

APRIL 2024

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 2024

EARN YOUR CONTINUING
EDUCATION CREDITS
You must register on
your member portal!



Buffalo Niagara
Association of REALTORS®

200 John James Audubon
Parkway, Suite 201, Amherst,
NY 14228

Phone: 716.636.9000

Web: BNAR.org

NOTE:
All Classes Are
Held Hybrid In
Person In The BNAR
Training Room And
Live Distance Via
Zoom Unless Noted

**No Shows will be
charged a fee of
\$25.00**

**BNAR EDUCATION
Class Schedule
All BNAR Courses are Free**

APRIL 1 @ 9:30 AM-11:30AM

Let's Play Nice

Elective

Instructor: Marcie Delgaty
2 Hours of CE Credit

We should all strive to maintain professionalism. It is what the Code of Ethics is all about. But what happens if that Code is violated? This course will help guide Realtors through the process of what is involved in resolving an Ethics complaint or for commission dispute. It will also give a better understanding of what to expect if a complaint is filed against them.

APRIL 2 @ 01:00PM-02:30PM

Matrix 1

Elective

Instructor: William Roesser
1.5 Hours CE Credit

This class is a must for the new agent. What is Matrix and how to access Matrix Mobile. There will be a general tour of the Menu bar, home page Widgets and Speed Bar. Learn how to effectively search for different types of listings. How to view the listing results and listing displays. Plus printing, emailing and saving of searches. Search examples will also include Realist tax records and use of Data Co-op.

APRIL 3 @ 9:00 AM-11:00 AM

Economic Forecast Update

M HOTEL (Formerly the Millennium Hotel)
2040 Walden Avenue

Registration: 8:30am Full Breakfast Served

Presenter: Jessica Lautz, Deputy Economist
and Vice President of Research at the
National Association of REALTORS

The real estate market will never stop evolving. Buyers and sellers have changed what they want in a home, and how they use their home, how they search for a new home, and the relationship to the agent. Buyers are facing affordability challenges coupled have struggled to find the perfect home. Alas, some have found creative ways to enter the market. Demographics have shifted. Who is today's housing consumer and what do they want from their real estate agent or broker?

APRIL 4 @ 09:30AM-1:30 PM

Fair Housing Plus One Hour Agency

DOS Required

Instructor: Margaret Hartman
4 Hours CE Credit

New York State now requires three hours of an approved Fair Housing course plus one hour agency as part of the 22.5 hours licensee renewal criteria. This Fair Housing course lists the milestones in the evolution of the Fair Housing Act, the 1988 Amendments Act and Beyond. Describes discriminatory housing practices, List of protected class: The American Disabilities Act, Fair Housing Advertising Recognize words and phrases in ads that violate the Fair Housing Act. Protected class-sensitive advertising Enforcement by HUD, Department of Justice.

APRIL 5 @ 9:30 AM-11:30AM

Cultural Competency, Why It Matters to You

DOS Required

Instructor: miriam treger
2 Hours CE Credit

Understand how other cultures make decisions and how to better communicate for business, negotiation, and conversation. Recognizing one's own cultural beliefs, values and biases is also part of developing cultural competency.

APRIL 5 @ 12:30PM-2:30 PM

Why Does It Feel Icky? Implicit Bias

DOS Required

Instructor: miriam treger
2 Hours CE Credit

Explore the bias theme and how a bias affects our brains and hearts. How can we take a breath and make good choices in learning about ourselves and others. What is the danger of closed-mindedness and a lack of understanding of others?

APRIL 9 @ 01:00PM-02:30PM

Matrix 2

Elective

Instructor: William Roesser
1.5 Hours CE Credit

Pre-Requisite Matrix 1

The focus will be on personalization and customization of your Matrix screens. We will cover setting up specific Hotsheets and the Market Watch. Get your listing information fast with customized results grids. Client Auto Emails and their related Portals will also be covered along with the use of Client Carts, Concierge and scheduling. Related to auto emails will be the ability to track Reverse Prospecting and view listing Hit Counters.

APRIL 10 @ 09:30AM-10:30AM

Recent Legal Matters

DOS Required

Instructor: David Weir, Attorney

Overview of the presentation includes: 1) NYS requirements for smoke and carbon monoxide detectors 2) NYS Housing Stability and Tenant Protection Act of 2019 3) Listing agreement requirements including Life Estates, Estates, Trusts, LLCs, Divorces, PoAs, and concerns over mental capacity. 4) Cyber Security, the responsibility of the agent with case study.

APRIL 11 @ 9:00 AM-11:00 AM

Embracing Fair Housing: What You Need to Know?

M Hotel - 2040 Walden Avenue

Join a lively panel discussion on how you can understand and use fair housing practices to help your business. Our panel of experts will discuss vacant lot strategies, help you navigate the application process, any legal issues and how the migrant population impacts our housing throughout the region. Presenters: Brenda Alesii - Moderator Howard Grynspan - Director of Real Estate, Mayor's Office of Strategic Planning Gabriella Agostinelli - Senior Associate Attorney Berardi Immigration Law Daniel Corbitt, Esq. - Housing Opportunity Made Equal (HOME) Ed Negron - U.S. Bank, Mortgage Retail Area Manager



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APRIL 15 @ 9:30 AM-1:00 PM

Business Planning for Success

Elective

Instructor: Lori Adams

3.5 Hours CE Credit

This course is designed for real estate salespeople who are committed to running their real estate business like a business. If consistent systems are developed and adhered to, you should have a successful real estate business regardless if you are full time or dual career. Upon completion of the course the student should have a written plan started and once implemented should see more of a balance in their day and more consistency in their earnings.

APRIL 16 @ 01:00PM-02:30PM

Matrix 3

Elective

Instructor: William Roesser

1.5 Hours CE Credit

Pre-requisite Matrix 1 & Matrix 2

This class will cover the process of creating a Comparative Market Analysis (CMA). This will include finding the subject property using the Jump To Address option. The map drawing shapes will help with finding nearby comps and then the use of Adjustments for further comparisons. We will also look at various shortcuts, map directions, stats, exports and Quick CMA.

APRIL 18 @ 09:30AM-12:30PM

Introduction to Real Estate (Orientation) New Members

Elective

Instructors: James Knight

3 Hours CE Credit

The "Orientation Course" is a part of the requirement for membership in the Association of REALTORS®. This course will enlighten the agent to the importance of being a "REALTOR®" and what other benefits membership offers. Other topics are also covered that relate to the real estate business such as "Realtor Safety", "Antitrust Issues," "Ethics, Arbitration & Mediation," MLS Regulations.

APRIL 22 @ 09:30AM-11:00AM

Must Know For New Agents

Elective

Instructor: Lynne Logan

1.5 Hours CE Credit

This course will help the newer agent navigate the "must know" facets of being a buyer or seller's agent. Material covered will be an explanation of the difference between mortgage qualification and approval and its importance, calculate cash needed to purchase, calculate a mortgage payment, prepare a seller's net sheet, understanding the purpose/process of search and survey, understanding the closing process after a contract has been accepted, and strategies for working with Buyers and Sellers

APRIL 24 @ 9:30 AM-1:00 PM

Code of Ethics Plus One Hour Agency

DOS Required Also Fulfills your NAR Ethics
Cycle 7 Requirement

Instructor: Margaret Hartman

3.5 Hours CE Credit

The Code of Ethics class is a detailed document that spells out the professional responsibility of every Realtor consisting of 17 Articles. This class fulfills the NAR Ethics Cycle 7 and DOS requirements.

APRIL 25 - MULTIDAY

THURSDAY, APRIL 25, @ 9:00AM - 5:00PM

FRIDAY, APRIL 26, 2024 @ 9:00AM - 5:00PM

Accredited Buyer's Representative (ABR)
Designation

15 Hours Elective includes 2 Hours of Agency

Instructor: Randy Templeton

In Person Only Seating is Limited

This two-day course is the first step toward becoming an ABR Designee. It will teach you methods, tools and techniques to provide the support and services that buyers want. How to increase your revenue and referral and reduce your risk. With specialized education and exclusive member benefits, ABR designees are equipped to guide homebuyers through every stage of the home buying process.

Earn Your Designation

Education: Complete the two-day core designation course, Complete one of the ABR® elective courses.

Work Experience: Documentation of five completed transactions in which you acted solely as a buyer representative.

Professional Affiliation Membership in good standing in REBAC, Membership in good standing in the National Association of REALTORS® (NAR).

Application: Submit the designation application along with five completed transactions **Dues:** First year of REBAC membership is free. Second year is \$110, but prorated based on the month you joined REBAC \$110 per year thereafter.

APRIL 30 @ 09:30AM-11:30AM

Transaction Desk with Simple Tips

Elective

Instructor: Margaret Fisher

2 Hours CE Credit

Preparing, Signing and Organization! Learn how to easily create and keep your Transaction files at your fingertips! Keep all your documents in one place, including easy access on your mobile device!

