



NOTE: ALL CLASSES WILL BE HYBRID, IN CLASSROOM AND ON ZOOM UNLESS NOTED

NOVEMBER 1, 2022 - 1:00PM-02:30PM

Matrix 1

Instructor: William Roeser - 1.5 hours CE Credit \$15.00

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.

NOVEMBER 2, 2022 - 9:30AM-1:00PM

Code of Ethics with 1 Hour of Agency

Instructor: Margaret Hartman - 3.5 hours CE Credit \$35.00

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).

NOVEMBER 3, 2022 - 9:30AM-12:30PM

Residential Financing

Instructor: miriam treger - 3 Hours CE Credit \$30.00

This course will go into detail regarding the various financing products available in the marketplace. This is also one of the six classes approved for the BNAR Residential Specialist designation. To earn the designation you must take all 6 classes (three hour CE credit) within one year.

NOVEMBER 4, 2022 - 9:30AM-11:30AM

Why Does It Feel Icky? Implicit Bias

Instructor: miram treger

2 Hours CE Credit \$20

(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?

NOVEMBER 4, 2022 - 12:30PM-2:30PM

Cultural Competency, Why It Matters to You

Instructor: miriam treger

2 Hours CE Credit \$20 (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.

NOVEMBER 7, 2022 - 9:30AM-12:30PM

Competing in a Volatile Market

Instructor: Brendan Cunningham -3 Hours CE Credit \$30

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.

NOVEMBER 16, 2022 - 9:30AM-10:30AM

Recent Legal Matters

Instructor Matthew Laufer, Attorney

1 hour CE Credit \$10.00 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 17, 2022 - 9:30AM-1:00PM

Business Planning for Success

Instructor: Lori Adams - 3.5 Hours CE Credit \$35

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 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.

NOVEMBER 21, 2022 - 1:00PM- 2:30PM

NEW Hidden Dangers in the Home

Instructor: John Pusateri - 1.5 Hours of CE Credit - \$15

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.

NOVEMBER 22, 2022 - 1:00PM-02:30PM

Matrix 2

Instructor William Roeser - 1.5 hours CE Credit \$15.00

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.

NOVEMBER 28 - 9:30AM-12:30PM

Introduction to Real Estate (Orientation)

Instructor: James Knight

3 Hours CE Credit FREE for New members - Member Benefit

Please note: This course will be held in person only in the BNAR training room

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.

NOVEMBER 29, 2022 - 1:00PM-2:30PM

Matrix 3

Instructor: William Roeser

1.5 Hours CE Credit \$15 - 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.

