

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

**DATE: December 11, 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:**

**Chairperson Brenda Marchwicki, Gregory M. Dantas, Thomas Foley, Lisa Pinsonneault, Deborah Cordeiro and William J. DeLuca, Real Estate Administrator, DBR.**

**Non Members Present:**

**Ellen Balasco, Deputy Chief of Legal Services, Lisa J. Crenca, Real Estate, DBR, Monica Staaf, RIAP Legal counsel and Norma Mousseau, Professional Development Manager, RIAR.**

**Chairperson Brenda Marchwicki called the meeting to order at 9:20 AM.**

**1. Discussion and approval of previous month's minutes.**

**Chairperson Brenda Marchwicki asks for a review of the minutes from the previous meeting. Thomas Foley made a motion to accept the minutes from the November meeting and seconded by Deborah Cordeiro. Motion passed.**

**2. The following continuing education courses were reviewed:**

**Gregory Dantas and Brenda Marchwicki had both reviewed the education submitted for the course approval meeting on December 9, 2014. Gregory Dantas presented the recommendations to the Board.**

**COLDWELL BANKER RESIDENTIAL BROKERAGE:**

**Renewals, in classroom:**

- C25 Accredited Buyers Representative**

**12 CEU**

**Recommended course be resubmitted reference elimination of sub-agency.**

- C31 Buyer's Interview**

**3 Core**

**Recommended course be resubmitted reference elimination of dual agency.**

- **C18 Lead Awareness & Safety**

**3 Core**

**Recommended approval of above course.**

**Thomas Foley made a motion to approve the above recommendation and courses. Seconded by Gregory Dantas. Motion passed.**

**MARTINELLI CAPUTI, LTD:**

**New courses:**

- **Bye-Bye HUD, Hello CDF!**

**2 Core**

- **Closing Disclosure Form (f/k/a Settlement Statement/HUD)**

**1 CEU**

- **Let's Get Ready To Rumble: New Industry Regulations**

**2 CEU**

**Deborah Cordeiro made a motion to approve the above courses. Seconded by Thomas Foley. Motion passed.**

**MCKISSOCK, LP:**

**Renewal online:**

- **2849 Code of Ethics (Core)**

### **3 Core**

#### **New course:**

- **Preparing a Listing Agreement: An In-Depth Look**

**3 CEU**

**Recommended that course be reduced from 4 to 3 CEU.**

**Thomas Foley made a motion to approve the above courses.  
Seconded by Gregory Dantas. Motion passed.**

#### **ONLINEED, INC:**

#### **New online courses:**

- **Home Measurement Basics for Real Estate Agents**

**3 CEU**

- **Inside the New Appraisal Process**

**6 CEU**

- **The Power of Staging**

**3 CEU**

**Recommended above course be approved for 3 CEU not 9  
CEU as requested. Suggested course be resubmitted as two courses  
as material was extensive and covered more than staging.**

**Deborah Cordeiro made a motion to approve the above courses.  
Seconded by Thomas Foley. Motion passed.**

#### **THE CE SHOP:**

**New courses, online:**

- **Discovering Commercial Real Estate**

**3 CEU**

- **Real Estate Investors and Your Business**

**3 CEU**

**Thomas Foley made a motion to approve the above courses.  
Seconded by Deborah Cordeiro. Motion passed.**

**THE RHODE ISLAND ASSOCIATION OF REALTORS:**

**Renewal, in classroom:**

- **411 ISDS and Beyond-Info for Real Estate Purchases & Sales**
- **354 Beyond Architecture**

**3 CEU**

- **450 Green 100: RE for a Sustainable Future**

**6 CEU**

- **451 Green 200: The Science of Green Building**

**6 CEU**

- **452 Green 300: Greening your Real Estate Business**

**6 CEU**

- **226 Introduction to Commercial Real Estate**

**6 CEU**

- **232 Mold Education and Risk Management**

**3 CEU**

- **412 Navigating Negotiations**

**3 CEU**

**Gregory Dantas made a motion to approve the above courses. Seconded by Deborah Cordeiro. Motion passed.**

**3. Old Business: None**

**4. New Business: General Discussion of upgrading broker requirements and education. After discussion a motion was made by Deborah Cordeiro to make a recommendation to the Department that statute language allowing salespersons to become brokers without completing the two experience requirement be changed from or to and, requiring the ninety hours of broker pre-licensing education and the two year experience. Motion seconded by Gregory Dantas. Motion passed.**

**5. Opportunity for Public Comment: None**

**Motion to adjourn made by Gregory Dantas and seconded by Deborah Cordeiro. Motion passed.**

**Meeting adjourned at 10:08 AM.**

**Respectfully submitted,**

**William J. DeLuca**

**Real Estate Administrator**