



ADVANCE YOUR EDUCATION

BNAR is excited
to announce a
New BNAR Designation

BNAR Historical Home Specialist Designation

BE THE FIRST TO SHINE AND
EARN YOUR
BNAR HISTORICAL HOME
SPECIALIST DESIGNATION

For full description
go to calendar at
www.bnar.org



TAKE YOUR PROFESSIONAL CAREER
TO THE NEXT LEVEL

with the New

BNAR Historical Home Specialist Designation

3 Courses, 9 Hours

Honing Your Skills to the Next Level

To Earn this new BNAR
Historical Home Specialist Designation:

- One year in the Business
- Completion 3 CE Course totally 9 Hours of Education
- Classes must be completed within the current year

Total Cost: \$90.00 Designation Initial One Time Fee: \$50

All classes will be held on Monday & Thursday.
These classes must be completed within a 12 month period.

Instructor: Clifford Allcorn

CULTURAL & PHILOSOPHICAL IMPACT ON DESIGN - 3 Hrs - \$30

Monday, May 10 – 9:30 am – 12:30 pm

There are reasons homes of different eras are different, and it comes down to the culture and philosophies that produced them. Understanding these differences allows the REALTOR to understand the home a bit better, and it is VITAL for understanding unique homes. Unique homes are unique for a reason, and understanding them gives a definite marketing advantage in selling them. People have drastically mis-marketed unique homes because they did not understand the principles what made them unique.

MARKETING HISTORICAL HOMES - 3 Hrs - \$30

Monday, May 17 – 9:30 am – 12:30 pm

Effective ways to market homes that are not modern. What to feature in the MLS, and ads to make them stand out. Also, locations of various types of historical housing, and the pattern of their layout through Buffalo.

DEVELOPING A CMA FOR HISTORICAL HOMES - 3 Hrs - \$30

Thursday, May 20 – 9:30 am – 12:30 pm

This course describes all of the issues found on Buffalo Historical Housing, and how it impacts the valuation for market. This will focus on placement of the home in a historical register, to location of home impacting value, to finding no matching homes nearby for comparison. Also different forms of internal or external design and restoration verses modernization of features.

OUR COMMITMENT TO GRADUATES:

MULTI-LEVEL MARKETING to consumers to seek you
out by the BNAR Residential Specialist Designation

Wide Spread Recognition - BNAR.org, 2FindYourHome.com

Designation Pin to Wear Proudly

10% OFF all BNAR Products within 12 month period

One 3 Hour CE course FREE within 12 month period - If being
a REALTOR® is YOUR Career, then education through the BNAR is your
Road to Success!