

2021 Education Resource Directory

NYSAR is pleased to bring you this Education Resource Directory as an aid in planning your local educational programming. The direc

CE Session Presenters
Speakers' Bureaus
Triple Play's Best

These are instructors used in the past by NYSAR or a local b
These are bureaus used in the past by NYSAR or local board
These are the speakers and sessions that received the high

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from NYSAR in the past. NYSAR expressly disclaims and is not responsible or liable for any act, occurrence or other event that may t
utilize any of the information provided in the directory.

CE Session Presenters

Presenter	Website or Phone	E-mail or Phone	Location
Abazis, Chris	718-877-1457	dreamkeyconsult@gmail.com	Bronx, NY
Adiutori, Anthony		aadiutori@underbergkessler.com	Rochester, NY
Berman, Pete	www.rubygrp.com	pete@rubycs.com	Goshen, NY
Bradley, Michelle	724.681.3173	mbradley@crehomes.com	Butler, PA
Calandrino, Lisbeth	518-495-5380	lcalandrino@nycap.rr.com	Albany, NY
Carr, Richard	518-488-2434	richc1976@gmail.com	Albany, NY
Carroll, Adorna	www.DynamicDirections.com	adorna@dynamicdirections.com	Rockfall, CT
Carroll, Frances		fcarrroll6531@gmail.com	Fayetteville, NY
Cartagena, Carmen	718-848-7700	ccartagena12@aol.com	Long Island, NY
Copersino, Laura	718-631-8900	Lcopersino@elliman.com	Long Island, NY
Cummins, Don	845-216-2350	dmc3iii@gmail.com	Putnam Co., NY
Cupini, Rich		rrchrd4351@yahoo.com	Rochster, NY
Dean, Matt	646-479-1402	mattdeannyc@gmail.com	New York, NY
Decatur, Jeffrey	518-369-5333	jeffreydecatur@gmail.com	Albany, NY
Dell'Accio, Frank		frankd@century21aa.com	Long Island, NY
Engel, Kathy	516-536-2200	Kathysell13@gmail.com	Long Island, NY
Evans, Lance		levans@nnymls.com	Watertown, NY
Farrow, Roseann	www.rfseminars.com	roseann@rfseminars.com	Newburgh, NY

Fasolino, Joe	518-956-0532	info@topguninspectionsservices.com	Albany, NY
Fazio, Alfred M. Esq.	212-509-9595	alfazio@cfgny.com	New York, N.Y.
Fields, Lin	www.pirtny.com	linfields@aol.com	Watertown, NY
Gabbert, Nathan		ntgabbert@hotmail.com	Henrietta, NY
Gigante, Nick	516-659-4010	nicholasgigante71@gmail.com	Massapequa, NY
Gomez, Melissa	646-533-4102	melissagomezera@gmail.com	Long Island, NY
Grant, Craig	www.TheRealEstateTechnologyInstitute.com	craig@reti.us	Orlando, FL
Hartman, Margaret		mmhartmanrealtor@aol.com	Buffalo, NY
Havens, Jeremy		jhavens@jvincentre.com	Fairport, NY
Hemphill, Matt	C: 802-734-5636 or O: 802-318-4564	mhemphill@homebridge.com	Colchester, VT
lemma, Aldo	C: 646-932-4441	empirestate88@yahoo.com	Brooklyn, NY
	607-770-6064 and 607-760- 2322		
Jones, Rebecca		education@upstatetraining.com	Binghamton, NY
Legaz, David	718-475-2700	legazteam@kw.com	Long Island, NY
Lugo, Linda	516-852-7179	lindalugo@lindalugo.com	Long Island, NY
Lundstedt, Tom	www.tomlundstedt.com	tlund@tomlundstedt.com	Ephraim, WI
Madison, Lynn	www.madisonseminars.com		IL
Mahabir, Stephan	516-513-5152	mahabirhomes@gmail.com	Long Island, NY
Maneiro, Jeremias	www.jmanseminars.com	jman@jmanseminars.com	Rochester, NY
Manne, Keith		kemanne@hotmail.com	Rochester, NY
Matott, Brittany	315-323-9404	brittanymatott@gmail.com	Canton, NY
McKenna, Brian		bmckenna@bhhsblake.com	Clifton Park, NY
McLane, Melanie	www.themelaniegroup.com	Melanie@TheMelanieGroup.com	Jersey Shore, PA
Mejil, Osbardo "Ozzy"	917-723-4519	shortsales@ozzylmejil.com	Ozone Park, NY
Meyer, Joe	www.joemeyer.com		Lake Grove, NY
Morgan, Robert		morgan9352@aol.com	Livonia, NY
Mosca, Nancy	347-987-8892	Nancy@nancymosca.com	Long Island, NY
Murray, Karel	www.karel.com	karel@karel.com	Waterloo, IA
Myers, Doug	www.HomeProNY.com	Doug@HomeProNY.com	Goshen, NY

Noce, Michael		michaelnoce@nothnagle.com	Spencerport, NY
O'Connor, Mike		MikeOConner@MikeOConline.com	Rochester, NY
Olson, Jeanne		JeanneCOLson@gmail.com	Rochester, NY
Page, Linda J.	914-474-0179	ljp517@yahoo.com	Dutchess and Columbia Counties (will travel)
Pierre, Ifoma	www.GemCoachingNY.com or 833-GEN-COACH	Pierre@gemcoachingny.com	Queens, NY
Pieterse, Donavan		Donavan@easy-to-own-homes.com	Syracuse, NY
Radke, Don		fmrealty@aol.com	Fayetteville, NY
Romano, Russ		rpromano@rochester.rr.com	Batavia, NY
Schivone, Carl		carlsch@optonline.net	Long Island, NY
Selig, Stephen, Esq.	www.htinspection.com	cmi8@verizon.net	Schenectady, NY
Shah, Chirag	914-715-0511 / www.4amthinktank.com	Chirag@gatewayrealtymteam.com	Westchester, NY
Sherman, Tom		tom@absolutehomeinspection.com	Syracuse, NY
Simons, Linda		c21unlimited@yahoo.com	Cuba, NY
Sinnona, Joseph	516-897-2700	jsinnona@gmail.com	Long Island, NY
Smith, Edward S., Jr.	631-807-2050	ed@commercialclassroom.net	CT
Smith, Mike	585-329-5738	realtormikesmith@gmail.com	Geneseo, NY
Spodek, Marie	www.mariespodek.com	marie@mariespodek.com	Woodbourne, NY
Templeman, Randy	http://bit.ly/randycourses	Randy@TemplemanTeam.com	Binghamton, NY
Territo, Angela		coachangelaterrito@gmail.com	Pompano, FL
Thaw, Andy	516-398-4830	andyonbayway@outlook.com	Long Island, NY
Toth, Tori	718-925-0377	tori@stylishstagers.com	Long Island, NY
Urso, Marilyn	516-359-0690	marilyn.urso.805@gmail.com	Long Island, NY
Waugh, John	www.truenorthrealtorsny.com	john@truenorthrealtorsny.com	Canandaigua, NY
Wilson, Linda		lwilson@nothnagle.com	Rochester, NY

Speakers' Bureaus

Bureau

Website

Betts Works www.realestate-speakers.com
 Real Estate Speakers 916-726-7407
 Walk the Talk Presentations

www.bettsworks.com
www.realestatespeakers.com
www.walkthetalkpresentations.com

Lisa Betts
 Ginger Sorosky or Darlene
 Cherolyne Fogarty

Triple Play's Best (Top Presenters/Programs from the past three years - not a complete list)

2019

Presenter	Program	% Excellent/Very Good
Paula Monthofer	Do the Right Thing! The Code of Ethics and Fair Housing	92%
Carl Carter	Your Safety is Non-Negotiable: The Beverly Carter Story	90%
Randy Templeman	The List Price is Right	89%
Terry Watson	Avoiding Data Security Roadkill	87%
Cheryl Knowlton	Raising the Bar: Defining Professionalism	87%
Randy Templeman	Buyers: Find Them, Bind Them and Mind Them	86%
Sean Carpenter	Satisfying the Seller	85%
Doug Vairo	Agency is an OLD CAR	84%
Marc Cunningham	Is it Time to Offer Property Management to Your Clients?	83%
Bill Fields	Getting to Yes! How to Get Your Prospects to Say Yes and Feel Good About it	83%
Shay Hata	15 Creative Lead Generation Ideas	82%
Cheryl Knowlton	Two Worlds Collide: Social Media Adv Meets Fair Housing Law	82%
Joe Meyer	Converting Open Houses into Closed Transactions	81%
Shay Hata	Automate Your Business to Increase Efficiency	80%
Diane Disbrow	The Three Cs - Cooperation, Compensation & Code	80%
Ifoma Pierre	Agent Extinct: How to Survive the Evolving Real Estate Market	80%
S. Anthony Gatto, Esq.	NYS Legal Update	80%
Gee Dunsten	Overcoming Consumer Fears in the Midst of a Housing Shortage	79%
Paula Monthofer	House Your Service?	79%
Robert Siciliano	Defending Against the Data Breach: Protection from Spyware, Malware, Ransomware & Keyloggers	79%

John Reyes	Cell Phone Video Marketing that Worx	78%
Pam Ermen	50 Questions A Broker Should Answer Before Starting Teams	78%
Chandra Hall	Finance & Regulation: They're Going to Change Your World	77%
Joe Rand	Bring the Wow: How to Provide a Great Service Experience	76%
Joe Meyer	Life is Great!	76%
S. Anthony Gatto, Esq.	NYS Law of Agency	76%
Randy Templeman	ABR: Real Estate Investing	75%
Travis Everette	Contracts for the Win: Negotiations & Contract	75%
Randy Templeman	Referral Relationships: Directions for Connections	75%
Sean Carpenter	The Real Estate Professional's Toolbox	75%
Bruce Gardner	Thinking Inside the Box. How a Real Estate Niche Can Make You Riche	75%
Raj Rajpal	Building a Global Real Estate Business	75%
Bill Fields	Stop Managing and Start Leading	75%

2018

Presenter	Session	% Excellent/Very Good
Lerner/Reilly/Tilton	Pro Standards Administrators Training	100
Roseann Farrow	CIPS: Global Real Estate: Transaction Tools	100
Jared James	Keynote - How to Convert Leads Like a Boss!	100
Melanie McLane	USPAP Update	100
Joe Meyer	Solutions to Today's Toughest Listing Objections	92
Tom Lundstedt	Does Your Rental Property Still Measure Up?	92
Adorna Carroll	CRETS: Designing & Sustaining Successful Teams	91
Bill Fields	Listing Secrets of the Top 17%	90
Mary Jean Agostini	Discovering Commercial Real Estate	90
Robert Siciliano	Agent & Client ID Theft Security & Awareness	88
Ellen Boyle	Talk Your Way to Success with Scripts & Tips	88
Ellen Boyle	Fast Track to Success!	88
Bill Fields	Stop Buying Leads & Start Generating Them	87
Doug Vairo	Mortgage Calculations & Qualifying Borrowers	87
Sean Carpenter	50+ Ways to Get Listings, Buyers & Referrals	87
Joe Meyer	Deal or No Deal: The Art of Negotiations	86

Matthew Rathbun	RRC: Power Up on Smart Home Technologies	85
Joe Rand	The Consultative Presentation	84
	Six Things We Learned Watching 6,000 Real Estate	
Stephen Pacinelli	Videos	84
	Capture Your Share of the Real Estate Investor	
Tom Lundstedt	Market	83
Jeff Lobb	Social Strategies to Win Listings	83
Leigh Brown	Keynote Presentation - Outrageous Authenticity	82
Robert Siciliano	Defending Against the Data Breach	82
Matthew Cohen, Esq.	Cyber Security, Technology & Real Estate	81
	Big League Hardball for Commercial-Investment	
Tom Lundstedt	Practitioners	81
Doug Vairo	The Real Truth about Reverse Mortgages	81
	Satisfying the Seller: How to Secure, Serve Succeed	
Sean Carpenter	with Sellers	81
S. Anthony Gatto, Esq.	NYS Legal Update	80
Joe Rand	Transaction Management	80

2017

Presenter	Session	% Excellent/Very Good
Adorna Carroll	CRB: Firm Rules	100.00%
Cheryl Knowlton	Cracking the Code	96.92%
Craig Grant	Top 10 Ways Tech Can Ruin Your Real Estate	96.77%
Doug Vairo	Credit & Credit Repair for the Mortgage Borrower	94.55%
Joe Rand	The Consultative Presentation	94.32%
Joe Rand	The Consultative Presentation	92.68%
Michelle Bradley	2018-2019 USPAP Update	92.00%
Willie Miranda	Action vs. Actions to Successful Sales	91.30%
Doug Vairo	How to Qualify Your Buyer	91.30%
Melanie McLane	Anatomy of a House	91.23%
Terry Watson	Avoiding Fair Housing Roadkill	90.83%
	Seven Specific Ways to Create Predictable	
Jared James	Transactions	90.20%
Sean Carpenter	Get in Gear - Go from Zero to Success in 2018	90.00%
Frank Serio	CRS Elective: Zero to 60 Home Sales a Year	90.00%
Sean Carpenter	The Buyer Counseling Session	89.80%
Terry Watson	ADA: The Lawsuit You Never Saw Coming	89.76%

Marc Cunningham	Property Management 101	88.10%
Adorna Carroll	Why Deals Fall Apart	87.95%
	Top 10 Ways Technology Can Ruin Your Real Estate	
Craig Grant	Business	87.84%
David Sulock	Get a Grip on Environmental	87.50%
Anthony Gatto, Esq.	NYS Legal Update	87.50%
Nancy Mosca	Accepted Offer, Now What?	87.50%
Steve Pacinelli	10 Times Video Says It Better Than Text	87.10%
Lynn Madison	Procuring Cause	87.04%
Sean Carpenter	The Real Estate Professional Tool Box	86.96%
Dan Elzer	Presentation Skills for Association Leaders	86.96%
Marc Cunningham	20 Ways Your Cash Cow Can Graze	86.67%
Doug Vairo	How to Qualify Your Buyer	86.67%
Nancy Mosca	Winning with Short Sales	84.38%
	Tax Strategies & Business Planning for Real Estate	
JoAnn Koontz, Esq.	Professionals	84.31%
Trista Curzydlo, Esq.	How's That Working Out For You?	83.95%
	The Consumer, Core Values & the Future of Real	
Sherry Chris	Estate	83.33%
Robert Nahigian	National Economic Trends in Commercial Real Estate	83.33%
Craig Grant	All the Best Apps for Real Estate	83.33%
Cheryl Knowlton	Facebook or Face Plant?	83.23%
Craig Grant	Market Like a Rock Star on a Roadie's Budget	82.00%
Ernie Bottom	RPR: Beyond the Basics	81.48%
Jared James	7 Specific Ways to Create Predictable Transactions	81.08%
Michelle Bradley	He Who Has the Money Sets the Rules	81.03%
Carla Rayman/Pat Tan	Risk Management for International Practitioners	80.77%
	Become a Marketing Expert & Celebrity Using	
Chirag Shah	Facebook Live	80.70%
Amy Chorew	Lead Management	80.56%
Christine Beckwith	Real Estate Professional Business Planning	80.00%
Anthony Gatto, Esq.	NYS Fair Housing in Rentals	80.00%

istory is broken down in three sections.

oard in New York State.

ds.

est ratings at our three most recent Triple Play Conventions.

nded, certified or otherwise sanctioned by NYSAR

r entities that have requested such information

ranspire should any individual or entity elect to

Topics

Build a Winning Team, Exceeding Text-pectations, Client Connection Secrets

Contract to Close

Green Building, foreclosure, property tax, sales and marketing, and many others.

Michelle is a GAA and GRI and teaches classes for appraisers and real estate licensees.

Fabulous Floors (6 hours)

Find, Fund, Fix and Flip Real Estate (7.5 hours)

A-Z training for brokers, agents, associations or leadership teams

1031 exchange, agency, ethics, fair housing, grievance, image, risk reduction, short sales and more

Fair Housing, agency, licensing

Agency, ethics, pricing/marketing strategies

Agency, legal issues, advertising guidelines, ethics

Ethics, safety, 22.5-hour course on becoming a top producer

Building Science for Real Estate Professionals, Understanding Energy Assessment Reports

I Have a Buyer, Now What? (3 hours), I Have a Seller Lead, Now What? (4 hours) - both include agency

Flood issues, FEMA and its effect on the real estate market

Agency, ethics, new agent training, licensing

Ethics (3.5 hours), buyer representation (4 hours)

Agency, antitrust, buyer representation, ethics, fair housing, finance, leadership, office policy, recruiting, risk reduction, seniors, and more

Understanding the Language of Home Inspection (3.5 hours)

Agency, legal issues, fair housing, advertising guidelines, licensing

Agency, Fair Housing, License Law, Closing Costs, Plumbing Basics, Negotiations, Courses for New Agents, Heating Basics, Financing - 1 hour, 2 hour, 3 hour and 4 hour courses

Appraisal

Client Advocacy, Salesperson and Broker licensing courses, GRI Designation courses, buyer brokerage, agency, ethics, risk reduction, licensing

Social media, housing the military

Technology, marketing and data security topics

Code of Ethics, Expand Your Market, Fair Housing and Cultural Diversity

Profitability through Professionalism

Renovation Loans (3 hours CE)

International Real Estate/ Global Business/ Resort & Second Homes/ Diversity

AQB Certified, USPAP Instructor, 15 hr and 7 hr Uniform Standards of Professional Appraisal Practice (USPAP), Over 30 current appraisal approved course (agent and brokers approved too) include learning pricing with technology (use as hands on RPR) How to find those comps and make those adjustments. How to challenge and appraisal How to measure the market

Safety, global business

Global Business Opportunities, Successfully Selling HUD Homes, sales, management, ethics, licensing

Commercial real estate, real estate investment, tax strategies, etc.

See Lynn's website.

Agency, licensing, successful listing techniques

See JMan's website for keynotes, TechXpertise sessions, and MiniSessions!

Realty safety course

Understanding Deeds, Surveys & Land Use (3 hrs), Safety (1.5 hours), First Time Home Buyer (CE pending)

Working with Millennials

Wide variety of CE courses for real estate licensees and appraisers

Realty safety, short sales

See Joe's website.

Finance, mortgage

Global, diversity, agency, ethics, short sales, investment real estate, sales, fair housing, management, property management, licensing and more

See Karel's website.

Construction, environmental and home inspection issues, ethics, legal issues

NEW - Bricks & Sticks-Working with Sellers-15 hours, How to Prevent Transactions from Dying-7.5 hours, Code of Ethics, sales/broker qualifying, Fair Housing, Shades of Grey, Backstage Pass
Instanet Forms
Staging 101

Agency, Ethics, Mediation, Ombudsman, Professional Standards Enforcement, Board of Director Responsibilities

SOS-How to Survive Overwhelming Social Media, Agent Extinct - How to Thrive in the Changing Real Estate Market, Think Like a Marketer/Sell Like an Agent, DIPPS-Real Estate Lead Generation Simplified, CTEP-How to Effectively Follow Up with Your Database, Identify & Capture Your Niche (CE)

Creative financing, short sales

Agency, ethics

Succeed in the Millennium & Beyond - 22.5 hours

Investment real estate, property flipping, ethics

Environmental courses

Facebook, Facebook Live, Building Community Pages, Using Video instead of Email, Bomb Bomb, Communication Platforms and much more

Home inspection

Home styles, reverse mortgages

Ethics, RPR, sales and management, social media, licensing, Lead to List

16 NYS-approved commercial/investment courses available on all aspects of commercial and investment real estate, ethics

1031 exchange, agency, buyer rep, commercial boot camp, commercial for residential agents, disclosure, dual agency, ethics, ethics/agency, fair housing, killer house, lead-based paint, multiple offers, safety, short sales, wells/septic systems

Buyer rep, ethics, green/sustainable, instructor development, negotiations

Stay Inside Fair Housing Laws to Stay Outside of Jail; Buyers: Find Them, Bind Them and Mind Them; The List Price is Right; 5 Steps of the Loyalty Ladder; Put More Show and Less Tell in Your Listing Presentation; Mastering the Buyer Counseling Session; The 7 P's to Getting the Buyer Representation Agreement Signed; Tales of Sales (first course in NY approved on the topic of sales!); Referral Relationships: Directions for Connections; Real Estate Investment Essentials; Real Estate Investment Analysis. All have been presented via Zoom, some at Triple Play. Other courses available. Descriptions and CE hours at <http://bit.ly/randycourses>

Code of Ethics, coaching

HUD, 203k/HomeStyle financing, all mortgage topics

Staging

Green initiatives in housing, ethics, generational selling, licensing

Buyer representation, new construction

Working with Investors

lisa@bettsworks.com

à Lyons