

MARCH 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

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 2023

MARCH 1 @ 9:30 AM-11:30AM

Cultural Competency, Why It Matters to You

Instructor: miriam treger

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.

MARCH 1 @ 12:30 PM – 2:30PM

Why Does It Feel Icky? Implicit Bias

Instructor: miriam treger

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?

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

Expanding Your Business with NACA

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.

MARCH 6 @ 11:00AM-1:00 PM

DEI What It Means to You

Instructor: miriam treger

3 Hours of CE Credit

Diversity can be a huge asset to an organization - but diversity
alone doesn't help if organizations cannot unlock the benefits.
This is where equity and inclusion come in. Learn about keys to
unlocking the benefits of diversity

MARCH 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

MARCH 13 @ 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

MARCH 14 @ 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.

MARCH 23 @ 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.

MARCH 24 @ 09:30AM-11:30AM

Transaction Desk with Simple Tips

Instructor: Margaret Fisher

2 Hours CE Credit

Preparing, Signing and Organization! Learn how to easily create
and keep your Transaction files at your fingertips! Keep all your
documents in one place, including easy access on your mobile device.

MARCH 27 @ 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.

MARCH 28 @ 01:00PM-02:30PM

Matrix 3

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.
Creating mailing labels from Realist and how to create and save
advanced tax searches using the Realist My Search

MARCH 30 @ 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.

