



New York State Association of REALTORS®, Inc.

## **Education Management Committee Meeting Report**

Tuesday, February 11, 2020

Town Hall – The Desmond Hotel & Conference Center, Albany, NY

Starting time: 4:00 pm

**Brittany Matott, GRI, SRS, SRES, C2EX**  
Chair

**Laura Copersino, GRI, SFR**  
Vice Chair

The overall course satisfaction rating for 2019 was 96.39% and the average GRI course rating was 96.9%. What that means is that more than 96% of attendees rated our courses as excellent or above average. The average instructor satisfaction rating was 98.08% for 2019.

The new CE requirements signed into law in October were reviewed, and committee members were informed that:

- #1 - NAR's Code of Ethics training can be approved to meet the ethical business practices requirement.
- #2 – The training on “recent legal matters” now required for license renewal must be presented by an attorney who is approved to teach by the DOS.

The Education Management Committee's Task Force on Broker Qualifying recommended that NYSAR pursue increasing the hours of the broker qualifying course from 45 hours to 75 and detailed what the additional hours should cover. The Task Force also recommended increasing the experience requirement to become a broker from two years and 3500 points to five consecutive years and 6000 points. (The requirements for associate broker would remain what they are currently.) These recommendations were approved unanimously and will be forwarded to the Article 12-A Work Group to consider at their Fall meeting.



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The Faculty Development Sub-Committee reported that, as of Wednesday, all NYSAR faculty members who teach fair housing will have completed a NYSAR-sponsored or co-sponsored fair housing training program delivered by one of the fair housing organizations in New York State.

The Faculty Development Sub-Committee recommended that NYSAR develop a 7.5 course covering the required subjects for license renewal: three hours of fair housing, one hour of agency, one hour of current legal matters and 2.5 hours of ethics. The course would be taught by NYSAR faculty members who are attorneys and would become the ninth GRI course required for the GRI designation. The Education Management Committee unanimously approved the recommendation and staff plans to have the new course available by 2021.

The Faculty Development Sub-Committee also recommended that NYSAR create an Instructor Training Institute (ITI) certification. The Education Management Committee voted to consider that recommendation at their next meeting.

Finally, the Committee considered and approved two other recommendations under New Business.

- #1 – That NYSAR pursue increasing the hours devoted to fair housing in the salespersons qualifying course from four to six and decreasing the hours spent on commercial real estate by two hours. This was approved unanimously by the Committee and will be forwarded to the Article 12-A Work Group for consideration at their Fall meeting.
- #2 – That NYSAR pay for the online delivery of a sexual harassment course that would be offered for free to NYSAR members as a benefit. This recommendation was approved unanimously, and staff will explore the budget impact.