Motion to approve by Gilbert Bricault and seconded by Deborah Cordeiro. Motion passed.

***Instructors have been previously approved.**

REAL ESTATE NEXUS TRAINING ACADEMY:

- **Sales Pre-Licensing**

45 Hours

Chairperson Marchwicki recommended approval to the Real Estate Nexus Training Academy course. Motion to approve by William DeLuca and seconded by Gilbert Bricault. Motion passed.

Updated for a second review:

- **10 Real Estate Statistics-Become a Real Estate Actuary**

3 CEU

New Course

- **11 Town Hall ~ A Wealth of Information**

. 11 CEU

Chairperson Marchwicki advised that course, Real Estate Statistics-Become a Real Estate Actuary was reviewed after school submitted a more detailed outline and recommend approval for 3 hours. Chairperson Marchwicki recommended Town Hall – A Wealth of Information be approved. Motion to approve by Gilbert Bricault and seconded by Deborah Cordeiro. Motion passed.

***Two of these Instructors have been previously approved.**

THE RHODE ISLAND ASSOCIATION OF REALTORS:

Course renewals:

- **901 Landscape of RI's Low/Moderate Income Home Ownership**
3 CEU
- **902 Current Issues in Affordable/Workforce Housing in RI**
3 CEU
- **903 Applying Affirmative Marketing to RI Workforce Homes**
3 CEU
- **904 Home Ownership 101~ Affordable Housing**
3 CEU

Chairperson Marchwicki recommended approval to The Rhode Island Association of Realtors courses. Motion to approve by William DeLuca and seconded by Deborah Cordeiro. Motion passed.

***Instructors have been previously approved.**

STERLING EDUCATION SERVICES:

Second review:

- **Landlord-Tenant Law**
8 CEU

Chairperson Marchwicki recommended approval to Sterling

**Education Services course with reduced hours from 8 to 3 core.
Motion to approve by Lisa Pinsonneault and seconded by Gregory Dantas. Motion passed.**

***Instructors have been previously approved.**

TWO NEW SCHOOLS & COURSE APPLICATIONS:

American School of Real Estate Express, LLC

12977 North Forty Drive, Suite 368

St. Louis, Missouri 63141

Jennifer Schutt

(Owned by McKissock, LP.)

New course:

- **Basics of Green Building for Real Estate**

3 CEU

- **Code of Ethics**

3 Core

- **Fair Housing**

4 Core

- **Niche Marketing: Narrow Your Focus**

3 CEU

- **Real Estate Safety: Protect Yourself During a Showing**

3 CEU

Chairperson Marchwicki recommended approval to new school, American School of real Estate Express, LLC courses except Fair Housing course which she wishes to hold for further review regarding the number of hours. Motion to approve by Deborah Cordeiro and seconded by Gregory Dantas. Motion passed.

***Instructors have been previously approved.**

CRS Rhode Island Chapter

365 Eddy Street, Suite 1

Providence, RI 02903

Sally Hersey

New course:

- **RI-01 CRS: Ninja Selling**
8 CEU

Chairperson Marchwicki recommended approval to new school, CRS Rhode Island Chapter course. Motion to approve by Gilbert Bricault and seconded by Gregory Dantas. Motion passed.

***Instructors have been previously approved.**

INSTRUCTORS:

- **Evelyn Ranone: REB.0016926 (Real Estate Nexus Training Academy)**

- **Jeffrey C. Meyer: Attorney (The Rhode Island Association of REALTORS)**
- **Travis Martinez: RE/Montana Lic. # 15765 (Online instructor for McKissock)**

Chairperson Marchwicki recommended approval of three new instructors. Motion to approve by Gilbert Bricault and seconded by Deborah Cordeiro. Motion passed.

Old Business: None.

New Business: Chairperson Marchwicki discussed her request to the various realtor chapters across the state to attend Board meeting or at least email questions of concern to herself or any other board members for discussion.

William DeLuca discussed the addition of an informational meeting to be held for school instructors by Pearson Vue on various topics at the end of April after the Education review session ends.

Opportunity for Public Comment:

Norma Mousseau discussed increasing the minimum number of

pre-licensing hours to allow for more time to cover different topics, especially law, to prepare for the examination. General discussion ensued regarding methods and ways to improve the delivery and feedback of information from anonymous questionnaires to on-line surveys.

Norma Mousseau also advised on a seminar being held by RIAR at the end of March to address issues of broker's concerns and to solicit feedback of current issues.

Chairperson Marchwicki stated the next Continuing Education meeting is to be held on Tuesday, April 8, 2014 at 9:15 AM and the next Board meeting to be held on April 10, 2014 at 9:15 AM.

Chairperson Marchwicki asked for motion to adjourn. Motion made by Gilbert Bricault and seconded by Gregory Dantas. Motion passed.

Meeting adjourned at 10:08 AM.

Respectfully submitted,

William J. DeLuca

Real Estate Administrator