

APRIL
2025

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 2025

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 7 @ 9:30AM-12:30PM

Introduction to Real Estate (Orientation) New Members - will be held in person ONLY in the BNAR Training Room)

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 8 @ 09:30AM-10:30AM

Recent Legal Matters 2.0

DOS Required

Instructor: Matthew Laufer, Attorney

1 hour CE Credit

Overview of the presentation includes:

- 1) Property Condition Disclosure and Buyer Beware
- 2) Fiduciary Relationships
- 3) Exceptions
- 4) Due Diligence Responsibilities

APRIL 8 @ 1:00PM-2:30PM

Matrix 1 - Introduction

Elective

Instructor: William Roesser

1.5 Hours CE Credit

Getting started with Matrix, one of the most important tools in your real estate toolbox! This class will give you a general overview of the layout of the system and where to find the functions you will be using. Most importantly you will learn how to effectively search for listings which will lead to printing and emailing of those listings. You'll discover the ability to map properties and display overlays that identify flood zones, tax information and school districts. We will cover how to add and categorize your

client database. You will also learn how to personalize your Realtor information that will be public facing such as your email signature, photo and custom branding of the client portal. Formal training in Matrix will save you time and frustration.

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

Embracing Fair Housing: What You Need to Know?

Moderator: John Leonardi, BNAR
Chief Executive Officer

No CE Credit

Todd Vaarwerk, WNY Independent Living Daniel Corbitt, Esq. - HOME Edwin Negron - US Bank Harold Cardell, Jr. - Buffalo Urban Renewal Agency. 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 individual rights, rights of persons with disabilities, enforcement, and training. Learn how fair housing relates to mortgage lending and how lenders are regulated, how to avoid steering, violations and more.

APRIL 10 @ 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.

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APRIL 11 @ 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 11 @ 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 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 15 @ 1:00PM-2:30PM Matrix 2: Advanced

Elective

Instructor: William Roesser

1.5 Hours CE Credit - Matrix 1

Required

Matrix 2: Auto E-Mails and Customization Save time by customizing your listing information displays and automating your client searches. Here we will focus on setting up the Auto email functions. You will use the Hit Counter display to see the number of times your listings have been emailed by other agents and the number of times your listings have been looked at the recipients. Reverse prospecting will also be covered. Additional function enhancement and display customizations will be demonstrated as well as tax data base mailing label

creation. Auto email is crucial in a fast-paced hot market.

APRIL 22 @ 1:00PM-2:30PM Matrix 3: Comparative Market Analysis (CMA)

Elective

Instructor: William Roesser

1.5 Hours CE Credit

How much should your client list their house for in their area? You will help by creating a detailed and accurate CMA. This class will focus on locating the best comparable listings for your subject property. We will look at the factors that help you make the best choices for the selected comps. Also covered is the adjustment function that will allow you to adjust for comp features that are inferior or superior to your subject property.

APRIL 29 @ 9:30 AM-1:00 PM Code of Ethics with One Hour Agency

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 8 and DOS requirements.

