



11/18/2020

## **2021 President Mike Pereira**

Greetings Members,

I hope this finds you all safe and preparing for our national Thanksgiving holiday as best we can, while continuing to operate within the RI guidelines for real estate practitioners out in the field.



Regretfully, due to COVID, GPBOR will not hold its holiday party next month, an event that is always well-received. With the pandemic, one can become dejected with the loss of so many in-person events and other activities in our lives we have had to shift, but I would encourage you to reflect on all the positive things we do have - our health, families, friends and safety of our homes. We have been fortunate the real estate market has been one of the bright spots of our state and national economies, and I appreciate all that the staff and volunteers of the REALTOR® Association have done to make that possible. They have helped members to continue their earning potential by having real estate deemed essential, advocating for the ability to conduct transactions electronically, secured unemployment benefits and the Paycheck Protection Program and have provided hundreds of dollars in savings and discounts on webinars, courses, research reports and digital tools for transactions and marketing.

For the past 2 weeks, I have been attending the National Association of REALTORS'® virtual conference and would like to highlight a historic vote, that took place on 11/13. The NAR Directors – your peers from the 50 states – voted to uphold higher standards of professionalism from REALTOR® members. They adopted a new Standard of Practice, under Article 10 of the Code of Ethics. A violation of Article 10, as supported by the new Standard of Practice 10-5, can occur when a REALTOR® uses harassing speech, hate speech, epithets and slurs based on the protected classes in any media or context, regardless of

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**[The Nuts and Bolts of Commercial Real Estate](#)**

Commercial real estate encompasses a wide array of property types – from office and retail space, to residential rental properties, to heavy manufacturing and warehousing. Some real estate licensees may cover the spectrum of commercial real estate, while others will choose to specialize in one or a few distinct types of properties and/or clients. These transactions may be simple or quite complicated. In addition, knowledge of sophisticated financial software programs is an important tool for successful transactions. This course serves as a primer for those wishing to enter into the commercial real estate business, and for those who wish for a back-to-basics refresher.

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***Part 4 of a continuing series:***

whether related to their activities in the real estate business or their identification as a REALTOR®. Further, if found in violation, this is reportable to the state real estate commission as a violation of the public trust. [You can read more here.](#)

I would like to thank the GPBOR members who came forward to volunteer with the Board in some capacity in 2021. Look out for appointment letters along with additional information on our 12/17 volunteer workshop soon.

Finally, thank you to all the members who have renewed their 2021 dues to-date and to those who included the optional donation to GPBOR CARE to benefit Sojourner House and Make-A-Wish of RI and MA. Wishing you and yours a Happy Thanksgiving.

## Little Free Libraries Fundraiser

Our **Housing Opportunities Committee and Diversity Task Force** are co-hosting a fundraiser through 11/30 to replenish books in the Little Free Libraries around the 25 Providence Parks. They will be all new and inclusive books with donations accepted via PayPal through 11/30.



[Donate on PayPal](#)

## Upcoming Events

- [New Member Orientation](#), 11/18 from 9:30 - 11:30 a.m.
- [REALTOR® Code of Ethics Class](#), 11/19 from 6 - 9 p.m.
- Board office closed for Thanksgiving, 11/26 - 11/27
- [REALTOR® Code of Ethics Class](#), 12/10 from 2 - 5 p.m.
- Board office closed for Christmas 12/24 - 12/25.

## The Code – Know It... Practice It

As members of the REALTOR® Association, you agree to abide by the REALTOR® Code of Ethics. In part 4 of this continuing series, we move from duties to clients and customers to **Duties to the Public**. Here we highlight Articles 10, 11 and 12.

### Article 10

REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Amended 1/14) REALTORS®, in their real estate employment practices, shall not discriminate against any person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Amended 1/14) [\[listen\]](#)

### Article 11

The services which REALTORS® provide to their clients and customers shall conform to the standards of practice and competence which are reasonably expected in the specific real estate disciplines in which they engage; specifically, residential real estate brokerage, real property management, commercial and industrial real estate brokerage, land brokerage, real estate appraisal, real estate counseling, real estate syndication, real estate auction, and international real estate. REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence unless they engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client. Any persons engaged to provide such assistance shall be so identified to the client and their contribution to the assignment should be set forth. (Amended 1/10) [\[listen\]](#)

### Article 12

REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. (Amended 1/08) [\[listen\]](#)



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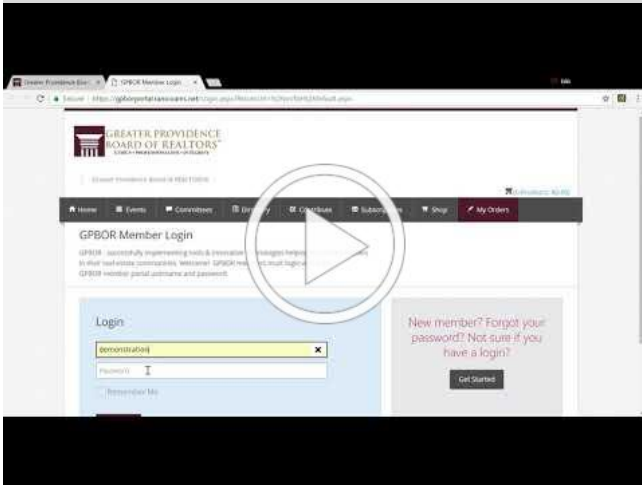
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## When was the last time you logged into the GPBOR Member Portal?

Login to the GPBOR Member portal to update your profile, including business specialty and any languages spoken. You can also get receipts on past dues payments and renew your membership for 2021, due by 12/31. Watch this short video to learn more.



## GE Appliance Discounts for Members



As a member of the REALTOR® Association, you have a new exclusive benefit to achieve savings on GE Appliances' full line of high-quality home appliances to fit every budget and style. Browse refrigerators, freezers, beverage centers, icemakers, ranges, wall ovens, cooktops, washers and dryers, water filters, and more. Once you create an account, you will be able to extend the discount to family members too. [Learn more here.](#)



## Start Your Business on the Road to Greatness!



NAR is proud to partner with Buffini & Company to launch 100 Days to Greatness®, a 14-week video-based training program featuring industry expert, Brian Buffini. [Learn more](#) about exclusive offers through the REALTOR Benefits® Program.

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**GIVING TUESDAY IS 12/1/20**

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*The Board staff is available Mon – Fri, 8:30 a.m. – 4:30 p.m. EST via phone & email. Secure mailbox available for drop-offs. Due to COVID, visits to our office must be scheduled in advance by calling (401) 274-8383. Thank you for your support.*

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