



2019 President - Agueda Del Borgo



Greetings Members,

I hope all is well with you! Despite the sweltering heat, the Board continues to be very busy with preparations for oncoming programs, including the 2020 RI real estate license renewal year. Read below for more details on our 9/14 Homebuyer Fair, 9/18 Annual Meeting and 10/17 Instagram Lunch n' Learn.

I would like to acknowledge our Membership Director Erin Herzog, who is celebrating her 5th anniversary with the GPBOR this month. Many of you have interacted with Erin and can attest to her welcoming manner and knowledgeable assistance. We are truly fortunate to have her on our team. Please join me in thanking Erin [by sending her a quick note of thanks](#).

A couple of follow-ups to my last message to you:

1. I had reported that Senate Bill S0985A had passed through the Housing and Municipal Government Committee's 6/20 hearing. Subsequently it did not fare well at the House level. This enabling legislation, which would have created an inequitable tax policy and may have deterred investment in certain areas of the city, did not progress, and the Providence City Council voted to adopt a tax rate of \$24.56 per thousand (assessed value) and a 40% homestead exemption. To learn more, see the [City of Providence's resource page](#).

2. Last month, the RI Department of Business Regulation [released this bulletin](#) for teams and their Principal Brokers on real estate license laws related to teams. If you missed the 6/28 program sponsored by the Risk Management Committee of the RI Association of REALTORS® on this subject, [you can find a recording of it here](#).

Have you heard about i-buyers? Imagine you are making a listing presentation to sellers who have already received offers on their property electronically. Learn more about this emerging business model [via this article](#) from the National Association of REALTORS® (NAR).

Finally, our dedicated staff has enjoyed a successful shared services relationship with the RI Commercial and Appraisal Board of REALTORS® over the past decade and has gotten to know the many commercial real estate and appraisal professionals throughout Rhode Island who make up its membership. Together with our staff and our Board of Directors, we wish everyone at RICABOR well in their new organizational endeavor effective 8/1/19. This change will be seamless with no interruption to the exceptional service and opportunities GPBOR members enjoy. We thank you for your continued support! Feel to reach out to me if you have any questions or comments.

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Changes to 2019 Circle of Sales Excellence Awards

The Board will no longer be accepting emailed Circle of Sales Awards applications effective immediately. For the 2019 production year (1/1/19 - 12/31/19), the filing deadline will be 2/14/20 and the applications and supporting documents will **only** be accepted via Google forms via a link sent to members in late December. The email will include step-by-step instructions on how to set up a free account with Google, but you can get a head start now by going to [Google Forms](#) to set up a free account, if you do not already have one. Also, all members of a team (for team applications) must have held a membership with GPBOR at some point in 2019.



Questions? Please contact [Erin Herzog](#), our Membership Director.

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The Path to Home Ownership 9/14/19

The GPBOR Housing Opportunities Committee is excited to announce that it will be hosting a Home Buyer Fair on Saturday 9/14 from 10 am - Noon at the Vartan Gregorian School, 455 Wickenden Street, Providence. Principals and Affiliates - keep an eye out for our email with more details regarding a limited number of exhibitor tables, which will be available. You won't want to miss out on this opportunity!



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GPBOR C.A.R.E.: Doing Good For Our Community

GPBOR's public charity, GPBOR C.A.R.E. (Community Awareness REALTOR® Events) welcomes your donation. All proceeds raised in 2019 will be donated to [Hasbro's Children's Hospital Child Life Program](#) and [Tides Family Services](#) on 9/18/19. [Click here to donate.](#)



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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.

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2019 REALTOR® of the Year

Congratulations to Leann D'Ettore, Associate Broker of Homistic Real Estate, Inc., in Cranston, Wakefield, and Charlestown. Leann has been named our 2019 REALTOR® of the Year. She will be honored at our Annual Meeting on 9/18 and will be a candidate for the Statewide honor at the RI Association of REALTORS® Annual Meeting on 10/23. This prestigious award is based on her contributions and leadership in the real estate industry. Ms. D'Ettore currently serves as the 2019 RIAR Vice President and she was the GPBOR President in 2017. We wish Leann well in her candidacy for the statewide honor.



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Save the Date for Our Annual Meeting 9/18/19

Our Annual Meeting will be held on Wednesday 9/18 at the Providence Marriott, 1 Orms Street

from 5:30 - 9:00 pm. A plated dinner will be served and cash bar available. Registration and more information coming soon. If you are interested in sponsoring this event, please contact Suzanne Silva at (401) 274-8383 or ssilva@gpbor.realtor by 8/12/19.



Proposed 2020 Slate:

2020 Officers

Don Parsons, President
Michael Pereira, President-Elect
Rita Danielle Steele, Treasurer
Matt Phipps, Corporate Secretary

Directors with terms expiring Fall 2020

Erica LeBeau
Judith McNamara
Kevin Shepherd
Rickard Smith

Directors with terms expiring Fall 2021

Victoria Doran
Libby Isaacson
Diana Kryston
John Moretti

Past Presidents Serving as Director

Sally Hersey, 2018 President (term to expire Fall 2020)
Agueda Del Borgo, 2019 President (term to expire Fall 2021)

Director Emeriti

Brenda L. Marchwicki
Salvatore B. Moio



Don Parsons,
Proposed 2020
President

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Fall Education Classes

9/17: REALTOR® Code of Ethics Class

5:00 - 8:00 pm | 2178 Mendon Rd, Ste 400, Cumberland, RI 02864

Instructor: Stephen Antoni

3 CEU's offered.

Register

9/20: Complimentary Lunch n' Learn: *Selling Mom's House & Working with Self-Employed Buyers*

Noon - 1:30 pm | 2178 Mendon Rd, Ste 400, Cumberland, RI 02864

Instructors: Debbie Parziale, Loan Officer, Shamrock Financial; John Capello, Attorney, Law Offices of John Capello

No CEU's.

Save the Date

10/1: Sales Pre-Licensing Class Start

(45 hours; Start date and weekly schedule for Fall changed)

6:00 - 9:00 pm, Tuesdays & Thursdays through 10/30 | 2178 Mendon Rd, Ste 400, Cumberland, RI 02864

Instructor: Andy Goulet; Offered in cooperation with the RI Association of REALTORS®

Register

10/17: Complimentary Lunch n' Learn: *What to Do About Instagram*

Noon - 1:30 pm | 2178 Mendon Rd, Ste 400, Cumberland, RI 02864

Instructor: Shalimar Albanese-Pavao, Chief Everything Officer & Marketing Maestro, *From Stressed to Blessed Marketing*

No CEU's.

Save the Date

10/21: Cyber Security & Fraud

2:00 - 5:00 pm | 2178 Mendon Rd, Ste 400, Cumberland, RI 02864

Instructor: Brad Pelletier, Attorney

3 CEU's offered.

Save the Date

10/24: Cyber Security & Fraud

2:00 - 5:00 pm | 2178 Mendon Rd, Ste 400, Cumberland, RI 02864

Instructor: Brad Pelletier, Attorney

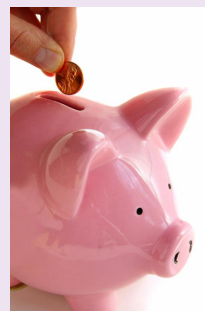
3 CEU's offered.

Save the Date

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2020 Dues Notice

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, while the Local REALTOR® dues will stay at \$205.00. 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 11/1/2019, per our Bylaws. As of this date, the state REALTOR® dues have not been determined for 2020.



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Calendar of Events



August



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17

Office Closed
for Victory
Day Holiday

2 pm | [NAR
RPR Webinar](#)

18	19	20 2:30 pm NAR RPR Webinar	21	22	23	24
25	26	27	28	29	30	31



September



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 Office Closed for Labor Day Holiday	3 Fall Office Hours Begin: 8:30 am - 4:30 pm	4	5	6	7
8	9	10	11	12	13	14
15	16	17 5 pm REALTOR® Code of Ethics Class	18 5:30 pm Annual Meeting at Providence Marriott	19	20 12 - 1:30 pm Selling Mom's House & Working with Self- Employed Buyers	21
22	23	24	25	26 3 pm NAR RPR Webinar	27	28
29	30 5 pm New Member Orientation					



October



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 6 pm Sales Pre-licensing Class Starts	2	3	4	5
6	7	8	9	10	11	12
13	14 Office Closed for Columbus Day Holiday	15	16	17 12 - 1:30 pm What to Do About Instagram	18	19
20	21 2 - 5 pm Cyber Security & Fraud Class	22	23	24 2 - 5 pm Cyber Security & Fraud Class	25	26
27	28	29	30	31		

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GPBOR - successfully implementing tools & innovative technologies .. helping to cultivate leaders in their real estate communities.



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