

SEPTEMBER 2023

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

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 2023

SEPTEMBER 5 @ 09:30AM-10:30AM

Agency

Instructor: Annabelle Aquilina

9:30 am - 10:30 am

1 Hour CE Credit

Meets the new requirement for 1 hour of Agency for your license renewal. Course will give an overview of the fiduciary duties, types of agency relationships, dealing with the customer, define substantive contact.

SEPTEMBER 5 @ 01:00PM-02:30PM

Matrix 1

Instructor: William Roesser

1.5 hrs 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 11 @ 9:30 AM-1:00 PM

Code of Ethics

Instructor: Margaret Hartman

9:30 am - 1:00 pm

3.5 hours CE Credit

Includes the Department of State requirements for Ethical Business Practice and one hour of Agency for your license renewal.

SEPTEMBER 12 & 13 @ 9:00 AM-1:00 PM

GRI 4 - Legal

7.5 CE Hours 2 days 9am-1pm

Reduce your risk of claims, fines, and lawsuits. Gain a complete understanding of: · Advertising that is legal and ethical. · Contracts, forms, deposits, disclosures, and record retention. · Risk management strategies. · Title insurance and settlement procedures. Information / Registration NYSAR.com

SEPTEMBER 12 @ 01:00PM-02:30PM

Matrix 2

Instructor: William Roesser

1:00 pm - 2:30 pm

1.5 hrs 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.

SEPTEMBER 13 @ 01:00PM-2:00 PM

Realtor Safety

Instructor: miriam treger

Approved for 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 13 & 14 @ 09:00AM-1:00 PM

GRI4 - Legal

7.5 CE Hours 2 days 9am-1pm

Reduce your risk of claims, fines, and lawsuits. Gain a complete understanding of: · Advertising that is legal and ethical. · Contracts, forms, deposits, disclosures, and record retention. · Risk management strategies. · Title insurance and settlement procedures. Information / Registration NYSAR.com

SEPTEMBER 14 @ 9:30 AM-11:30AM

Cultural Competency, Why It Matters to You

9:30 AM - 11:30 AM

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 14 @ 12:30PM-2:30 PM

Why Does It Feel Icky? Implicit Bias

12:30 PM - 2:30 PM

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? Please Note: No shows will be charged a



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SEPTEMBER 18 @ 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 for commission dispute. It will also give a better understanding of what to expect if a complaint is filed against them.

SEPTEMBER 21 @ 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.

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

Business Planning for Success

Instructor: Lori Adams
3.5 Hrs 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 of 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 25 @ 09:30AM-12:30PM

Introduction to Real Estate (Orientation)

Instructor: James Knight
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 26 @ 01:00PM-02:30PM

Matrix 3

Instructor: William Roesser
1:00 pm - 2:30 pm
1.5 Hrs 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 27 & 28 @ 9:00 AM-1:00 PM

GRI 6 Sellers

7.5 CE Hours 2 days 9am-1pm
Represent seller clients in a way that keeps them coming back. Get a competitive advantage with strategies to: Gain more listings. Get clients to price to sell. Enhance your marketing. Avoid Fair Housing violations and safety concerns. (Satisfies New York State two-hour agency coursework requirement)
Information / Registration NYSAR.com

SEPTEMBER 27 @ 09:30AM-12:30PM

Fair Housing

Instructor: Margaret Hartman
3 Hrs 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

SEPTEMBER 28 @ 09:30AM-12:30PM

Grants, Mortgages Learn from the Experts

3 Hours CE Credit
Moderator: Annabelle Aquilina
Be Your Buyer's Hero! In our market, buyers are searching for the best mortgage and help with closing costs to assist them achieve their dream of home ownership. Several experts in their field of lending, credit, and grant facilitation will give an overview of their products and services. You will always have an answer to the question? Are there any grants, mortgages to help me? You will go away with a wealth of information to help your buyers!

