



BNAR CAREER DEVELOPMENT CENTER FOR

EARN YOUR CONTINUING EDUCATION CREDITS

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

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.

AUGUST 3 - 9:30 AM - 12:30 PM

Fair Housing - Instructor: Margaret Hartman

\$30 - 3 hours CE Credit

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.

AUGUST 4 - 9:30AM-11:30 AM

DEI What Does it Mean to You - Instructor: miriam treger

\$20.00 - 2 hours CE Credit

Diversity, Equity, Inclusion Diversity can be a huge asset to an organization - but diversity alone doesn't help if organizations can't unlock the benefits. That's where equity and inclusion come in. They are the key to unlocking the benefits of diversity.

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

Transaction Desk/Authentisign - Instructor: Margaret Fisher

Cost: \$20 - 2 Hour CE Credit

With a simple, fast, secure way to complete your forms, documents, contacts and transactions electronically.

AUGUST 9 - 1:00 PM - 2:30 PM

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 Hotsheets 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.

AUGUST 10 - 9:30 AM - 10:30 AM

Recent Legal Matters - Instructor: Matthew Laufer, Attorney

\$10 - 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.

AUGUST 11 - 9:30 AM - 11:30 AM

Cultural Competency, Why It Matters to You

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.

AUGUST 15 - 9:30 AM - 12:30 PM

Competing in a Volatile Market

Instructor: Brendan Cunningham

\$30 - 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 16 - 1:00 PM - 2:30 PM

Matrix 3 - Instructor: William Roeser

\$15 - 1.5 hours CE Credit

Pre-requisite Matrix 1 & Matrix 2

This class will cover the process of creating a Comparative Market Analysis (CMA).

AUGUST 17 - 9:30 AM - 12:30 PM

Learn About Roof - Instructor: James Knight

\$30 - 3 hours CE Credit

Learn about Components of Roofing Systems, Styles, Roof Problems, Moss, Mold, Normal Wear and Tear. Estimating Remaining Physical Life, Expected Roof Economic Life Various Materials Used.

AUGUST 22 - 9:30 AM - 12:30 PM

Introduction to Real Estate (Orientation) - New members

Instructors: James Knight

BNAR New Member Benefit

3 hours CE Credit for Free

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 23 - 9:30 AM - 1:00 PM

Code of Ethics Cycle 7 + One hour of Agency

Instructor: Margaret Hartman

\$35 - 3.5 hours of CE Credit

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).

AUGUST 24 - 9:30 AM - 10:30 AM

Drone Photography - Instructor: Peter Cimino

\$10 - 1 hour CE Credit

One of the main advantages of the industry's transition to the web and mobile is the ability to showcase properties with beautiful photographs, videos, and other digital assets. This 1 hour class can teach you the basics of Drone Photography, along with requirements to photo and video using a drone, as well as some of the best models to purchase to use for drone photos.

AUGUST 25 - 9:30 AM - 11:30 AM

Why Does It Feel Icky? Implicit Bias

Instructor: miriam treger

\$20 - 2 hours CE Credit (NEW DOS Requirement for

Implicit Bias - 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?

AUGUST 31 - 9:30 AM - 1:00 PM

Mortgage Finance - Instructor: Lori Adams

\$35.00 - 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.

**All classes will be held in person
in the BNAR Training Room**



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