



NOTE: ALL CLASSES WILL BE HYBRID, IN CLASSROOM AND ON ZOOM

SEPTEMBER 1, 2022 - 9:30AM-10:30AM

REALTOR® Safety - Instructor: miriam treger
 \$10.00 - 1 Hour CE Credit

This one-hour safety presentation is based on the why and the what we can do to minimize our risks. Each component of our professional lives can be viewed from a different angle of awareness.

SEPTEMBER 7, 2022 - 9:30AM-10:30AM

Recent Legal Matters - Instructor: Matthew Laufer, Attorney

\$10.00 - 1 Hour CE Credit - 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.

SEPTEMBER 8, 2022 - 9:30 AM-1:00 PM

Code of Ethics Cycle 7 + 1 Hour Agency - Instructor: Margaret Hartman

\$35.00 - 3.5 Hours of CE Credit - DOS requirement

Includes the new requirements for Ethical Business Practice and one hour of Agency for your license renewal REALTORS are required to complete ethics training of not less than two hours and thirty minutes of instructional time during a three year cycle (Cycle 7 2022-2024).

SEPTEMBER 9, 2022 - 9:30 AM-11:30AM

Cultural Competency Why It Matters - Instructor: miriam treger

\$20 - 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.

SEPTEMBER 12 - 9:30AM-12:30PM

Introduction to Real Estate - Instructor: James Knight
 BNAR New Member Benefit - 3 Hours CE Credit for Free to new members

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.

SEPTEMBER 13, 2022 - 1:00PM-2:30PM

Matrix 1 - Instructor: William Roeser
 \$15.00 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. We will also use My Matrix to add contacts, view sent emails and set up your email signature and add an agent photo. How to add and modify your listings including adding photos, open houses and attachments.

SEPTEMBER 14, 2022 - 1:00PM-2:00PM

Prospect or Predator - Instructor: David Legaz
 Zoom Only

\$10.00 - 1 Hour CE Credit

Prospect or Predator? Reduce The Risk Of Being Attacked - Without Sacrificing the Sale! Real Estate Agents face danger every day. Knowledge, Awareness & Empowerment can be the difference between life and death. Agents will leave this class with a better understanding of their surroundings and empowered with the practical knowledge to identify and remove the things that attracts a Predator.

SEPTEMBER 19, 2022 - 9:30AM-10:30AM

Introduction to RPR - Instructor: miriam treger
 \$10.00 - 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! You'll leave know how to help sellers understand online value estimates and how RPR provides concrete data to help sellers comprehend market realities. You'll also learn how to use RPR's state-of-the-art mapping tools to pin-point searches, locate neighborhood and school info, and analyze heat map data and much more for your buyers.

SEPTEMBER 20 - 1:00PM-02:30PM

Matrix 2 - Instructor: William Roeser
 Pre-Requisite Matrix 1

\$15.00 1.5 Hours CE Credit

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.

See reverse for more...

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SEPTEMBER 22, 2022 - 9:30AM-12:30PM

Fair Housing - Instructor: Margaret Hartman
\$30.00 - 3 Hours of CE Credit - DOS requirement
New York State now requires three hours of an approved Fair Housing course 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.

SEPTEMBER 23, 2022 - 9:30AM-10:30AM

Agency - Instructor: Annabelle Aquilina
\$10.00 - 1 Hour CE Credit - DOS Requirement
Course will give an overview of the fiduciary duties, types of agency relationships, dealing with the customer, define substantive contact.

SEPTEMBER 26, 2022 - 9:30AM-12:30PM

Ins & Outs of Buying Vacant Land
- Instructor: Lynne Logan
\$30.00 - 3 Hours of CE Credit
Get informed on listing or selling vacant land! This class provides valuable information on how to determine value of vacant land by determining its highest and best use, understanding the vacant land rider and the 30 day exploration period, and understanding town and county building requirements. We will discuss zoning, setbacks, flood zone, wetlands, deed restrictions, surveys, utilities, property splits and more!

SEPTEMBER 27, 2022 - 1:00PM-2:30PM

Matrix 3 - Instructor: William Roeser
\$15.00 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 My Search.

SEPTEMBER 28, 2022 - 9:30 AM-1:00 PM

Business Planning for Success
- Instructor: Lori Adams
\$35.00 - 3.5 Hours of 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.

SEPTEMBER 29, 2022 - 9:30 AM-11:30AM

Why Does It Feel Icky? Implicit Bias
- Instructor: miriam treger
\$20 - 2 Hours CE Credit (NEW DOS Requirement for Cultural Competency - Starting September 21)
Explore the bias theme and how a bias effects 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?

