



New York State Association of REALTORS®, Inc.

Education Management Committee Meeting Report

Thursday, October 1, 2020

Virtual Meeting

Starting time: 9:00 am

Brittany Matott, SRS
Chair

Laura Copersino
Vice Chair

2020 year-to-date participation for GRI, we had 1084 participants with an average class size of 31. For the other designations, we had 669 participants with an average class size of 35.

The overall satisfaction rating for designation and certification courses year-to-date was 97% and the average GRI course rating was 96%. We also offered a series of 17 non-credit webinars for free to members, from early April into July. These were either offered gratis by nationally known presenters from Triple Play or were paid for by NYSAR's Education Department.

It was suggested that NYSAR's Education Management Committee, provide appraisal instruction going forward.

We provided Fair Housing instructional training for 128 NYSAR and local board faculty members this year, while 436 members participated in our legal updates. Along with this, we reduced our online offerings in 2020 to those provided by The CE Shop and InteractCE. More than 4200 classes have been completed using these platforms.

Additionally, we held the first ever live broadcast delivery of the Instructor Training Institute (ITI) on July 21-23. We had 24 participants and received rave reviews about the class and how great it was using Zoom. We have another ITI planned over Zoom for 2021.

At the of August our enrollment was 78 percent of our overall 2019 enrollment of 8415. With 39 classes remaining for the 2020 calendar year, we are confident that we will surpass our 2019 enrollment, even without Triple Play enrollments which were 1739 in 2019.

It was decided to create a workgroup to explore developing a NYSAR ITI/CDW Certification.

Two new education membership perks were presented and approved that will offer microlearning videos and soft skill development.



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In 2021, NYSAR educational programs will be delivered via Live Broadcast. Revenue will be shared with all local boards that help to market the programs. Revenue sharing will continue to be 50 percent of net revenue per class and based on the primary board of the class participants. If a local board can provide a safe environment and would like to host a classroom course, they may still request it upon providing a minimum guarantee to cover the class expenses.