

# FEBRUARY 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

### FEBRUARY 7 @ 09:30AM-10:30AM

#### Recent Legal Matters

Instructors: Matthew Laufer, Attorney/David Weir, Attorney  
1 hour CE Credit Approved for new DOS requirement.  
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.

### FEBRUARY 12 @ 9:30 AM-11:30AM

#### Let's Play Nice

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 a for commission dispute. It will also give a better understanding of what to expect if a complaint is filed against them.

### FEBRUARY 13, 2024 @ 9:00AM - 12:00PM

### FEBRUARY 20, 2024 @ 9:00AM - 12:00PM

#### At Home with Diversity Certification Course – 2 Day

Instructor: John Leonardi & Margaret Hartman  
\$80.00 Members

6 hours including 3 in Fair Housing and 2 in Cultural Competency  
This course teaches you how to work effectively with diverse populations so you can build business success in today's multicultural real estate market. This course may be used as an elective for the ABR designation. You will receive the zoom link two days prior to the course along with the student handout. Earn your AHWD certification by: - Being a member in good standing of NAR® - Attending the AHWD course - Submitting the application with a one-time fee of \$40 (reduced until December 31, 2024)

### FEBRUARY 13 @ 01:00PM-02:30PM

#### Matrix 1

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.

### FEBRUARY 13 @ 1:00 PM-2:30 PM

#### New Exclusive Right to Sell Contract Review

No Ce Credit

Presenter: Attorney, Charlie Martorana

This presentation will be Hybrid in person in the BNAR Training room and Live Distance Education via zoom There will be an overview of the contract followed by a Q&A session Registration is Required on your portal. The class is open to all including admins, for admin registration please contact Doreen Fahey at dfahey@bnar.org or Chloe Cozzarin cozzarin@bnar.org

### FEBRUARY 16 @ 09:30AM-10:30AM

#### Introduction to RPR

Instructor: miriam treger  
1 hour CE Credit

REALTORS® everywhere are answering questions about a property, a school, what sold recently and the overall status of a neighborhood and market trends with just a few clicks. If you're looking for new ways to deliver excellent customer service to both buyers and sellers, this class is for you!

### FEBRUARY 20 @ 01:00PM-02:30PM

#### Matrix 2

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 Hot sheets 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.

### FEBRUARY 21 @ 1:00 PM-2:30 PM

#### New Exclusive Right to Sell Contract Review

No Ce Credit

Presenter: Attorney, Charlie Martorana

This presentation will be Hybrid in person in the BNAR Training room and Live Distance Education via zoom There will be an overview of the contract followed by a Q&A session Registration is Required on your portal. The class is open to all including admins, for admin registration please contact Doreen Fahey at dfahey@bnar.org or Chloe Cozzarin cozzarin@bnar.org

### FEBRUARY 22 @ 09:30AM-1:30 PM

#### Fair Housing Plus One Hour Agency

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.

### FEBRUARY 23 @ 9:30 AM-11:30AM

#### Cultural Competency, Why It Matters to You

Instructor: miriam treger/Melvin Taylor  
2 Hours CE Credit (NEW DOS Requirement for Cultural Competency - Starting September 21).

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.

### FEBRUARY 23 @ 12:30PM-2:30 PM

#### Why Does It Feel Icky? Implicit Bias

Instructor: miriam treger/Melvin Taylor  
2 Hours CE Credit (NEW DOS Requirement for Implicit Bias - Starting September 21)

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?

### FEBRUARY 26 @ 09:30AM-12:30PM

#### Introduction to Real Estate (Orientation) New Members

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,"

### FEBRUARY 27 @ 01:00PM-02:30PM

#### Matrix 3

Instructor: William Roesser 1:00 pm - 2:30 pm  
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.

### FEBRUARY 28 @ 09:30AM-12:30PM

#### Expanding Your Business with NACA

Instructor: Melvin Taylor  
Approved for 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.

### FEBRUARY 29 @ 9:30 AM-12:30PM

#### Legal Side of a Residential Real Estate Transaction

Instructor: David Weir, Attorney  
3 Hours CE Credit

The course will address some of the common misconception 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 surve.

