



Fee-Free Banking

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- Investor Spec Mortgage
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Victor Pascale

Vice President | NMLS# 15952

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o: 631-627-6060 x4815

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Robert Morandi

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FHA • VA • SONYMA • CONVENTIONAL • CONDOS • 1-4 UNIT FAMILY HOMES • VACATION HOMES • INVESTMENT PROPERTIES

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THE LONG ISLAND BOARD OF REALTORS® INC.

EDUCATION COURSE CATALOG WINTER 2020

PLAN

Your Education...
Your Growth...
Your **SUCCESS!**

LIRealtor.com/Education



WHY TAKE REAL ESTATE TRAINING & CONTINUING EDUCATION COURSES AT LIBOR?

- New York State Approved Real Estate School
- Four State of the Art Training Centers in Queens, Nassau & Suffolk
- Top Notch NY State Approved Faculty
- Cost Includes Processing of Continuing Education Credits, Tracking and DOS Notification
- Courses Scheduled on Weekdays and Weekends to Fit all Schedules
- LIBOR Has Been THE REALTOR® Association for Over 90 Years

REALTOR® Service Centers

WEST BABYLON RSC
346 Sunrise Highway
West Babylon, NY 11704

JACKSON HEIGHTS RSC
75-35 31st Avenue, Suite 207
Jackson Heights, NY 11370

RIVERHEAD RSC
185 Old Country Road, Suite 1
Riverhead, NY 11901

WOODBURY RSC
100 Crossway Park Drive West, Suite 106
Woodbury, NY 11797

OUTSIDE LOCATIONS

BEST WESTERN MILL RIVER MANOR
Formerly Holiday Inn
173 Sunrise Highway
Rockville Centre, NY
516-678-1300

230 ELM
230 Elm Street
South Hampton, NY 11968
631-377-3900

SOUTHAMPTON INN
91 Hill Street
Southampton, NY
63-283-6500

For Directions:

Go to
LIRealtor.com
Click on
"About Us/Directions"

To Register visit

LIRealtor.com
(631) 661-4800 ext. 2
option 1

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Class Locations and How to Register
ONLINE or BY PHONE Inside Cover

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Education Pages 2 & 3

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Stratus Technology
Training Page 5

LIBOR Technology
Training Pages 6 & 7

Designation Certification
Programs Page 8

NYSAR Classes Page 9

Register and View Additional
Course Schedules and
Descriptions
LIRealtor.com

**NEED CE FAST?
FOLLOW THE
SKIER!**



LIBOR Education Class Cancellation Policy:

Full refund will be issued if cancellation is made 3 or more business days prior to class. NO REFUNDS if less than 3 business days – Education CREDIT will be issued for use within one year. Students who DO NOT SHOW for class will LOSE entire tuition. LIBOR reserves the right to cancel class if minimum enrollment is not met.

In Case of Inclement Weather:

If your class needs to be cancelled/delayed start due to inclement weather, information will be posted on www.mlsstratus.com and also on our automated voice mail message on 631-661-4800 by 7:00 a.m.



LICENSING

75-HOUR REAL ESTATE SALES LICENSING COURSE

West Babylon.....Jan 21-24, 27-31, * Feb 3..... 9:00AM – 5:30PM
 Jackson Heights.....Feb 24- 28, Mar 2-5, * 6..... 9:00AM – 5:30PM
 Woodbury.....Feb 10- 14, 18-21, *24..... 9:00AM – 5:30PM
 Riverhead.....Mar 16-20, 23- 26, * 27..... 9:00AM – 5:30PM

TUITION:

\$335 Register 5 business days before Course / \$365 -Thereafter

TUITION INCLUDES:

- 75hr NYS RE Sales Licensing Course
- Review Materials & Exam
- NYS Required Text Book
- Unlimited Access to LIBOR Review Classes
- DOS License Law Booklet
- NYS RE Certificate Upon Completion
- Calculator, Notebook & Highlighter

NEW AGENT ORIENTATION

New Agent Orientation Program (NAO), is required within the first 90 days of joining LIBOR. NAO is open to Provisional Members (PM). (A Provisional Member is a member who has joined LIBOR and has not yet attended this required course). This program consists of 2 parts and both parts must be completed to satisfy your NAO requirement.

NAO may be taken either onsite or online. The first part of this program reviews with new REALTOR® members the many benefits of belonging to LIBOR, NYSAR, NAR. In addition, through real world examples and scenarios, MLS Rules and Regulations are covered. As a member of NAR, all Realtors must satisfy 2.5 hours of REALTOR® ethics training every 2 years. In part 2 of this program a review of the REALTOR® Code of Ethics, is covered. Also included DOS Required 2 hour Agency for all New Agents. In addition, new agents can expect to hear the latest information on agency law, fair housing and anti-trust.

ONSITE NEW AGENT ORIENTATION PROGRAM FOR PM MEMBERS

Approved for 6 hours NYS CE credit



TIME:9:00AM-5:00PM

TUITION: FREE for Provisional Members

| | |
|-------------------------|----------------------------|
| West Babylon.....Jan 10 | Jackson Heights.....Jan 15 |
| West Babylon.....Jan 18 | Jackson Heights.....Jan 31 |
| West Babylon.....Feb 8 | Jackson Heights.....Feb 10 |
| West Babylon.....Feb 13 | Jackson Heights.....Feb 21 |
| West Babylon.....Mar 3 | Jackson Heights.....Mar 9 |
| West Babylon.....Mar 21 | Jackson Heights.....Mar 25 |
| Woodbury.....Jan 21 | Riverhead.....Jan 16 |
| Woodbury.....Feb 4 | Riverhead.....Mar 13 |
| Woodbury.....Mar 12 | |

Realtor Members fee is \$65 if seating is available

ONLINE NEW AGENT ORIENTATION

LIRealtor.com/Education/New-Agent-Orientation

TUITION: \$25

NOTARY PUBLIC TRAINING

Want to become a notary but concerned about the exam? This program prepares you by getting you acquainted with the format of the state exam, receive study booklets, application form & instructions, be familiar with types of questions asked & learn what is expected in order for you to be confident and prepared to pass the notary exam.

West Babylon.....Feb 27..... 1:30PM – 4:30PM

INSTRUCTOR: Sal D'Agate, REALTOR®

TUITION: \$35 LIBOR Members, \$55 Non-members

NY 45-HOUR REAL ESTATE BROKER LICENSING COURSE



Woodbury..... Jan 6-10, Jan 13 & *14.....9:00AM – 5:00PM
 (*EXAM date until 7:30PM)

BROKER: \$175 - LIBOR Members; \$195 - Non-members

30-HOUR REMEDIAL GAP COURSE

Approved for 22.5 hours NYS CE credit. If you completed the 45 Hour Sales Qualifying Course prior to July 1, 2008 and did NOT apply for your RE license on or before June 30, 2008, you will need to take this course. If you currently hold a RE license and want to obtain a broker license, you will need this course in addition to the 45 Hour Broker Qualifying Course.

The 30 Hour Remedial course is available on line at:

LIRealtor.com/30HourRemedialCourse



LICENSING COURSES AVAILABLE ONLINE

For your convenience 75 Hr. Sales Licensing, 30 Hr. Remedial Gap and 45 Hr. Broker Qualifying courses are offered online.

Take courses at home or office at your convenience.

Learn more @ lirealtor.com/education

ONSITE CONTINUING EDUCATION

RSC, WEST BABYLON — 9:00AM - 5:30PM

- | | |
|---|--|
| <p>1/14 — Money Making Solutions You Can't Live Without Instructor: Dana Nowick</p> <p>1/15 — Overcoming Today's Top 5 Mortgage Challenges Instructor: Dominick Sutera</p> <p>1/18 — **Negotiation: Client Advocacy A1E Instructor: Nick Gigante</p> <p>1/28 — Search RPR Residential for Property Values & Reports-Hands on Instructor: Jay Gootenberg</p> <p>2/4 — Success with Listings: How to Find, Secure & Sell Instructor: Stephan Mahabir</p> <p>2/8 — **The Empowered Agent: Guiding Buyers & Sellers A2E Instructor: Hank Cardello</p> <p>2/20 — What Does the Buyer Really Want? -Hands on Instructor: Laureen Zarba</p> <p>2/25 — Online Forms & Electronic Signatures with Instanet-Hands on Instructor: Laureen Zarba</p> <p>2/28 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Barbara Meyers</p> | <p>2/28 — Real Estate Formulas & Calculations: Using HP10BII Calculators Instructor: Ed Smith</p> <p>3/2 — Real Estate Myths A1E Instructor: Nick Gigante</p> <p>3/3 — Pricing Properties for Sellers, Using Stratus Maps & CMA's- Hands on Instructor: Barbara Meyers</p> <p>3/10 — Text, Tweet & Chat Listings Using Stratus Collab Client Portal - Hands on Instructor: Stephan Mahabir</p> <p>3/21 — **Success with 203K Purchase / Rehabilitation Transaction A1E Instructor: Andy Thaw</p> <p>3/21 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Jay Gootenberg</p> <p>3/31 — Search RPR Residential for Property Values & Reports - Hands on Instructor: Jay Gootenberg</p> |
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RSC, WOODBURY — 9:00AM - 5:30PM

- | | |
|--|--|
| <p>1/16 — Success with 203K Purchase/Rehabilitation Transaction Instructor: Andy Thaw</p> <p>1/22 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Barbara Meyers</p> <p>1/24 — Disclosure: Insulation from Litigation E Instructor: Hank Cardello</p> <p>1/24 — Search RPR Residential for Property Values & Reports - Hands on Instructor: Jay Gootenberg</p> <p>1/30 — Pricing Properties for Sellers, Using Stratus Maps & CMA's - Hands on Instructor: Barbara Meyers</p> <p>2/3 — Real Estate Myths A1E Instructor: Nick Gigante</p> <p>2/6 — Online Forms & Electronic Signatures with Instanet-Hands on Instructor: Laureen Zarba</p> <p>2/10 — Text, Tweet & Chat Listings Using Stratus Collab Client Portal - Hands on Instructor: Laureen Zarba</p> | <p>2/25 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Barbara Meyers</p> <p>2/28 — Advanced RE Investing Strategies Instructor: Carl Shiovone</p> <p>3/10 — Real Estate Consulting Instructor: John Yoegel</p> <p>3/11 — Pricing Properties for Sellers, Using Stratus Maps & CMA's - Hands on Instructor: Barbara Meyers</p> <p>3/18 — Success with Listings: How to Find, Secure & Sell Instructor: Stephan Mahabir</p> <p>3/18 — What Does the Buyer Really Want? -Hands on Instructor: Laureen Zarba</p> <p>3/26 — Search RPR Residential for Property Values & Reports-Hands on Instructor: Jay Gootenberg</p> <p>3/30 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Barbara Meyers</p> |
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BEST WESTERN MILL RIVER MANOR, ROCKVILLE CENTRE — 8:30AM - 5:00PM

- | | |
|--|---|
| <p>1/8 — Overcoming Today's Top 5 Mortgage Challenges Instructor: Dominick Sutera</p> <p>1/31 — Negotiation: Client Advocacy A1E Instructor: Nick Gigante</p> | <p>3/17 — Changing Trends...Can You Spare Some Change? A1E Instructor: Nick Gigante</p> <p>3/27 — The Empowered Agent: Guiding Buyers & Sellers A2E Instructor: Hank Cardello</p> |
|--|---|

3 Day Class

- 2/24, 2/25 & 2/26—Certified Buyer Representative **FA2E**
SEE PAGE 8 for Details
Instructor: Nick Gigante

**RSC, JACKSON HEIGHTS — 9:00AM - 5:30PM**

- | | |
|--|---|
| <p>1/16 — Building a Better CMA: Applying the Principles Instructor: John Yoegel</p> <p>1/16 — Search RPR Residential for Property Values & Reports- Hands on Instructor: Jay Gootenberg</p> <p>1/21 — Online Forms & Electronic Signatures with Instanet - Hands on Instructor: Felicia Smith</p> <p>1/22 — Getting The Listing Priced Right is Key A1E Instructor: Laura Copersino</p> <p>1/29 — Text, Tweet & Chat Listings Using Stratus Collab Client Portal - Hands on Instructor: Stephan Mahabir</p> <p>2/4 — Changing Trends...Can You Spare Some Change? A1E Instructor: Nick Gigante</p> <p>2/12 — What Does the Buyer Really Want? -Hands on Instructor: Felicia Smith</p> <p>2/19 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Stephan Mahabir</p> | <p>2/20 — The Empowered Agent: Guiding Buyers & Sellers A2E Instructor: Hank Cardello</p> <p>2/27 — Pricing Properties for Sellers, Using Stratus Maps & CMA's- Hands on Instructor: Stephan Mahabir</p> <p>3/10 — Search RPR Residential for Property Values & Reports- Hands on Instructor: Jay Gootenberg</p> <p>3/16 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Felicia Smith</p> <p>3/18 — Analyzing, Selecting & Managing the RE Investment Instructor: John Yoegel</p> <p>3/24 — Overcoming Today's Top 5 Mortgage Challenges Instructor: Dominick Sutera</p> <p>3/31 — Pricing Properties for Sellers, Using Stratus Maps & CMA's- Hands on Instructor: Felicia Smith</p> |
|--|---|

RSC, RIVERHEAD — 9:00AM - 5:30PM

- | | |
|--|--|
| <p>1/14 — Search RPR Residential for Property Values & Reports- Hands on Instructor: Jay Gootenberg</p> <p>1/21 — Text, Tweet & Chat Listings Using Stratus Collab Client Portal - Hands on Instructor: Laureen Zarba</p> <p>1/27 — Buyer Brokerage & Ethics: The Right Choices A2E Instructor: Nick Gigante</p> <p>1/30 — Pricing Properties for Sellers, Using Stratus Maps & CMA's - Hands on Instructor: Laureen Zarba</p> <p>2/11 — Success with 203K Purchase /Rehabilitation Transaction Instructor: Andy Thaw</p> <p>2/19 — Real Estate Myths A1E Instructor: Nick Gigante</p> <p>2/25 — Money Making Solutions You Can't Live Without Instructor: Dana Nowick</p> | <p>2/27 — Learn Stratus! Search Share & Add Listings - Hands on Instructor: Laureen Zarba</p> <p>3/4 — What Does the Buyer Really Want? - Hands on Instructor: Laureen Zarba</p> <p>3/5 — Risk Management Solutions A2E Instructor: Nick Gigante</p> <p>3/10 — Pricing Properties for Sellers, Using Stratus Maps & CMA's - Hands on Instructor: Laureen Zarba</p> <p>3/11 — Overcoming Today's Top 5 Mortgage Challenges Instructor: Dominick Sutera</p> <p>3/19 — Search RPR Residential for Property Values & Reports - Hands on Instructor: Jay Gootenberg</p> <p>3/30 — Best & Latest Features of Stratus, Collab, Instanet & Find Instructor: Laureen Zarba</p> |
|--|--|

**TUITION: \$75 LIBOR Members /
\$115 NON Members**

**** — SATURDAY CLASSES**

E — Also approved for & satisfies NAR Mandated Ethics Course Requirement for REALTORS® needed by 12/31/18

F — Approved for 3 hours of Fair Housing Training as Required by Department of State for those renewing their license after July 1, 2008

A1 — 1 Hour of Agency - DOS required training for those renewing their license AFTER January 1, 2017.

A2 — 2 Hours of Agency -DOS required training for those renewing their license for the first time AFTER January 1, 2017.

ONLINE CONTINUING EDUCATION

- 22.5 Hour Packages Available
- Select Courses Based on Your Interest

GROUP 1

3 Hours

- The Residential Contract: Issues, Disputes & Solutions
- NAR: May The Code be with You?
- Navigating the Path Through Settlement
- Exploring Agency Concepts & Disclosure

3.5 Hours

- Evaluating Current Standards in Fair Housing

4 Hours

- Social Media Ethics
- Property Tax & Mortgage Valuation
- Real Estate Disclosure Issues Buyer & Seller Obligations
- National Flood Insurance Program

GROUP 2

2 Hours

- Evolving Real Estate Finance Laws
- NY License Law & Agency

3.75 Hours

- ADA & Fair Housing
- Ethics in Real Estate
- Introduction to Real Estate Ethics
- Pre qualifying your Buyer in Today's Market
- Principles of Commercial Real Estate
- RESPA Reform
- Short Sales & Foreclosures
- Tax Free Exchanges of Residential Property

4 Hours

- Anti-Discrimination Laws
- Ethics: Disclosure and Cooperation
- Leading and Communicating Effectively
- Minimizing Risk with Effective Practices
- Technology Trends in Real Estate

7.5 Hours

- Basic Real Estate Finance
- Building a Green Home
- Commercial Finance and Investment Analysis
- Commercial Leases
- Commercial Sales & Exchanges
- Methods of Residential Property
- New York License Law & Contracts
- Pricing Property to Sell
- Property Valuation: Income Capitalization Overview
- Property Valuation: Cost Approach Overview
- Property Valuation: Sales Comparison Approach
- Tax Advantages of Home Ownership
- Structuring Ownership In Commercial RE

GROUP 3

3 Hours

- Advocating for Short Sale Clients
- Breaking Barriers: Fair Housing
- Client Advocacy in Commercial RE
- Code of Ethics: Good For Your Business
- Did You Serve? Identifying Home Buying Advantages for Veterans
- Going Green: The Environmental Movement in Real Estate
- Keeping It Honest: Understanding Real Estate and Mortgage Fraud
- Marketing, Advertising & Social Media Compliance
- Sign Here: Contract Law on E-Signature
- The Fundamentals of Commercial Real Estate
- Personal Safety

4 Hours

- Uncle Sam has Homes for Sale Listing And Selling HUD Homes
- Title & Escrow: Two Families One Transaction
- Residential Property Management Essentials
- Fair Housing & Agency in NY

4.5 Hours

- Foundations of Real Estate Finance

6 Hours

- From Contract to Keys: The Mortgage Process

Appraisal Licensing and Continuing Education offered through LIBOR

Through Hondros College, LIBOR offers you the best educational experience as well as the tools you'll need to succeed regardless of the stage of your appraisal career. From Appraiser Assistant License to Certified General Real Estate Appraiser, LIBOR's online appraisal courses will help guide you every step of the way. In addition, choose from a variety of NYS approved continued education courses to maintain your license.

For more information, please visit LIRealtor.com/education/ny-appraisal-licensing

LIBOR CE Technology Training Recommended Paths

Start HERE! For New & Experienced Agents

Free MLS Stratus System Demo

MLS Searching, Maps, Add/Edit, CMA, Public Records

| | | |
|-----------------------|--------------------|------------------|
| West Babylon | Jan 17, Mar 5..... | 9:00AM – 12:00PM |
| Jackson Heights | Jan 14, Mar 5..... | 9:00AM – 12:00PM |
| Woodbury..... | Feb 24 | 9:00AM – 12:00PM |
| Riverhead..... | Jan 6, Mar 17..... | 9:00AM – 12:00PM |

TUITION: FREE

Take Your Hands-On Classes at YOUR Level

Beginner / Intermediate Skill Level

Stratus Lite & Easy

Learn Stratus! Search, Share
& Add Listings

Searching, Reports, Settings, Prospect Match

Are You Smarter Than A Home Buyer?

Why Should I list my House with You?

Text, Tweet & Chat Listings using Stratus
Collab Client Portal

Intermediate / Advanced Skill Level

Pricing Properties for Sellers, using Stratus
Maps & CMA's

Search RPR Residential
for Property Values & Reports

Go Paperless & Mobile: Your Files, Forms
& eSignings on Instanet

3 Day Realtor Tech
Certification

LIBOR TECHNOLOGY TRAINING

HANDS ON

\$75 LIBOR Members, \$65 with Education Card



LEARN STRATUS! SEARCH SHARE & ADD LISTINGS

This is the perfect class for both new and experienced agents who want to learn the fundamentals of using Stratus. This class is a hands-on computer class that will teach you the essentials of using STRATUS. You will learn how to set up your Market Areas, Search and Sending Listings to Clients, finding Expired listings, Search Public Records, and so much more. (computers are provided)

| | | |
|-----------------|------------------------|-----------------|
| West Babylon | Jan 7, Feb 28, Mar 21 | 9:00AM – 5:30PM |
| Jackson Heights | Jan 8, Feb 19, Mar 16 | 9:00AM – 5:30PM |
| Woodbury | Jan 22, Feb 25, Mar 30 | 9:00AM – 5:30PM |
| Riverhead | Jan 9, Feb 27 | 9:00AM – 5:30PM |

PRICING PROPERTIES FOR SELLERS, USING STRATUS MAPS & CMA'S

This course concentrates on working with the Seller. We will cover the Market Activity using different searches in Stratus, using Statistics & Counts to find the Medium price and DOM. We will be customized reports to help the agent identify the price changes in the market and the map to find the activity by the subject property. Create a CMA (Comparative Market Analysis) for a formal presentation for the homeowner using comparables from our MLS system and Public Records to price the property. Lastly, we will look at professional search, which is a REALTOR®.com site exclusively for REALTORS® to assist our sellers in finding properties when relocating. (computers are provided)

| | | |
|-----------------|----------------|-----------------|
| West Babylon | Mar 3 | 9:00AM – 5:30PM |
| Jackson Heights | Feb 27, Mar 31 | 9:00AM – 5:30PM |
| Woodbury | Jan 30, Mar 11 | 9:00AM – 5:30PM |
| Riverhead | Jan 30, Mar 10 | 9:00AM – 5:30PM |

BEST & LATEST FEATURES OF STRATUS, COLLAB, INSTANET & FIND

If you like a little bit of everything, this class is for you! You will explore 4 of the essential computer programs that we offer. We will start with Stratus and some of the new and cool features you may not know. Then we move on to Instanet our online form program where you will learn how to create an online transaction with all your forms, contracts and utilize an Esignature. Collab is our Stratus Client Portal, you will learn how to text, chat and share listings. In Collab you can invite your clients to have their own search site where you can track their activity and communicate with them. Professional Search, originally called FIND, is how you can Search listings and public records throughout the country. This is a fast-paced class, but you won't be sorry when you experienced this course. (computers are provided)

| | | |
|------------|--------|-----------------|
| Rivherhead | Mar 30 | 9:00AM – 5:30PM |
|------------|--------|-----------------|

SEARCH RPR RESIDENTIAL FOR PROPERTY VALUES & REPORTS

The REALTOR® Property Resource "RPR" is a Realtors only Nationwide database of public records data, listing data, sales data, property valuations, school statistics, FEMA flood zones, etc. This hands-on computer class will guide you in developing the skills needed to navigate the residential site, execute searches, run impressive branded customized reports for buyers and sellers. Wow your customers with market reports, seller reports and comprehensive CMA's. (computers are provided)

| | | |
|-----------------|----------------|-----------------|
| West Babylon | Jan 28, Mar 31 | 9:00AM – 5:30PM |
| Jackson Heights | Jan 16, Mar 10 | 9:00AM – 5:30PM |
| Woodbury | Jan 24, Mar 26 | 9:00AM – 5:30PM |
| Riverhead | Jan 14, Mar 19 | 9:00AM – 5:30PM |

TEXT, TWEET & CHAT LISTINGS USING STRATUS COLLAB CLIENT PORTAL

Stratus Collab is our state-of-the-art MLS program that allows our members to search, text, & chat listings. You can use Collab to search and save listings, instead of Stratus. In addition, it is also a client portal in which the agents can invite their clients to their own login site. There they can search and save listings, without seeing the broker info, while you track their activity and communicate with them. There is a free app which will allow the agent to go mobile. We recommend this class to agents working with clients. (computers are provided)

| | | |
|-----------------|--------|-----------------|
| West Babylon | Mar 10 | 9:00AM – 5:30PM |
| Jackson Heights | Jan 29 | 9:00AM – 5:30PM |
| Woodbury | Feb 10 | 9:00AM – 5:30PM |
| Riverhead | Jan 21 | 9:00AM – 5:30PM |

WHAT DO BUYERS REALLY WANT?

This course concentrates on working with the Buyer. We will look at the consumers favorite sites, such as Zillow, and help them interpret the data. Discuss the importance of a showing package. Search for different property types in Stratus and create automated searches sent to clients based on their criteria. You will learn the benefits of using Collab, Stratus Client Portal, you can text, chat and setup clients with their own login. The Homesnap APP is MLS on the go! If you work with Buyers this class is for you! (computers are provided)

| | | |
|-----------------|--------|-----------------|
| West Babylon | Feb 20 | 9:00AM – 5:30PM |
| Jackson Heights | Feb 12 | 9:00AM – 5:30PM |
| Woodbury | Mar 18 | 9:00AM – 5:30PM |
| Riverhead | Mar 4 | 9:00AM – 5:30PM |

MONEY MAKING SOLUTIONS YOU CAN'T LIVE WITHOUT

MLSLI products & Services (many free ones) used by Top Brokerages. Learn how you can use the power of MLSLI to grow your real estate business. This course will introduce REALTORS® to the complete line of innovative products and services that provide them with the right technology to stay ahead in today's competitive market. Discover all the "must have" tools and technologies every Realtor® needs and every consumer expects them to have. When you leave this class, you will have the knowledge so you can start using these tools immediately to get Instant results.

| | | |
|--------------|--------|-----------------|
| West Babylon | Jan 14 | 9:00AM – 5:30PM |
| Riverhead | Feb 25 | 9:00AM – 5:30PM |

3.75 HOUR COURSES



NEW

**SIGN HERE! UTILIZING ELECTRONIC
SIGNATURE IN A RE TRANSACTION**

Woodbury.....Jan 16, Mar 169:00AM - 12:45PM
Riverhead.....Mar 69:00AM - 12:45PM

STRATUS JUMP START FOR AGENTS

West Babylon.....Feb 3, Mar 279:00AM - 12:45PM
WoodburyFeb 149:00AM - 12:45PM
Riverhead.....Mar 259:00AM - 12:45PM

FUN WITH ANALYTICS USING STRATUS & EXCEL

West Babylon.....Mar 99:00AM - 12:45PM

HOMESNAP MOBILE:

West Babylon.....Jan 139:00AM - 12:45PM
WoodburyMar 249:00AM - 12:45PM

3 HR. CE COURSES

SCHEDULED FOR YOUR CONVENIENCE!



Successfully Selling HUD Homes

Instructor: Linda Lugo

WoodburyJan 31.....9:00AM - 12:00PM
West BabylonMar 259:00AM - 12:00PM



DESIGNATION / CERTIFICATION COURSES



CERTIFIED BUYER REPRESENTATIVE 3 DAY DESIGNATION

Build Your Business as a Buyers Agent! 22.5 NYS CE Approved Credits and includes 3 Hours NYS Approved Fair Housing and NAR mandatory Ethics training. The Certified Buyer Representative class is a THREE DAY Course. Designed with traditional agents in mind, this course will provide you with the knowledge to assist purchasers with one of the major decisions of their lifetime and to do it legally, ethically and in a non-adversarial manner. This professional certification is not affiliated with or endorsed by the National Association of REALTORS®

West Babylon Jan 21, 22 & 24 Before/After Jan 7
INSTRUCTOR: Nick Gigante, GRI, AHWD

Rockville Centre Feb 24, 25 & 26 Before/After Feb 10
INSTRUCTOR: Nick Gigante, GRI, AHWD

TIME: 9:00am–5:30pm

TUITION: Before: \$345 LIBOR Members • \$375 Non-Members
After: \$375 LIBOR Members • \$405 Non Members

Approved for 22.5 hours of NYS CE credit,
Approved for 3 hrs of DOS required Fair Housing training
Approved for 2 hrs of DOS required Agency training
Satisfies 2.50 hrs of NAR mandated Ethics Training requirement
Approved elective credits toward earning GRI designation

CIREC - COMMERCIAL & INVESTMENT REAL ESTATE 3 DAY CERTIFICATION

This extensive course teaches the foundations needed for you to provide commercial and investment real estate brokerage services to customers and clients. Successful completion of 22.5 hours of instruction (three 7.5 hour courses), is required for certification. Graduates will receive a Certificate of Completion and be recognized as Commercial and Investment Real Estate Certified (CIREC) agents.

Woodbury Mar 2, 9 & 16 9:00AM – 5:30PM

INSTRUCTOR: Edward S. Smith, Jr. CCIM

TUITION: \$295 LIBOR Members
\$345 Non-Members

Day 1

CIRE 101 Working with Office, Retail and Industrial Buildings, Leases & Green Concepts

Day 2

CIRE 102 Discrimination issues in Commercial Real Estate; Working with Investment Properties; Financial Analysis, Taxes & Exchanges (Includes Ethics & Fair Housing)

Day 3

CIRE 103 Land and Site Development, Tenant and Buyer Representation, Working with People, Negotiations & Building Your Commercial Business

Approved for 22.5 hours of NYS CE credit,
Approved for 2 hrs of DOS required Agency training.
Approved elective credits toward earning GRI designation

RESIDENTIAL REAL ESTATE INVESTING 3 DAY CERTIFICATION

This curriculum has been specially designed to assist the real estate professional who may be working with Real Estate Investor Clients or would like to enter the real estate investing business model themselves. All are welcome, you do not have to be a Real Estate Sales Professional to attend!

This program will include classroom exercises and a solid action plan you can implement immediately!

Course Highlights:

- Building your foundation to success including Goal & Business Plan development
- Understanding Emerging Markets and Market Cycles and investment strategies with each class
- How to get started as a Real Estate Investor including Risk Mitigation Strategies
- Financing strategies for investment properties
- Overview of the various investment business models including Joint Ventures & Partnerships
- Ethics, Fair housing, and Agency case studies.....And so much more!

Jackson Heights Jan 27, 28 & 29 9:00AM – 5:30PM

West Babylon March 23, 24 & 27 9:00AM – 5:30PM

INSTRUCTOR: Carl Schiovone

TUITION: \$295 LIBOR Members, \$345 Non-members

Approved for 22.5 hours of NYS CE credit,
Approved for 3 hrs of DOS required Fair Housing training
Approved for 2 hrs of DOS required Agency training
Satisfies 2.50 hrs of NAR mandated Ethics Training requirement
Approved elective credits toward earning GRI designation

RETP - REALTOR® TECH 3 DAY CERTIFICATION

INCLUDES FREE FAIR HOUSING ONLINE CLASS

Become a Real Estate Tech Pro! This course covers all the real estate technology needed to achieve and maintain a successful business. Students will leave with advanced knowledge of the ESSENTIAL tools every Long Island REALTOR® must know to serve their clients efficiently and close the deals: Stratus, Collaborate, Instant, Authentisign e-signatures, FIND and HomeSnap Pro.

Graduates will receive a Certificate of Completion and be recognized as Real Estate Tech Pro (RETP) agents. All students who complete the class will be given a free access code to the online Fair Housing class in order to satisfy this NY State requirement on their own time.

Class requires that each student have their OWN Stratus login.

West Babylon Jan 15, Jan 22, Jan 29 9:00AM – 5:30PM

West Babylon Mar 12, Mar 19, Mar 26 9:00AM – 5:30PM

Jackson Heights Mar 13, Mar 20, Mar 27 9:00AM – 5:30PM

Woodbury Jan 28, Feb 4, Feb 11 9:00AM – 5:30PM

Riverhead Feb 5, Feb 12, Feb 19 9:00AM – 5:30PM

TUITION: \$295 LIBOR Members / \$345 Non Members
Approved for 22.5 hours of NYS CE credit

NYSAR CLASSES

GRI 1- ETHICS

Capitalize on what sets REALTORS® apart from real estate licensees in this course. With an emphasis on NAR's Code of Ethics & Professional Standards, you will not only gain of the hearing procedure process and arbitration and mediation, you will get much more. You will learn the importance of cooperation, giving back and ongoing education to enrich your career. This course satisfies NAR's mandatory quadrennial ethics training requirement.



WoodburyJan 22 8:30AM – 5:30PM

INSTRUCTOR: Randy Templeman

TUITION: \$125 Members / \$150 Non-Members

GRI 2- BUSINESS

This course prepares licensees to enhance their real estate business while assuring real estate law compliance. From creating an effective real estate business plan to using assistants or a team, attendees will discover the tools for success used by today's top producers. Participants will develop a clear understanding of the implications associated with independent contractor status versus employee status to assure they are operating their business in a responsible and cost-effective manner. This program will also provide the tools to increase productivity, reduce risk and avoid wasted time.



Increase your Productivity
Reduce your risk
Maximize your resources
Provide solutions to your toughest challenges

West BabylonFeb 19 8:30AM – 5:30PM

INSTRUCTOR: Linda Lugo

TUITION: \$125 Members / \$150 Non-Members

GRI 5 -BUYERS

This course covers how to serve buyers from listing to closing while assurance compliance with Fair Housing Laws.



Participants will learn how to prepare presentation packages that describe their agency representation options, required disclosures and the buying process.

From qualifying the buyer, explaining financing and stressing the need to use other qualified professionals, to safely showing property, writing an offer, negotiating and closing, participants will be able to walk today's buyer through the buying process competently, ethically and with confidence.

West BabylonMar 11 8:30AM – 5:30PM

INSTRUCTOR: Nick Gigante

TUITION: \$125 Members / \$150 Non-Members

GRI 6 - SELLERS

This course covers how to serve sellers from the listing proposal through to closing while assuring compliance with Fair Housing Laws.



Participants will learn how to prepare listing presentation packages that describe their agency representation options, required disclosures, and the selling process.

From CMA, pricing and positioning discussions to marketing and safely showing property, participants will be able to represent the seller competently, ethically and legally, as they negotiate on their behalf and walk them through the sales process

WoodburyApr 14 8:30AM - 5:00PM

INSTRUCTOR: Nick Gigante

TUITION: \$125 Members / \$150 Non-Members

GRI 4- LEGAL

This course teaches RE licensees how to practice real estate legally and ethically, without the risk of claims, fines and lawsuits. Participants will learn how to comply with NY State's new Advertising Regulations and with NAR's Code of Ethics in all forms of advertising. Contracts – from listing contracts to contracts of sale – will be covered along with rules to avoid the unauthorized practice of law. The RE transaction including deposits and escrow, title insurance, disclosures, environmental due diligence, settlement procedures and record retention will be reviewed as well as antitrust avoidance - all to reduce risk for the salesperson and broker.



West BabylonApr 23 9:00AM - 4:30PM

INSTRUCTOR: Don Cummins

TUITION: \$150 Members / \$175 Non-Members

NYSAR Designation classes can be taken at any of our four locations. NYSAR holds the records for these courses and will notify the Department of State once the class has been taken.

NYSAR classes will not show up under your profile on our website because this is a NYSAR class. Once the course is completed NYSAR will send you a certificate of completion.

To register for these classes please visit
www.nysar.com/education/designations-certifications

CANCELLATION POLICY FOR NYSAR DESIGNATION COURSES

Call at least 10 days in advance and there's no charge. Cancel 10 or fewer days before the class and you can transfer to another class or your registration will be refunded, less a \$25 cancellation fee. No-shows forfeit tuition.