

AUGUST 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**

AUGUST 1 @ 9:30 AM-12:30PM

The Legal Side of a Residential Real Estate Transaction

Elective

Instructor: David Weir, Attorney

3 Hours CE Credit

The course will address some of the common misconceptions and errors that occur when the contract is drafted. How to calculate the dates regarding home inspection, attorney approval, time of essence and delivery of the search and survey.

AUGUST 1 @ 2:00 PM-4:00 PM

New..Exclusive Right to Represent Buyer Agency and Compensation Agreement

Open Forum/Discussion

NO CE Credit

Presenter: Attorney, Charlie Martorana

Charlie will be walking the membership through the key elements of the agreement and will be explaining how the new agreement will meet the requirements of the NAR Settlement. We welcome your valuable feedback and input during this process.

AUGUST 6 @ 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.

AUGUST 7 @ 1:30 PM-3:00 PM

Landlord Lawyer & Tenant Training

Presented by Rashied H. McDuffie, Esq.

No CE Credit

Learn the basics of New York's existing housing laws and how to strengthen your landlord-tenant relationship to your advantage.

AUGUST 8 @ 9:30 AM-11:00AM

Hidden Dangers in the Home

Elective

Instructor: John Pusateri

1.5 Hours of CE Credit

This class is to build awareness of the hidden dangers in a home and educate on how to rectify. The more knowledge the agents improves the chances they have of moving from a sale to a successful closing even if these issues arise.

AUGUST 9 @ 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.

AUGUST 9 @ 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?

AUGUST 12 @ 9:30 AM-12:30PM

Competing in a Volatile Market

Elective

Instructor: Brendan Cunningham

3 Hours CE Credit

In this course we will investigate responsible practices that allow agents to grow their businesses, always working within the boundaries of building an ethical and professional model. Topics discussed include: contract construction and effective conveyance, agency, and understanding the true nature of the fiduciary to serve the greater needs of the client.

AUGUST 13 @ 9:30 AM-11:30AM

Agency

DOS Required

Instructor: Annabelle Aquilina

2 Hour CE Credit

This course will give an overview of the fiduciary duties, types of agency relationships, dealing with the customer, define substantive contact.

AUGUST 13 @ 1:00PM-2:30PM

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 Hotshets 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.

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AUGUST 14 @ 9:30 AM-1:00 PM

Code of Ethics

DOS Required

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.

AUGUST 15 @ 9:30AM-10:30AM

Recent Legal Matters

DOS Required

Instructor: Matthew Laufer, Attorney

1 hour CE Credit

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.

AUGUST 19 @ 9:30AM-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.

AUGUST 20 @ 9:30AM-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!

AUGUST 20 @ 1:00PM-2:30PM

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. Creating mailing labels from Realist and how to create and save advanced tax searches using the Realist.

AUGUST 22 @ 9:30 AM-1:00 PM

Mortgage Finance

Elective

Instructor: Lori Adams

3.5 hours CE Credit

This course is designed to give you an overview of the changes in the industry qualification, process, types of lenders and various types of mortgage programs.

AUGUST 26 @ 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.

AUGUST 28 @ 9:30AM-1:30 PM

Fair Housing Plus One Hour Agency

DOS Required

Instructor: Margaret Hartman

4 Hours CE Credit

This Fair Housing course 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.

AUGUST 29 @ 9:30AM-12:30PM

Expanding Your Business with NACA

Elective

Instructor: Melvin Taylor

3 Hours of CE Credit

This course is designed to provide Realtors with information about NACA's Mortgage Program and how NACA works with Realtors from start to finish to assure the timely transition for all parties involved. This course will also show Realtors how they can expand their real estate business and their clients can benefit from NACA's Mortgage Program.

