



1ST QUARTER - 2019



From Your President. . . Michael Lambrese

Dear Members,

Wow.....I don't know where the time went! Seems like just yesterday, we had our Installation of Officers at Venue 131 which, by the way, was a great success. Congratulations to Suzanne Silva and the staff for a job well done.

Last August, I had the opportunity to attend the 2018 Leadership Summit in Chicago where John Smaby, 2019 NAR President, implored each of us to "Own Our Story." Many of you have heard my story of how I was influenced in my career by two outstanding REALTORS®, both of who are no longer with us. Aster Mould taught me how to be a REALTOR®, how to do it the right way and to, not only respect the clients, but also the cooperating brokers. Susan Stamford was well known in the real estate community by her work with the Board on both the local and state levels. Susan urged me to "give back" to the profession she so loved. She believed that the strength of our profession was directly related to the strength of our local Boards.

Recently, I attended the NAR Convention in Boston. The take back from this event was that we are looking to raise the level of professionalism in our industry with the roll out of Commitment to Excellence. This online, self-assessment program is available, at no charge, all members. I strongly encourage all members to take part in this program to test your industry knowledge and then tailor a training program in areas in which some help may be required. NAR Economist Dr. Lawrence Yun was very informative. He saw that home prices were still on the rise; however, sales were flat. His observation was that salaries were not keeping up with the rising prices.

In late November, Suzanne Silva and I visited the offices of the Community Care Alliance in Woonsocket. What impressed us most, aside from the remarkable work they do, is the passion the staff has in caring and engaging with their clients.

Wishing you all a Happy, Healthy and Prosperous New Year!

Diamond Sales Awards

Deadline to file 2018 Diamond Sales Awards Applications is 4:30 p.m. on 2/1/19. Learn more on www.nribr.realtor. If you are interested in sponsoring our annual Member Appreciation and Diamond Sales Awards Reception, please contact Suzanne Silva, RCE, at ssilva@nribr.realtor or 401-333-6343.



REALTOR® Emeritus

REALTORS® who have been members of our Association for 40 continuous years or more **and** who have demonstrated a minimum of one year's volunteer service to either NRIBR, the RI Association of REALTORS® or National Association of REALTORS® may be eligible to apply for REALTOR® Emeritus status. To learn more, including the 2 filing deadlines for 2019, please contact Erin Herzog, Membership Director, at 401-333-6343.

Heating Assistance – New!

Community Care Alliance is now offering a Low Income Home Energy Assistance Program (LIHEAP) to assist people struggling to pay their heating bills. Applicants must be RI residents and meet eligibility requirements. To learn more, contact their family support center at 401-235-7000 or drop in to 245 Main Street, Woonsocket, RI.

NAR Launches Commitment to Excellence

Four years in the making, the National Association of REALTORS® launched *Commitment to Excellence (C2EX)* – in November – a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards. Those who successfully achieve this, will receive marketing materials. It's not a designation or a course. It's not a requirement, but a benefit available to all NAR members at no additional cost. Learn more at: <https://www.nar.realtor/commitment-to-excellence>.



Welcome New Members!

Affiliate Members: Michael Amaro, Cindy Vo.
REALTOR® Members: Robert Andre, Lisa Carpentier, Rhiannon Dumas, Valerie Fernandez, Cheryl Giesinger, Shirley Girard, April Holland, Jennifer Jacobs, Brittney Kandzinski, Thomas Magee, Zachariah Palmisano, Joanna Reynoso, Enrique Rodriguez, Joseph Santos, Theresa Siani, Jaclyn Small, Scott Veloso.

Community Action Committee



Thanks to our hard-working Community Action Committee, sponsors and friends, NRIBR presented a check in the amount of \$5,450 to our charitable partner, Community Care Alliance of Woonsocket, RI, as well as 50 Thanksgiving food bags for their deserving clients. We will continue to support CCA in 2019. Look for coming details on how you can help!

DBR Looking for Feedback — Best Practices for Teams Booklet now available.

The RI Department of Business Regulation's Real Estate Division is looking for feedback from practitioners on how they use the mandatory real estate agency relationship form if you are on a team with multiple members. Written feedback may be forwarded to William DeLuca, Real Estate Administrator, RI Department of Business Regulation, 1511 Pontiac Ave., Bldg. 69-1, Cranston, RI 02920. The RI Association of REALTORS® Risk Management Committee recently released a "best practices for real estate teams" booklet. You can pick one up at the NRIBR office or on the RIAR website (www.rirealtors.org).

6th Biennial Now in Effect

With the start of 2019, came a new biennial. The 6th Biennial of the REALTOR® Association is effective 1/1/2019 – 12/31/2020. Since 2001, all REALTOR® members of the Association (with the exception of Affiliates and REALTOR® Emeritus) must, as a requirement of membership, complete a course no less than 2 ½ hours on the curriculum of the REALTOR® Code of Ethics of the National Association of REALTORS®. The course must be in the above date range and then members must submit their certificate to the Board for our recording – as we are not automatically notified when members complete a class. New REALTOR® members must complete the course within the first 180 days of their membership. NRIBR offers both in-person and online options (click on The CE Shop logo at the bottom of www.nribr.realtor).

Calendar of Events

1/10/19	10 am – Program Committee Meeting
1/22/19	11 am – Government Affairs & RPAC Committee Meeting
1/29/19	10 am – Education Committee Meeting
1/29/19	12 pm – Community Action Committee Meeting
1/30/19	4–7 pm – REALTOR® Code of Ethics Class (6 th biennial)
2/1/19	4:30 pm – Deadline for 2018 Diamond Sales Awards Applications
2/5/19	10 am – Finance Committee Meeting
2/20 – 4/10/19	Sales Pre-Licensing Class (Mon & Wed evenings 6-9 pm)
2/25/19	5–7 pm – New Member Orientation
3/14/19	11 am – Program Committee Meeting
3/19/19	4–7 pm – REALTOR® Code of Ethics Class
3/20/19	Member Appreciation & Diamond Sales Award Reception
3/22/19	10 am – Program Committee Meeting
3/23/19	Deadline for REALTOR® Emeritus Applications
4/1/19	Deadline for 2019 NRIBR scholarship Applications

Are you a good neighbor?

We are always enjoy hearing about the great things our members are doing to be a good neighbor in their community. Please submit your stories to Suzanne Silva, RCE, at ssilva@nribr.realtor any time!

FHA Loan Limits

The Federal Housing Administration published its 2019 loan limits on 12/14/18. Most areas in the country will see an increase. No jurisdiction will see a decrease from 2018 levels. The loan limit for lower-cost areas will be \$314,827, or 65 percent of the national conforming loan limit of \$484,350. In high-cost areas, the limit will be \$726,525. Learn more on www.nar.realtor.

HOW TO CONTACT US:

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Suzanne M. Silva, RCE, Chief Executive Officer
Erin Herzog, Membership Director
Maria Glanvill, Executive Assistant
Jocelyn Hopkins, Membership & Marketing Administrator

Our mission is to provide our members with the tools and resources to support their success.

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