

JUNE 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

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 2024

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

Expanding Your Business with NACA

Elective

Instructor: Melvin Taylor
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.

JUNE 4 @ 9:30 AM-11:00AM

Hidden Dangers in the Home

Elective

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 of moving from a sale to a successful closing even if these issues arise.

JUNE 4 @ 01:00PM-02:30PM

Matrix 1

Elective

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.

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

Recent Legal Matters

DOS Required

Instructor: Matthew Laufer, Attorney
1 Hour CE Credit

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.

JUNE 6 @ 9:30 AM-1:00 PM

Code of Ethics

DOS Required plus one hour of Agency Also fulfills NAR Ethics requirement for Cycle 7

Instructor: Margaret Hartman
3.5 Hours CE Credit

The Code of Ethics class is a detailed document that spells out the professional responsibility of every Realtor consisting of 17 Articles. This class fulfills the NAR Ethics Cycle 7 and DOS requirements.

JUNE 10 @ 9:30 AM-11:30AM

Listing or Buying a Condo

Elective

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.

JUNE 11 @ 9:30 AM-11:30AM

Agency

DOS Required

Instructor: Annabelle Aquilina
2 Hour CE Credit

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

JUNE 11 @ 01:00PM-02:30PM

Matrix 2

Elective

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 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.

JUNE 13 @ 9:30 AM-11:30AM

Cultural Competency, Why It Matters to You

DOS Required

Instructor: miriam treger
2 Hours CE Credit

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.

JUNE 13 @ 12:30PM-2:30 PM

Why Does It Feel Icky? Implicit Bias

DOS Required

Instructor: miriam treger
2 Hours CE Credit

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?

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JUNE 17 @ 09:30AM-1:30 PM

Fair Housing Plus One Hour Agency

DOS Required

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.

JUNE 18 @ 9:30 AM-11:30AM

MLS/DOJ Class Action Lawsuits

No CE Credit

Presenter: Adorna Carroll

Zoom Only

These are EXTRAORDINARY times in the real estate industry, and although everyone is hopeful that the status quo will prevail in the MLS/DOJ class action lawsuits, even minor adjustments to how fees are split and shared in the MLS can create substantial shifts in business practice, professional development courses, license law adjustments, and statutory changes. This workshop will help brokerages understand the field ramifications of the MLS/DOJ lawsuits and how to proactively prepare for the best to worst-case scenarios. Don't miss out on this invaluable opportunity to gain insights into the MLS/DOJ class action lawsuits and their potential impact on the real estate industry. Prepare yourself for the changes ahead and ensure your brokerage is ready to adapt to any scenario. Join Adorna Carroll for this eye-opening workshop and buckle up? it's going to be a bumpy ride.

JUNE 18 @ 01:00PM-02:30PM

Matrix 3

Elective

Instructor: William Roesser

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.

JUNE 20, 2024 @ 9:00AM - 5:00PM

JUNE 21, 2024 @ 9:00AM - 5:00PM

Seller Representative Specialist

(SRS)

Instructor: Randy Templeman

Elective

9 Hours CE Credit

In Person Minimum of 25 Registered/Option Zoom Only

The SRS designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. This is an elective course for the ABR Designation.

JUNE 24 @ 09:30AM-12:30PM

Learn About Roofs

Elective

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.

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

Introduction to Real Estate

(Orientation) New Members

Elective

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

