

BULK RATE  
U.S. POSTAGE  
PAID  
BRONX, NY  
PERMIT NO. 66



## Education Schedule 2007

EDUCATION SCHEDULE  
DESIGNATION COURSES  
2007 BROCHURE  
& REGISTRATION  
718-892-3000 • 212-242-4343  
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## COURSE DESCRIPTIONS

**\*ABR (Accredited Buyer Representative)**  
**Effective Real Estate Practices - Skills to Put You on Top**  
**15 hours CE**

Build an effective buyer representation business with an understanding of agency relationships, disclosure requirements, office policy options, conflict avoidance, risk management and negotiation skills.

**\*ABR – Elective**  
**WCR – Effective Negotiating for Real Estate Professionals**  
**6 hours CE**

Get the tools you need to negotiate in a more powerful and productive way. This program satisfies the elective requirement for the ABR designation as well as providing Women's Council of REALTORS® Performance Management Network (PMN) designation credit.

**Broker's Course**  
The hourly topics contained within are in accordance with the rules and regulations as set by the Department of State. The total hourly content for each course is 45 hours in length.

**Code of Ethics**  
**3 hours CE**  
The National Association of Realtors® (NAR) has mandated that each Realtor and Realtor Associate member complete a course on the Code of Ethics every 4 years in order to maintain membership. This is an excellent opportunity to learn about how a uniform Code of Ethics of professional behavior will improve the real estate industry in your marketplace. All agents, brokers and real estate firms will benefit by working with other informed and knowledgeable professionals adhering to the same high standards. By taking this course, agents can also reduce their personal exposure. Brokers can reduce their business liability and protect their company.

**R401 (GRI)**  
**Effective Real Estate Practices - Skills to Put You on Top**  
**15 hours CE**

This is the course everyone is talking about. Learn dozens of techniques to get competitively-priced, marketable listings, and how to find and convert FSBOs and expireds into exclusive listings. Plus, you'll find out how to help high-priority, motivated buyers buy now! Learn how to solve problems with low appraisals, how to sell new construction and how to work with builders more effectively. You'll discover new methods of marketing your listings that will enhance your income. See how to integrate technology into your business to increase your listings, sales and profit. This is the course you need ... NOW!

**\*RI408 (GRI)**  
**Real Estate Service Strategies in the Information Age**  
**7.5 hours CE**

Bring your services to a level beyond your clients' expectations. Guide your clients through their transaction by interpreting information available on the Internet, using mobile presentations, remote access to information, and tools to match client needs with inventory, all while managing disclosure and transaction steps.

**RI409 (GRI)**  
**Equal and Ethical Service for Today's Consumer**  
**15 hours CE**

As our demographics rapidly change, are you ready to serve today's consumer? This program covers all of the latest skills you'll need to win consumer confidence. You'll learn how to treat all clients equally and ethically while, at the same time, understanding and respecting their cultural differences. This course fulfills NAR's Code of Ethics training, which is mandatory for new and existing NAR members. Also included are policies and procedures that may be implemented to create a safe environment for real estate professionals and their clients. Don't miss this latest addition to the GRI series!

**Salesperson's Course**  
The hourly topics contained within are in accordance with the rules and regulations as set by the Department of State. The total hourly content for each course is 45 hours in length.

**\*SRES (Seniors Real Estate Specialist)**  
**12 hours CE**  
This program is designed to equip you to help seniors and their families make wise housing decisions. You'll learn how to become a valued resource for consultation on selling the family home, buying property, age-appropriate financing and housing opportunities, as well as raising awareness of capital gains tax management tools, tax implications of real estate ownership and sale, and estate planning considerations.

**The Fundamental Necessities of Being a Professional Realtor**  
**22.5 hours CE**  
This course was created by Christina Taylor, Licensed Real Estate Broker and Certified Instructor. The following topics are discussed: Qualifying the seller; listing presentations; presenting an offer; preparing documents for sale; contract signing; qualifying a buyer; choosing the right home; steps from an offer to a closing and guest speakers.

**January 22, 2007 – March 21, 2007**

**Salesperson's Course**

**Mondays & Wednesdays (45 hours) \$265**

Time: 6:00 P.M. - 9:00 P.M.

**January 23, 2007 – March 15, 2007**

**Broker's Course**

**Tuesdays & Thursdays (45 hours)  
(\$265 Members / \$295 Non-Members)**

Time: 6:00 P.M. – 9:00 P.M.

**February 14, 2007**

**Code of Ethics**

**3 hours CE**

**\$45 Members / \$60 Non-Members**

Time: 9:30 A.M. – 12:30 P.M.

**March 12, 2007 – March 13, 2007**

**\*RI409 (GRI)**

**Equal and Ethical Service for Today's  
Consumer - 15 hours CE**

**Instructor: Roseann Farrow**

**Cost: \$235 Members/\$260 Non-Members  
Save \$25 by registering at least 10 days  
prior (\$210/\$235)**

TIME: 8:30 A.M. - 5:30 P.M.

**April 9, 2007 – June 13, 2007**

**Salesperson's Course**

**Mondays & Wednesdays (45 hours) \$265**

Time: 6:00 P.M. - 9:00 P.M.

**April 10, 2007 – June 7, 2007**

**Salesperson's Course**

**Tuesdays & Thursdays (45 hours) \$265**

Time: 6:00 P.M. – 9:00 P.M.

**April 17, 2007**

**Code of Ethics**

**3 hours CE**

**\$45 Members / \$60 Non-Members**

Time: 9:30 A.M. – 12:30 P.M.

**April 24, 2007 – April 25, 2007**

**\*RI401 (GRI)**

**Effective Real Estate Practices - Skills to  
Put You on Top - 15 hours CE**

**Instructor: Nick Gigante**

**Cost: \$235 Members/\$260 Non-Members  
Save \$25 by registering at least 10 days prior  
(\$210/\$235)**

Time: 8:30 A.M. - 5:30 P.M.

**May 9, 2007 – May 10, 2007**

**\*SRES (Seniors Real Estate Specialist)**

**12 hours CE**

**Instructor: Jim Pugliese**

**Cost: \$425 Members / \$450 Non-Members -  
includes marketing tools, placement on  
Seniors Advantage Real Estate Council  
(SAREC) website and first year's SAREC dues  
Save \$25 by registering at least 10 days prior  
(\$400/\$425)**

Time: 9:00 A.M. - 4:30 P.M.

**June 6, 2007**

**Code of Ethics**

**3 hours CE**

**\$45 Members / \$60 Non-Members**

Time: 9:30 A.M. – 12:30 P.M.

**September 17, 2007 –  
November 28, 2007**

**Salesperson's Course**

**Mondays & Wednesdays (45 hours) \$265**

Time: 6:00 P.M. – 9:00 P.M.

**September 24, 2007 – September 25, 2007**

**\*ABR (Accredited Buyer Representative)**

**Effective Real Estate Practices - Skills to  
Put You on Top - 15 hours CE**

**Instructor: Randy Templeman**

**Cost: \$320 Members/\$345 Non-Members  
Save \$25 by registering at least 10 days prior  
(\$295/\$320)**

Time: 8:30 A.M. - 5:30 P.M.

**September 26, 2007**

**\*ABR (Elective)**

**WCR – Effective Negotiating for Real  
Estate Professionals - 6 hours CE**

**Instructor: Randy Templeman**

**Cost: \$175 Members/\$200 Non-Members  
Save \$25 by registering at least 10 days prior  
(\$150/\$175)**

Time: 9:00 A.M. - 4:30 P.M.

**October 9, 2007 –  
November 1, 2007**

**The Fundamental Necessities of Being a  
Professional Realtor**

**22.5 hours CE**

**Instructor: Christina Taylor**

**Tuesdays & Thursdays  
(\$265 Members / \$295 Non-Members)**

Time: 6:00 P.M. – 9:00 P.M.

**October 16, 2007**

**\*RI408 (GRI)**

**Real Estate Service Strategies in the  
Information Age - 7.5 hours CE**

**Instructor: Tony Dolceamore**

**Cost: \$140 Members/\$165 Non-Members  
Save \$25 by registering at least 10 days prior  
(\$115/\$140)**

Time: 8:30 A.M. - 5:30 P.M.

**\* REGISTER DIRECTLY WITH NYSAR ☎ (518) 463-0300  
SEATS ARE LIMITED REGISTER EARLY**

**REGISTRATION FORM**

*Print Clearly*

Course Name: \_\_\_\_\_

Date: \_\_\_\_\_ Amount \$ \_\_\_\_\_

**Circle one**

Member      Non-Member

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

E-mail address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Charge my (Circle One):    Visa    M/C

Card# \_\_\_\_\_

*Make Check Payable to BMAR*

Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**Fax Forms Back To: (718) 892-9181**

**or Mail Back To:**

**1867 Williamsbridge Road**

**Bronx, NY 10461**

**Attn: Sindia Ferrer**