



MAURA HEALEY  
GOVERNOR

KIM DRISCOLL  
LIEUTENANT GOVERNOR

YVONNE HAO  
SECRETARY, EXECUTIVE OFFICE  
OF ECONOMIC DEVELOPMENT

Commonwealth of Massachusetts  
Division of Occupational Licensure  
Board of Registration of Real Estate Brokers  
and Salespersons

1000 Washington Street, Suite 710  
Boston, Massachusetts 02118

LAYLA R. D'EMILIA  
UNDERSECRETARY, CONSUMER  
AFFAIRS AND BUSINESS  
REGULATION

SARAH R. WILKINSON  
COMMISSIONER, DIVISION OF  
OCCUPATIONAL LICENSURE

June 28, 2023

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Public Minutes

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**Members in attendance:**

*Peter Ruffini, Chairman*

*Linda Kody, Member*

*Cliff Ponte, Member*

*Robert Jones, Member*

**Administrative Staff in attendance:**

*Jenna Hentoff, Board Counsel*

*Colleen Cavanaugh, Associate Executive Director*

**Call to Order** – Peter Ruffini opened the meeting at 10:06 a.m.

**Vote on Minutes:**

May 24, 2023 Public minutes

May 24, 2023 Executive minutes

A motion was made by Cliff Ponte and seconded by Linda Kody to approve the minutes as drafted and presented.

Voted: To unanimously approve the public and executive minutes listed above as presented.

**Executive Director Report**

Colleen Cavanaugh informed the Board of the following information:

Since the Board's last meeting (5/24/23), the Board has received 342 applications for exam.

Since the Board's last meeting, the Board has issued 385 licenses:



- 293 Salesperson by exam
- 15 Broker by exam
- 21 Businesses
- 10 Attorney Brokers
- 37 Reciprocal Salespersons
- 8 Reciprocal Brokers
- 1 School

The Board reviewed the letter from PSI regarding updates to the national broker and salesperson exams. If there is anything the Board needs to do in regard to this letter, it will be added back to a later agenda.

~~The July 19, 2023 meeting will remain on the calendar as scheduled.~~

### **Board Counsel Report**

Jenna Hentoff has nothing to report.

### **Application Review**

George Fabrizio – He is applying to sit for the brokers exam through PSI. He appeared before the Board to discuss his positive answer to Question 3 on the application regarding his voluntary surrender of a professional license issued by the Division of Banks (“DOB”). He surrendered his mortgage loan originator license pursuant to a Consent Order with the DOB in May 2010. He has held a salesperson license since 2001. He has since reinstated his mortgage loan originator license. He stated that in his Consent Order, he made no admission of any wrongdoing.

A motion was made by Peter Ruffini and seconded by Cliff Ponte:  
To allow him to move forward with the process

Roll call vote.

In favor: Linda Kody, Cliff Ponte, Robert Jones, Peter Ruffini

Gio Chang Wooseok – He is renewing his broker license. He has discipline with the BBO involving IOLTA record keeping issues, an advertising issue and further that he failed to provide a client with a written description of the scope of representation and the basis or rate of the fee and expenses. He is currently in good standing with the BBO.

A motion was made by Cliff Ponte and seconded by Linda Kody:  
To allow him to move forward with the process

Roll call vote.

In favor: Linda Kody, Cliff Ponte, Robert Jones, Peter Ruffini

Daniel Corbett – tabled upon request of applicant

## **Discussion**

### **Educational Subcommittee**

The Board discussed the reestablishment of the educational subcommittee and the number of members to be proposed. Linda Kody proposed the following people to be members of the Educational Subcommittee, in addition to two (2) Board members, and discussed their qualifications:

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Anita Hill

Lisa Luther

Isabelle Perkins

Michael McDonagh

Robert Nahigian

Linda Kody will be the chair. Peter Ruffini will be the other Board member representative on the Educational Subcommittee.

A motion was made by Linda Kody and seconded by Cliff Ponte:

To allow the above-named individuals to make up the Educational Subcommittee the purpose of which will be to review new courses and update existing courses

Roll Call vote.

In favor: Cliff Ponte, Robert Jones, Linda Kody, Peter Ruffini

Linda Kody requested that Kristin Mitchell send a letter welcoming them to the Committee.

### **Regulation Review**

Board Counsel discussed the draft regulations with the Board, including the most recent update regarding location requirements for education courses. The Board proposed an additional edit to the language of 254 CMR 3.00(14)(n).

A motion was made by Linda Kody and seconded by Cliff Ponte:

To approve the proposed regulation changes

Roll Call vote.

In favor: Cliff Ponte, Robert Jones, Linda Kody, Peter Ruffini

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### **Investigative Inventory List**

The Board reviewed and discussed the documents listed on the proposed inventory form to be used by the Investigations Unit and completed by licensees in connection with an investigation.

A motion was made by Linda Kody and seconded by Robert Jones:  
To approve the list for OI to use

Roll Call vote.

In favor: Cliff Ponte, Robert Jones, Linda Kody, Peter Ruffini

### **Matters Not Anticipated by the Board**

Nothing to report.

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At 11:41 a.m., a motion was made by Cliff Ponte and seconded by Linda Kody and it was so

Voted: To exit Open Session and enter Executive Session pursuant to M.G.L. c. 30A, §21(a)(1) to discuss individuals' character, rather than competence

Roll call vote. In favor: Robert Jones, Cliff Ponte, Linda Kody, Peter Ruffini

The Board exited Executive Session and entered Closed Session pursuant to G.L. c. 112, § 65C for the purpose of conducting investigatory conferences at 12:00 p.m.

At 12:55 p.m., a motion was made by Linda Kody and seconded by Robert Jones and it was so

Voted: To exit Closed Session and enter Executive Session pursuant to M.G.L. c. 30A, §21(a)(1) to discuss individuals' character, rather than competence

Roll call vote. In favor: Cliff Ponte, Linda Kody, Robert Jones, Peter Ruffini

The Board exited Executive session and entered Closed Session pursuant to G.L. c. 112, § 65C for the purpose of conducting investigatory conferences at 1:33 p.m.

During closed session, the Board took the following actions:

2022-001044-IT-ENF – refer to Prosecutions  
2022-001144-IT-ENF- dismiss  
2023-000019-IT-ENF – refer to Prosecutions  
2023-000056-IT-ENF- dismiss  
2023-000059-IT-ENF – refer to Prosecutions  
2022-001026-IT-ENF- refer to Prosecutions  
2022-001028-IT-ENF – refer to Prosecutions

2022-001029-IT-ENF – dismiss  
2023-000065-IT-ENF – refer to Prosecutions  
2023-000092-IT-ENF- dismiss  
2023-000111-IT-ENF- dismiss  
2023-000116-IT-ENF- dismiss  
2023-000124-IT-ENF – refer to Prosecutions  
2023-000128-IT-ENF- dismiss  
2023-000133-IT-ENF- dismiss  
2023-000148-IT-ENF- dismiss

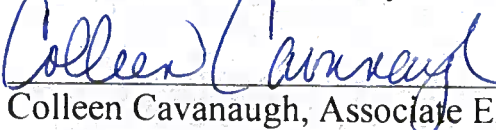
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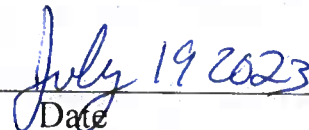
At 2:41 p.m., a motion was made by Linda Kody and seconded by Cliff Ponte and after roll call it was so

Voted: To exit closed session and enter open session for the purpose of adjourning the meeting

In favor: Robert Jones, Cliff Ponte, Linda Kody, Peter Ruffini

Respectfully Submitted by:

  
Colleen Cavanaugh, Associate Executive Director

  
Date

**List of documents used during the Public Meeting:**

- June 28, 2023 meeting agenda
- May 24, 2023 Public minutes
- May 24, 2023 Executive minutes
- Letter from PSI
- Application documents for George Fabrizio
- Application documents for Wooseok Gio Chang
- Education Subcommittee submissions
- Draft regulations, sections 2.00, 3.00, 4.00, 5.00 and 7.00
- Real estate inventory form