

**REAL ESTATE COMMISSION
MEETING NOTICE AND AGENDA**

There will be a meeting of the Real Estate Commission on Thursday, April 7, 2011 at 9:15 am, at the Department of Business Regulation, John O. Pastore Ctr., Bldg. 69-1, 1511 Pontiac Avenue, Cranston, RI. Enter through the Department of Business Regulation entrance.

- 1. Discussion and approval of the minutes of the February meeting.**
- 2. Discussion and approval of the Continuing Education Courses.**

The following continuing education courses will be reviewed:

Bellevue Realtors

- Agency Law "C 3hrs**
- Environmental Issues in Real Estate "C 6hrs**
- Property Management & Managing Risk "C 6hrs**
- Real Estate Finance Today - 6hrs**

Coldwell Banker Residential Brokerage

- Architecture & Historic Homes "C 4 CEU; S "C 6 hrs.**
- At Home with Diversity "C 6 hrs.**
- Code of Ethics -Cycle III - 3 hrs.**
- How to Do a CMA & Current & Historical Market Data "C 3 hrs.**
- R.I. Agency 2011 "C 3 hrs.**

Cooke Real Estate School

▪ **Understanding Conventional Loans "C 1hr**

▪ **Understanding Credit & Improving Credit Scores "C 3hrs**

Eastern Real Estate School

▪ **Listing, Managing & Selling REO's "C 3 hrs.**

Greater Providence Broad of Realtors

▪ **Effective Communication: DISC "C 6 CEUS**

Martinelli Caputi, Ltd.

▪ **How to Avoid Round Two of Negotiations "C Post Inspections "C 3hrs.**

▪ **Landed the Listing "C Now What? "C 3hrs.**

McKissock, LP

▪ **Basics of Green Building for Real Estate "C 4 hrs.**

▪ **Common Mistakes Made by Rookies and the Rest of Us - 3 hrs.**

▪ **Fractional Ownership of Vacation Home Real Estate "C 4 hrs.**

National Business Institute (NBI)

▪ **Practical Guide to Zoning and Land Use Law "C 6hrs**

▪ **How Real Estate Licensees Can Reduce The Risks of Getting Sued "C 3 hrs**

The Rhode Island Association of Realtors

▪ Affordable Housing "C 3hrs.

▪ Applying Affirmative Marketing to RI Workforce Homes "C 3hrs.

▪ Buyer Representation (online) "C 6 hrs. Core

▪ Current Issues in Affordable/Workforce Housing in RI "C 3hrs.

**▪ Environmental Due Diligence- Comm. RE Transactions "C 3 hrs.
Core**

▪ Ethics in Today's Real Estate World (Online) - 7 Core

▪ Foreclosures, Short Sales, REOs and Auctions (online) - 6 CEH

▪ Homebuying and Your Credit "C 3 CEH

▪ Insurance for Consumer Protection (online) - 6 CEH

▪ Landscape of RI's Low/Moderate Income Homeownership "C 3hrs.

▪ Marketing Reboot "C Knowing Your Customer/Client "C 6hrs.

**▪ New Purchases & Sale Agreement "C Working with Forms "C 3 hrs.
Core**

**▪ Real Estate Agent/Mortgage Professional (online) 3 CEH - 3 hrs.
Core**

▪ Reverse Mortgages (online)- 6 CEH

▪ Sustainable Housing (online) - 8 CEH

▪ Your Credit Guide "C 2 CEH

3. Old Business "C Discussion of a letter received by Monica Staff regarding personal unlicensed assistants.

4. New Business.

5. Opportunity for public comment.

**William J. DeLuca,
Real Estate Administrator**

¶ All are welcome to any public meeting held at the Rhode Island Department of Business Regulation (DBR). If any reasonable accommodation is needed to ensure equal access, service or participation, please contact DBR at 401-462-9551, RI Relay at 7-1-1, or email directorofficeinquiry@dbr.state.ri.us at least three (3) business days prior to the meeting.

¶ Posted on April 1, 2011 at the Department of Business Regulation, State House Library, and electronically on the Secretary of State's Office website pursuant to the Open Meetings Law, R.I. Gen. Laws Sec. 42-46-6 (b)(c). Business not included in this notice may be considered with the consent of the majority of the members, and/or may convene into Executive (closed) Session pursuant to R.I. Gen. Laws Sec. 42-46-5.