

JULY
2024

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 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**

JULY 9, 2024 1:00 PM – 2:30 PM

Matrix 2

Elective
Instructor: William Roesser
1.5 hrs CE Credit
Pre-Requisite Matrix
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. Related to auto emails will be the ability to track Reverse Prospecting and view listing Hit Counters.

JULY 16, 18, 23, 25, 2024 @

9:00 – 1:00 PM Accredited Buyer's Representative (ABR) Designation

Elective
9 hours CE Credit
Instructor: Randy Templeman
Zoom Only
This 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
Earn Designation: Complete the two-day core designation course. Complete one of the ABR® elective courses. Documentation of five completed transactions in which you acted solely as a buyer representative. Professional Affiliation Membership in good standing in REBAC Membership in good standing in the National Association of REALTORS® (NAR). 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.

JULY 17 @ 9:30 AM-1:00 PM

Code of Ethics with one hour Agency

DOS Required
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.

JULY 18 @ 10:00AM-11:30AM

MLS Rules Decoded: Unlocking the Secrets of Rules & Compliance

No CE Credit
Presenter: Danielle Melchiorre
The seminar provides an in-depth exploration of the regulations and guidelines governing the data entry of your listing. Participants will gain a comprehensive understanding of the rules and procedures surrounding the MLS and Compliance, including the background and rationale behind their existence.

JULY 19 @ 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.

JULY 19 @ 12:30PM-2:30 PM

Why Does It Feel Icky? Implicit Bias

DOS Required
Instructor: miriam treger
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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JULY 22 @ 09:30AM-12:30PM

Introduction to Real Estate (Orientation) New Members

Elective

Instructors: 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.

JULY 24 @ 09:30AM-1:30 PM

Fair Housing Plus One Hour

Agency

DOS Required

Instructor: Margaret Hartman
4 Hours CE Credit

This Fair Housing course 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.

JULY 26 @ 9:30 AM-1:00 PM

NEW..Jump Start Your Real Estate

Business

Elective

Instructor: Melvin Taylor
3.5 hours CE Credit

This course will provide emerging realtors with principles of leadership and strategic planning for developing a successful real estate business as an independent contractor so they may exert a strong positive influence providing a professional experience with exceptional care and a commitment to fully represent the fiduciary interest of each client they represent exclusively.

JULY 29 @ 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 differences between co-ops, condos and townhouses? What are the agents 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.

JULY 30 @ 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.

JULY 31 @ 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 study

