

### A letter from your President, Michael Lambrese



Hello fellow members... I hope you all enjoyed your summer! Now that all the days at the beach and barbecues are over it is time to get back to the grind. The most recent statistics out in June still show a very strong and stable housing market, especially with a 4-month supply in inventory.

In July, with the hard work of our Government Affairs Committee and Alex Parmenidez in particular, the Board of Directors had a "meet and greet" with Central Falls Mayor James A. Diossa. We wanted to express to him that the NRIBR would like to partner with his administration to help make home ownership easier and more realistic. We also discussed the current perception buyers have of Central Falls and how we, as an organization, can help improve that image. The

committee has plans to arrange meet and greets with other government officials throughout Northern Rhode Island.

Our Sponsor Appreciation Night in June was a huge success, with over 50 of our "business partners" attending. The main comment I heard throughout the evening was that it gave them a chance to network with members of the Board, but also gave them a chance to have friendly discussions amongst themselves.

Speaking of government affairs, the RIAR Government Affairs Committee was hard at work. The committee recommended either supporting, opposing or amending 66 bills during the 2019 Rhode Island General Assembly session. Your RPAC dollar at work!

For those of you involved with commercial properties, you will be happy to know that, soon, commercial listings will be migrated into Matrix, no longer being segregated into the East Coast Commercial Network. This move will consolidate all listings on one platform and not cause you to incur any additional charges.

Lastly, I learned something very profound this summer. While attending a New Member Orientation, our 2019 RIAR President Dean deTonnancourt "hit the nail right on the head" when he said that, as REALTORS®, we are not purely in the business of sales but, however, in the business of **customer service**. This, to me, is very important to understand because, at times, we all get caught up in what we perceive to be sales.

Enjoy the colors of fall!



NRIBR Government Affairs Committee meets with Central Falls Mayor James Diossa 7/18/19.

### 2020 Membership Dues

Members - your 2020 membership dues at the National and Local level will not increase this year. The National REALTOR® dues will stay at \$185.00 per member, and the Local REALTOR® dues will stay at \$215.00. Dues invoices will be posted to the **member portal** mid-September. **We are paperless** - all members will receive an email and text notifying them that their 2020 dues have been posted and are due by 11/1/19, per our Bylaws. As of this date, the State REALTOR® dues have not been determined for 2020.

### Welcome New Members!

#### Affiliate Members:

Jack Flynn, Mortgage Network; Nicole Shannon, Ocean State Title & Escrow, LLC

#### REALTOR® Members:

Perrri Bennett, Cindy Croteau, Michael Gallagher, Donald Hardy, Christopher Lefebvre, Juliet Lei, Jennifer Messina, Brad Pari, Peggy Perez, Gail Sebastiao, Cassidy St. Sauveur, Kerri Victorio

### Changes to Diamond Sales Awards - 2019 Production Year Effective Immediately

At its 4/19/19 meeting, the Board of Directors approved the following changes to the Diamond Sales Awards rules. These rules are effective immediately for the 2019 production year.

No emailed or mailed applications - **members will be required to upload a 2019 application and supporting documentation via the Google form by 4:30 pm on 2/1/2020 via your Google account.** If you do not have a Google account, the link below provides step-by-step instructions to set up the free account: <https://accounts.google.com/signup>.

Also: For any properties reported as a co-listing: only **one** listing agent will receive 50% credit and **one** selling agent will receive 50% credit - so each has equal volume.

The changes will effectively streamline the filing process and will create efficiencies for our program committee, who are your peers in the industry volunteering their valuable time in this annual program. We thank you, in advance, for your cooperation and support.

### Are You a Good Neighbor?

We 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](mailto:ssilva@nribr.realtor) any time!

### The CE Shop - Online Classes Made Easy

NRIBR is partnered with The CE Shop, a world leader in online professional education. Whether you are looking for pre-licensing, post-licensing, continuing education or exam prep, The CE Shop has you covered. Interested in obtaining your real estate license in another state? Shop the numerous offerings The CE Shop provides by visiting <https://nribr.theceshop.com> or clicking The CE Shop logo on [www.nribr.realtor](http://www.nribr.realtor).

## Upcoming Events

9/2	Office Closed for Labor Day Holiday
9/9	6 - 9 pm   Sales Pre-licensing Class (Mon & Wed Evenings through 10/30/19)
9/17	5 pm   REALTOR® Code of Ethics Class (6th Biennial)
9/20	12 pm   Lunch n' Learn: Selling Mom's House & Working with First-Time Buyers
9/26	5:30 pm   Annual Meeting at Crystal Lake Golf Club
9/30	5 pm   New Member Orientation
10/1	2020 dues invoices posted to member portal
10/8	Sign ups for 2020 Committees Begin
10/14	Office Closed for Columbus Day Holiday
10/17	12 pm   Lunch n' Learn: What To Do About Instagram
10/21	2 pm   Cyber Security & Fraud (3 CEU's)
10/24	2 pm   Cyber Security & Fraud (3 CEU's)

### REALTOR® Emeritus & Active Duty Deployment

The National Association of REALTORS® has a waiver on 2020 dues for REALTORS® and their spouses called up from reserves to **active duty deployment** (as a result of the 9/11 tragedies; please note that this waiver does not apply to career military). Appropriate documentation must be provided. A waiver for dues may also be extended for those who are awarded REALTOR® Emeritus status. REALTOR® Emeritus status is awarded to a REALTOR® with forty years or more of consecutive membership **PLUS** one (1) year of volunteer service at the local or state level or national level. The application for REALTOR® Emeritus status must be filed through our office and there are only 2 opportunities to do so per year. The next and last opportunity for 2019 is 10/2. For more information, please contact Erin Herzog, our Membership Director.

### Congratulations to our 2019 REALTOR® of the Year, Michael Lambrese!

Michael will be a candidate for the Statewide honor at the Rhode Island Association of REALTORS® Annual Meeting on 10/23/19.



### How to Contact Us

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

NRIBR is asking its members to text REALTORS® to 30644 to sign up for REALTOR® Party Mobile Alerts. This is the National Association's advocacy texting platform, which offers a way for you to stay connected directly from your cell phone or tablet. When a national or state legislative call for action is launched on an important real estate issue, you will get a short text message containing information to take action. It's easy and not burdensome at all! Only one call to action has been issued in 2019 to-date and just two in 2018. We will be reaching out to our members in the coming year to participate in this initiative as an important step you can take to protect home ownership and your industry.  
*(Standard data & messaging rates may apply; you can unsubscribe at any time by sending a text message with only the word "STOP").*

### NRIBR Annual Meeting to Be Held 9/26 at the Crystal Lake Golf Club

Join us on 9/26 for our Annual Meeting and Installation of 2020 Officers & Directors. Registration & cash bar will be from 5:30 - 6:00 pm, followed by the program and a plated dinner from 6:00 - 9:00 pm. The cost is \$45 per person and includes a plated dinner with a choice of chicken francese, grilled atlantic salmon or vegetable lasagna. Visit the calendar on our website for more information and to register.

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