

NOVEMBER 2023

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 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

NOVEMBER 1 & 2, 2023 @ 9:00AM - 5:00PM

Accredited Buyer's Representative (ABR) Designation Course

Instructor: Randy Templeton

Cost: \$200 (Zoom Only)

This two-day course is the first step toward becoming an ABR Designee. It will teach you methods, tools and techniques to provide the support and services that buyers want. How to increase your revenue and referral and reduce your risk. With specialized education and exclusive member benefits, ABR designees are equipped to guide homebuyers through every stage of the home buying process. No show fee \$25.00 Application: Submit the designation application along with five completed transactions REBAC Dues: First year of REBAC membership is free. Second year is \$110, but prorated based on the month you joined REBAC \$110 per year there after.

NOVEMBER 3 @ 09:30AM-12:30PM

Fair Housing

Instructor: Margaret Hartman

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

NOVEMBER 6 @ 09:30AM-12:30PM

Introduction to Real Estate (Orientation) – New Members

Instructor: 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.

NOVEMBER 7 @ 09:30AM-10:30AM

Agency

Instructor: Annabelle Aquilina

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.

NOVEMBER 7 @ 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. 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. Please Note: No shows will be charged a \$25 fee.

NOVEMBER 8 @ 9:30 AM-1:00 PM

Code of Ethics

Instructor: Margaret Hartman

3.5 Hours CE Credit

Includes the Department of State requirements for Ethical Business Practice and one hour of Agency for your license renewal. Nov9

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NOVEMBER 9 @ 09:30AM-10:30AM

Recent Legal Matters

Instructor Matthew Laufer, 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.

NOVEMBER 20 @ 9:30 AM-11:30AM

NEW - Listing or Buying a Condo

Instructor: Lynne Logan
2 Hours CE Credit

Do you ever wonder how does it all work? What are the differences between co-ops, condos and townhouses? What are the agent's responsibilities regarding a sale and getting to closing? What docs are required? What are the financing concerns? How does the HOA function and what are their responsibilities? How do you navigate fair housing when pets are involved and not allowed by the HOA. This class will answer all your questions so that you can inform your buyers and sellers on what to expect during the process.

NOVEMBER 21 @ 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.

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

Learn About Roofs

Instructor: James Knight
3 Hours of CE Credit

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

NOVEMBER 28 @ 01:00PM-2:30PM

Matrix 3

Instructor: William Roesser
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. Please Note: No shows will be charged a \$25 fee.

NOVEMBER 30 @ 09:30AM-11:00AM

Hidden Dangers in the Home

Instructor: John Pusateri
1.5 Hours of CE Credit

This class is to build awareness of the hidden dangers in a home and educate on how to rectify. The more knowledge the agents improves the chances they have moving a sale to a successful closing even if these issues arise. Please note: No show fee is \$25

