

THE LONG ISLAND BOARD OF REALTORS® INC.

EDUCATION COURSE CATALOG
SUMMER 2017

PLAN

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

www.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, Weeknights 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

HAMPTON INN & SUITES
125 Merrick Road
Rockville Centre, NY 11570
516-599-1700

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

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

For Directions:

Go to
www.LIRealtor.com

Click on
"About Us/Directions"

To Register visit

www.LIRealtor.com

(631) 661-4800 ext. 2
option 1

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ONLINE or BY PHONE . . . Inside Cover

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NAR Code of Ethics, Real Estate
Designation Certification
Programs Back Cover

Register and View
Additional Course
Schedules and Descriptions
www.LIRealtor.com

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



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.



New Agent Orientation

Attendance at a LIBOR New Agent Orientation Program (NAO), is required within the first 90 days of joining LIBOR. 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.

ON-LINE NEW AGENT ORIENTATION

FEE: There is a \$25 cost to take the ON-LINE Orientation course.

LIRealtor.com/Education/New-Agent-Orientation



ON-SITE NEW AGENT ORIENTATION FREE PROGRAM

Approved for 6 hours NYS CE credit

West Babylon..... July 10	Woodbury..... Sept 15
West Babylon..... July 15	Riverhead..... July 28
West Babylon..... July 24	Riverhead..... Sept 19
West Babylon..... Aug 5	Jackson Heights..... July 11
West Babylon..... Aug 22	Jackson Heights..... July 27
West Babylon..... Sept 12	Jackson Heights..... Aug 15
West Babylon..... Sept 16	Jackson Heights..... Aug 25
Woodbury..... July 17	Jackson Heights..... Sept 20
Woodbury..... Aug 10	Jackson Heights..... Sept 29



TIME: 9:00AM-5:00PM

NEW AGENT UP & RUNNING ROOKIE CERTIFICATE PROGRAM

Approved for 7.5 hours NYS CE credit — This course assists new agents in launching their career in the real estate profession. You will learn how to: start listing & selling effectively, work with customers & clients, prospect, market & overcome objections, negotiate effectively to close the sale, work within the guidelines of the law & REALTOR® Code of Ethics & MLS Rules, control your success! Also approved for & satisfies NAR Mandated Ethics Course Requirement for Realtors needed by 12/31/16.

West Babylon..... Sept 6, 7 & 8 9:00AM – 1:00PM

TUITION: w/o CE with CE

LIBOR Licensing Students/Members . . . FREE . . . \$65
Non-members \$150.00 . . \$215.00



FAIR HOUSING AWARENESS IN SALES & RENTALS

*Approved for 3 Hours of Fair Housing Training as Required by DOS for those renewing their license after July 1, 2008.

Woodbury..... July 20..... 9:30AM – 12:30PM

TUITION: \$25 LIBOR Members, \$40 Non-members



Licensing

75-HOUR REAL ESTATE SALES LICENSING COURSE

West Babylon..... July 17-21, 24-27, * 28..... 9:00AM – 5:30PM
Jackson Heights..... Sept 5-8, 11-15, * 18 9:00AM – 5:30PM
Woodbury..... Aug 14-18, 21-24, * 25..... 9:00AM – 5:30PM
Riverhead..... Aug 7-11, 14-17, *18 9:00AM – 5:30PM

TUITION:

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

TUITION INCLUDES:

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

NY 45-HOUR REAL ESTATE BROKER LICENSING COURSE

Woodbury..... July 31-Aug 4, 7 & *8 . . . 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:
<http://www.lirealtor.com/30HourRemedialCourse/>

West Babylon..... Sept 11- 14 & *19 9:00AM – 5:00PM

TUITION: \$125 LIBOR Members
\$135 LIBOR Graduates 5 days prior to start
\$145 Non Members 5 days prior thereafter \$155
TEXTBOOK AVAILABLE TO PURCHASE



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 @ www.lirealtor.com/education

THE RULES OF THE REAL ESTATE GAME — MLS PROCEDURES & RULES: SITUATIONS AND SOLUTIONS

Approved for 3 hours NYS CE Credit. Effective participation in the MLS directly impacts your earning ability and helps you avoid penalties & violations. Topics covered include how to properly fill out agreements, getting offers presented, registering binders & much more. This course is important for new agents!

West Babylon..... July 14..... 9:30AM – 12:30PM

INSTRUCTOR: Hank Cardello, BA, GRI
TUITION: \$20 LIBOR Members, \$45 Non-members





RSC, WEST BABYLON — 9:00AM - 5:30PM

- 7/6 — Counseling Your Buyer Client **A2E**
- 7/8 — ****Why Should I List My House with You?** - Hands on
- 7/10 — Learn Stratus! Search Share & Add Listings - Hands on
- 7/15 — ****Changing Trends in Real Estate FA1E**
- 7/18 — Are You Smarter than a Home Buyer? -Hands on
- 7/19 — Don't You Wish You Hadn't Done That? **FA2E**
- 7/21 — Be My, Be My Buyer **FA2E**
- 7/25 — Overcoming Today's Top 5 Mortgage Challenges
- 7/31 — RPR from A to Z -Hands on
- 8/2 — Communicate, Track & Close with Collaborate - Hands on
- 8/3 — Who Do You Really Work For... The Buyer? **FA2E**
- 8/5 — ****Property Management: Managing 1 -4 Family Homes**
- 8/7 — Learn Stratus! Search Share & Add Listings -Hands on
- 8/10 — Real Estate Matters **FA1E**
- 8/12 — ****Go Paperless & Mobile with Instanet -Hands on**
- 8/15 — Whose House Is It Anyway? **A2E**
- 8/15 — Get the Most from Stratus Maps & CMA -Hands on
- 8/18 — Negotiation: Client Advocacy **A1E**
- 8/23 — Best & Latest Features of Stratus - Hands on
- 8/29 — GPS For Pricing: Great Pricing Strategies/2 **FA1E**
- 8/30 — Keep Your Sellers Real and Your Listings Hot! -Hands on
- 9/6 — Stratus Lite & Easy -Hands on
- 9/11 — Professional Conduct Has Its Rewards **FA1E**
- 9/12 — Go Paperless & Mobile with Instanet -Hands on
- 9/15 — Single Family Investment Properties **FA1E**
- 9/16 — **** The Empowered Agent: Guiding Buyers & Sellers A2E**
- 9/20 — Learn Stratus! Search Share & Add Listings - Hands on
- 9/25 — Listing Power...If You Have...Them They Will Come **FA2E**
- 9/26 — Best & Latest Features of Stratus -Hands on
- 9/27 — **NEW! Real Estate Formulas & Calculations: Using the HP10B11 & Calculator**
- 9/30 — ****RPR from A to Z - Hands on**

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

- 7/10 — Negotiation: Client Advocacy **A1E**
- 7/12 — Learn Stratus! Search Share & Add Listings -Hands on
- 7/17 — Building a Better CMA: Applying the Principles
- 7/17 — Communicate, Track & Close with Collaborate -Hands on
- 7/25 — Getting the Listing Priced Right is Key **A1E**
- 7/28 — Go Paperless & Mobile with Instanet - Hands on
- 8/8 — Risk Management Solutions **FA1E**
- 8/8 — Get the Most from Stratus Maps & CMA -Hands on
- 8/10 — Money Making Solutions You Can't Live Without
- 8/16 — Understanding & Prospecting for Short Sales **A1E**
- 8/21 — Are You Smarter than a Home Buyer? -Hands on
- 8/24 — Single Family Investment Properties **FA1E**
- 8/30 — Stratus Lite & Easy - Hands on
- 9/5 — Learn Stratus! Search Share & Add Listings - Hands on
- 9/20 — RPR from A to Z - Hands on
- 9/21 — Building Your Real Estate Business in the New Norm **FA1E**
- 9/25 — Success with 203K Purchase/Rehabilitation Transactions
- 9/28 — Listing Power...If You Have...Them They Will Come **FA2E**

RSC, RIVERHEAD — 9:00AM - 5:30PM

- 7/12 — GPS For Pricing: Great Pricing Strategies/2 **FA1E**
- 7/12 — Why Should I List My House with You? - Hands on
- 7/18 — Learn Stratus! Search Share & Add Listings - Hands on
- 7/20 — How Good Is Your Get Along? **FA1E**
- 7/22 — ****Communicate, Track & Close with Collaborate - Hands on**
- 7/25 — Who Do You Really Work For... The Buyer? **FA2E**
- 7/26 — Get the Most from Stratus Maps & CMA - Hands on
- 8/2 — Success with 203K Purchase/Rehabilitation Transactions
- 8/21 — Go Paperless & Mobile with Instanet - Hands on
- 8/24 — Residential Rental Opportunities, Pitfalls & Safeguards **FA2E**
- 8/28 — Whose House Is It Anyway? **A2E**
- 8/30 — RPR from A to Z - Hands on
- 9/7 — Taking the Mystery Out of Agency **FA2E**
- 9/20 — Buying, Listing & Selling Foreclosures/2 **FA2E**
- 9/29 — Ready, Set Buy! Representing a Buyer in a RE Transaction **FA2E**

BEST WESTERN MILL RIVER MANOR, ROCKVILLE CENTRE — 8:30AM - 5:00PM

- 7/12 — Ready, Set Buy! Representing a Buyer in a RE Transaction **FA2E**
- 7/19 — GPS For Pricing: Great Pricing Strategies/2 **FA1E**
- 7/27 — The Shades of Grey in Real Estate **FA1E**
- 8/4 — Understanding & Prospecting for Short Sales **A1E**
- 8/14 — **NEW! Pot Holes & Pitfalls Paving The Way to a Smooth Transaction FA1E**
- 8/24 — Building Your Real Estate Practice in the New Norm **FA1E**
- 9/8 — Environmental Construction Concerns in Residential RE
- 9/14 — The Truth The Whole Truth & Nothing But The Truth **FA2E**
- 9/21 — Risk Management Solutions **FA1E**

RSC, WOODBURY — 9:00AM - 5:30PM

- 7/6 — Listing Power...If You Have Them...They Will Come **FA2E**
- 7/11 — Buying, Listing & Selling Foreclosures/2 **FA2E**
- 7/12 — Learn Stratus! Search Share & Add Listings -Hands on
- 7/14 — Buyer Brokerage & Ethics: The Right Choices **A2E**
- 7/17 — Communicate, Track & Close with Collaborate -Hands on
- 7/19 — Building Your Real Estate Practice in the New Norm **FA1E**
- 7/21 — RPR from A to Z -Hands on
- 7/25 — Go Paperless & Mobile with Instanet -Hands on
- 8/3 — Best & Latest Features of Stratus -Hands on
- 8/7 — Get the Most from Stratus Maps & CMA -Hands on
- 8/11 — 1031 Like-Kind Exchanges **FA1E**
- 8/21 — Are You Smarter than a Home Buyer? -Hands on
- 8/28 — Disclosure-Insulation from Litigation **E**
- 8/30 — Who Do You Really Work For... The Buyer? **FA2E**
- 8/31 — Learn Stratus! Search Share & Add Listings -Hands on
- 9/8 — Say Hello to A Good Buy **FA1E**
- 9/12 — **NEW! Pot Holes & Pitfalls Paving The Way to a Smooth Transaction FA1E**
- 9/12 — Learn Stratus! Search Share & Add Listings -Hands on
- 9/13 — Communicate, Track & Close with Collaborate -Hands on
- 9/18 — Don't You Wish You Hadn't Done That **FA2E**
- 9/15 — Why Should I List My House with You? -Hands on
- 9/20 — RPR from A to Z -Hands on
- 9/25 — Go Paperless & Mobile with Instanet- Hands on
- 9/27 — Keep Your Sellers Real and Your Listings Hot! -Hands on
- 9/29 — Changing Trends...Can You Spare Some Change **A1E**

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.

SYSTEMS & STRATEGIES FOR SUCCESS



NEW AGENT TRAINING PROGRAM JUMP START YOUR CAREER

5-day rookie agent training course "From Prospecting to Closing"

Training includes: - how to build your business, listing strategies and presentation; working with sellers: understanding the market, research, pricing to sell; - working with buyers: great time to buy, overcoming buyer confrontations and objections; - servicing the listing: marketing your yourself and your properties, MLS, forms, social media use; - building a referral network for future sales and more.

West Babylon Mon, July 31 9:00AM – 4:00PM
 West Babylon Mon, Aug 7 9:00AM – 4:00PM
 West Babylon Mon, Aug 14 9:00AM – 4:00PM
 West Babylon Mon, Aug 21 9:00AM – 4:00PM
 West Babylon Mon, Aug 28 9:00AM – 4:00PM

TUITION: LIBOR members: \$99,
 LIBOR 75-hr. sales course students \$99,
 Non-members: \$230

NEW COURSES ON HOT TOPICS

3 HR. CE COURSES JUST SCHEDULED FOR YOUR CONVENIENCE!



Getting Started as a RE Investor

Instructor: Carl Schiovone
 TBD 9:00AM - 12:00PM

Holding Properties for Cash

Instructor: Carl Schiovone
 TBD 1:00PM - 4:00PM

Property Flipping Basics

Instructor: Carl Schiovone
 TBD 9:00AM - 12:00PM

Property Rehabbing Beyond Basics

Instructor: Carl Schiovone
 TBD 1:00PM - 4:00PM

Succesfully Selling HUD Homes

Instructor: Linda Bonarelli-Lugo
 TBD 9:00AM – 12:00PM

TUITION: \$30 LIBOR Members, \$50 Non-member

ON-LINE CE COURSES

www.LIRealtor.com/Education/Online

EARN CE AT HOME OR THE OFFICE!



GROUP 1

4 Hours

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

3 Hours

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

3.5 Hours

- Evaluating Current Standards in Fair Housing

GROUP 2

7.5 Hours

- Basic Real Estate Finance
- 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 Homeownership
- Structuring Ownership In Commercial RE
- Building a Green Home

3.75 Hours

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

GROUP 3

3 Hours

- Advocating for Short Sale Clients
- Anatomy of Commercial Breaking Barriers: Fair Housing
- Code of Ethics: Good For Your Business
- Commercial Ethics (coming soon)
- Valuation Techniques: BPO is Appraisal
- Real Estate Auctions & Valuations
- Investment Analysis for Commercial Properties
- Determining Value of Commercial Properties
- Did You Serve? Identifying Home Buying Advantages for Veterans
- Going Green: The Environmental Movement in Real Estate
- Hot Market Strategies
- Investment strategies in Commercial Real Estate
- Keeping It Honest: Understanding Real Estate and Mortgage Fraud
- Sign Here: Contract Law on E-Signature
- The Fundamentals of Commercial Real Estate
- Personal Safety
- Client Advocacy in Commercial RE

4 Hours

- Online Risk Management
- Uncle Sam has Homes for Sale Listing And Selling HUD Homes
- Title & Escrow: Two Families One Transaction
- Residential Property Management Essentials

4.5 Hours

- Foundations of Real Estate Finance

6 Hours

- From Contract to Keys: The Mortgage Process

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

LIBOR CE Technology Training Recommended Paths

Start HERE! For New & Experienced Agents

Free MLS Stratus New System Demo

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

West Babylon	Jul 7, Sept 18	9:00AM – 12:00PM
Jackson Heights.....	Jul 26, Sept 26	9:00AM – 12:00PM
Woodbury	Jul 10, Aug 29	9:00AM – 12:00PM
Riverhead	Jul 6, Sept 18	9:00AM – 12:00PM

TUITION: FREE

Then, Take Your Hands-On Classes at YOUR Level

Beginner / Intermediate Skill Level

Stratus Lite & Easy

Learn Stratus! Search, Share and Add Listings
Searching, Reports, Settings, Prospect Match

Are You Smarter Than A Home Buyer?

Why Should I list my House with You?

Communicate, Track & Close:
Manage Buyer/Seller Activity in Collaborate

Intermediate / Advanced Skill Level

Get the Most from Stratus Maps & CMA

Keep Your Sellers Real and Your Listing HOT

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

3 Day Realtor Tech Certification

LIBOR Technology Training



HANDS-ON

\$75 LIBOR Members, \$65 with 3 Class Card

LEARN STRATUS! SEARCH SHARE & ADD LISTINGS

Stratus searching, reports, settings, prospect match.

West Babylon	..... Jul 10, Aug 7, Sept 20	..... 9:00AM – 5:30PM
Jackson Heights	..... Jul 12, Sept 5	..... 9:00AM – 5:30PM
Woodbury	..... Jul 12, Aug 31, Sept 12	..... 9:00AM – 5:30PM
Riverhead	..... Jul 18	..... 9:00AM – 5:30PM

STRATUS LITE & EASY

Perfect for tech newbies and ESL Realtors

West Babylon	..... Sept 6	..... 9:00AM – 5:30PM
Jackson Heights	..... Aug 30	..... 9:00AM – 5:30PM

GET THE MOST FROM STRATUS MAPS & CMA

Take Your Stratus Skills to the NEXT Level!

West Babylon	..... Aug 15	..... 9:00AM – 5:30PM
Jackson Heights	..... Aug 8	..... 9:00AM – 5:30PM
Woodbury	..... Aug 7	..... 9:00AM – 5:30PM
Riverhead	..... Jul 26	..... 9:00AM – 5:30PM

BEST & LATEST FEATURES OF STRATUS, FIND & INSTANET

Be the FIRST to see changes & new additions – Including E-Signature

West Babylon	..... Aug 23, Sept 26	..... 9:00AM – 5:30PM
Woodbury	..... Aug 3	..... 9:00AM – 5:30PM

RPR FROM A TO Z

Realtor Property Resource All 50 States

West Babylon	..... Jul 31, (SAT) Sept 30	..... 9:00AM – 5:30PM
Jackson Heights	..... Sept 20	..... 9:00AM – 5:30PM
Woodbury	..... Jul 21, Sept 20	..... 9:00AM – 5:30PM
Riverhead	..... Aug 30	..... 9:00AM – 5:30PM

COMMUNICATE, TRACK & CLOSE:

Manage Buyer/Seller activity in Collaborate

West Babylon	..... Aug 2	..... 9:00AM – 5:30PM
Jackson Heights	..... Jul 17	..... 9:00AM – 5:30PM
Woodbury	..... Jul 17, Sept 13	..... 9:00AM – 5:30PM
Riverhead	..... (SAT) Jul 22	..... 9:00AM – 5:30PM

WHY SHOULD I LIST MY HOUSE WITH YOU?

Beef up your listing presentation & CMA with latest tech

West Babylon	..... (SAT) Jul 8	..... 9:00AM – 5:30PM
Woodbury	..... Sept 15	..... 9:00AM – 5:30PM
Riverhead	..... Jul 12	..... 9:00AM – 5:30PM

GO PAPERLESS & MOBILE: YOUR FILES, FORMS & E-SIGNINGS IN INSTANET

E-Mail Forms & Access Transactions from Mobile Devices

West Babylon	..... (SAT) Aug 12, Sept 12	..... 9:00AM – 5:30PM
Jackson Heights	..... Jul 28	..... 9:00AM – 5:30PM
Woodbury	..... Jul 25, Sept 25	..... 9:00AM – 5:30PM
Riverhead	..... Aug 21	..... 9:00AM – 5:30PM

ARE YOU SMARTER THAN A HOME BUYER?

Learn Stratus & FIND expert search techniques

West Babylon	..... Jul 18	..... 9:00AM – 5:30PM
Jackson Heights	..... Aug 21	..... 9:00AM – 5:30PM
Woodbury	..... Aug 21	..... 9:00AM – 5:30PM

Technology Lecture

\$75 LIBOR Members, \$115 NON Members



MONEY MAKING SOLUTIONS YOU CAN'T LIVE WITHOUT

MLSLI products & Services (many free ones) used by Top Brokerages

Jackson Heights Aug 10 9:00AM - 5:30PM
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EVERYDAY MOBILE REAL ESTATE APPS

BRING YOUR SMARTPHONE



.....TBD 9:00AM – 12:00PM
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Approved for 3 Hours CE Credit

Tuition: \$30 LIBOR Members / \$50 Non Member

NOTARY PUBLIC TRAINING SEMINAR

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 Jul 14 1:30PM – 4:30PM
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INSTRUCTOR: Sal D'Agate, REALTOR

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

REAL ESTATE DESIGNATION & CERTIFICATION PROGRAMS

DESIGNATION & PROFESSIONAL DEVELOPMENT: NYS REALTOR INSTITUTE

2017 GRI, SRES & ABR Designation Course Offerings
(All NYSAR classes) Each module approved for NYS CE credit. To register for these courses, call NYSAR @ 800-239-4432 ext. 219.

SRES

12 hours CE credit / \$295 Members/\$320 Non-Members

West Babylon Aug 1 & 2 9:00AM – 4:30PM

GRI 3- Agency

7.50 hours CE credit / \$125 Members/\$150 Non-Members

Woodbury Sept 7 8:30AM – 5:30PM

GRI 7 - Property

7.50 hours CE credit / \$125 Members/\$150 Non-Members

Jackson Heights Sept 19 8:30AM – 5:30PM

MRP- Military Relocation Professional

6.50 hours CE credit / \$125 Members/\$150 Non-Members

West Babylon Sept 29 9:00AM – 4:30PM

GRI 6- Sellers

7.50 hours CE credit / \$125 Members/\$150 Non-Members

Woodbury Oct 12 8:30AM – 5:30PM



CBR — CERTIFIED BUYER REPRESENTATIVE 3 DAY CERTIFICATION



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 Sept 6,7 & 8 Before/After Aug 23

INSTRUCTOR: Nick Gigante, GRI, ITI, CBR, 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 - 3 DAY COMMERCIAL & INVESTMENT REAL ESTATE CERTIFICATE COURSE



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.

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

Jackson Heights Aug 2, 3 & 4 9:00AM – 5:30PM

Woodbury Sept 19, 20 & 21 9:00AM – 5:30PM

INSTRUCTOR: Edward S. Smith, Jr. CCIM

TUITION: LIBOR Members \$295 \$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

3 DAY REALTOR TECH CERTIFICATION CLASS INCLUDES ETHICS & 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, Instanet, Authentisign e-signatures, Realtor.com 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 Jul 13, 20 & 27 9:00AM – 5:30PM

Jackson Heights Sept 8, 15 & 22 9:00AM – 5:30PM

Woodbury Aug 9,16 & 23 9:00AM – 5:30PM

Riverhead Sept 14, 21 & 28 9:00AM – 5:30PM

TUITION: \$245 LIBOR Members / \$295 Non Members

Approved for 22.5 hours of NYS CE credit
Satisfies 2.50 hrs of NAR mandated Ethics Training requirement