

2021 Education Resource Directory

NYSAR is pleased to bring you this Education Resource Directory as an aid in planning your local educational programming. The directory is broken down in three sections.

CE Session Presenters
Speakers' Bureaus
Triple Play's Best

These are instructors used in the past by NYSAR or a local board in New York State.

These are bureaus used in the past by NYSAR or local boards.

These are the speakers and sessions that received the highest ratings at our three most recent Triple Play Conventions.

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CE Session Presenters

<u>Presenter</u>	<u>Website or Phone</u>	<u>E-mail or Phone</u>	<u>Location</u>	<u>Topics</u>
Abazis, Chris	718-877-1457	dreamkeyconsult@gmail.com	Bronx, NY	Build a Winning Team, Exceeding Text-pectations, Client Connection Secrets
Adiutori, Anthony		aadiutori@underbergkessler.com	Rochester, NY	Contract to Close
Berman, Pete	www.rubygrp.com	pete@rubycs.com	Goshen, NY	Green Building, foreclosure, property tax, sales and marketing, and many others.
Bradley, Michelle	724.681.3173	mbradley@crehomes.com	Butler, PA	Michelle is a GAA and GRI and teaches classes for appraisers and real estate licensees.
Calandrino, Lisbeth	518-495-5380	lcalandrino@nycap.rr.com	Albany, NY	Fabulous Floors (6 hours)
Carr, Richard	518-488-2434	richc1976@gmail.com	Albany, NY	Find, Fund, Fix and Flip Real Estate (7.5 hours)
Carroll, Adorna	www.DynamicDirections.com	adorna@dynamicdirections.com	Rockfall, CT	A-Z training for brokers, agents, associations or leadership teams
Carroll, Frances		fc Carroll6531@gmail.com	Fayetteville, NY	1031 exchange, agency, ethics, fair housing, grievance, image, risk reduction, short sales and more
Cartagena, Carmen	718-848-7700	ccartagena12@aol.com	Long Island, NY	Fair Housing, agency, licensing
Copersino, Laura	718-631-8900	lcopersino@elliman.com	Long Island, NY	Agency, ethics, pricing/marketing strategies
Cummins, Don	845-216-2350	dmc3iii@gmail.com	Putnam Co., NY	Agency, legal issues, advertising guidelines, ethics
Cupini, Rich		rrchrd4351@yahoo.com	Rochster, NY	Ethics, safety, 22.5-hour course on becoming a top producer
Dean, Matt	646-479-1402	mattdeannyc@gmail.com	New York, NY	Building Science for Real Estate Professionals, Understanding Energy Assessment Reports
Decatur, Jeffrey	518-369-5333	jeffreydecatur@gmail.com	Albany, NY	I Have a Buyer, Now What? (3 hours), I Have a Seller Lead, Now What? (4 hours) - both include agency
Dell'Accio, Frank		frankd@century21aa.com	Long Island, NY	Flood issues, FEMA and its effect on the real estate market
Engel, Kathy	516-536-2200	Kathysell13@gmail.com	Long Island, NY	Agency, ethics, new agent training, licensing
Evans, Lance		levans@nnymls.com	Watertown, NY	Ethics (3.5 hours), buyer representation (4 hours)
Farrow, Roseann	www.rfseminars.com	roseann@rfseminars.com	Newburgh, NY	Agency, antitrust, buyer representation, ethics, fair housing, finance, leadership, office policy, recruiting, risk reduction, seniors, and more
Fasolino, Joe	518-956-0532	info@topguninspectionsservices.com	Albany, NY	Understanding the Language of Home Inspection (3.5 hours)
Fazio, Alfred M. Esq.	212-509-9595	alfazio@cfgny.com	New York, N.Y.	Agency, legal issues, fair housing, advertising guidelines, licensing
Fields, Lin	www.pirtny.com	linfields@aol.com	Watertown, NY	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
Gabbert, Nathan		ntgabbert@hotmail.com	Henrietta, NY	Appraisal
Gigante, Nick	516-659-4010	nicholasgigante71@gmail.com	Massapequa, NY	Client Advocacy, Salesperson and Broker licensing courses, GRI Designation courses, buyer brokerage, agency, ethics, risk reduction, licensing
Gomez, Melissa	646-533-4102	melissagomezera@gmail.com	Long Island, NY	Social media, housing the military
Grant, Craig	www.TheRealEstateTechnologyInstitute.com	craig@reti.us	Orlando, FL	Technology, marketing and data security topics
Hartman, Margaret		mmhartmanrealtor@aol.com	Buffalo, NY	Code of Ethics, Expand Your Market, Fair Housing and Cultural Diversity
Havens, Jeremy		jhavens@vincentre.com	Fairport, NY	Profitability through Professionalism
Hemphill, Matt	C: 802-734-5636 or O: 802-318-4564	mhemphill@homebridge.com	Colchester, VT	Renovation Loans (3 hours CE)
Iemma, Aldo	C: 646-932-4441	empirestate88@yahoo.com	Brooklyn, NY	International Real Estate/ Global Business/ Resort & Second Homes/ Diversity
Jones, Rebecca	607-770-6064 and 607-760- 2322	education@upstatetraining.com	Binghamton, NY	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)
Legaz, David	718-475-2700	legazteam@kw.com	Long Island, NY	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
Lugo, Linda	516-852-7179	lindalugo@lindalugo.com	Long Island, NY	Safety, global business
				Global Business Opportunities, Successfully Selling HUD Homes, sales, management, ethics, licensing

Lundstedt, Tom	www.tomlundstedt.com	tlund@tomlundstedt.com	Ephraim, WI	Commercial real estate, real estate investment, tax strategies, etc.
Madison, Lynn	www.madisonseminars.com		IL	See Lynn's website.
Mahabir, Stephan	516-513-5152	mahabirhomes@gmail.com	Long Island, NY	Agency, licensing, successful listing techniques
Maneiro, Jeremias	www.imanseminars.com	iman@imanseminars.com	Rochester, NY	See JMan's website for keynotes, TechXpertise sessions, and MiniSessions!
Manne, Keith		kemanne@hotmail.com	Rochester, NY	Realty safety course
Matott, Brittany	315-323-9404	brittanymatott@gmail.com	Canton, NY	Understanding Deeds, Surveys & Land Use (3 hrs), Safety (1.5 hours), First Time Home Buyer (CE pending)
McKenna, Brian		bmckenna@bhhsblake.com	Clifton Park, NY	Working with Millennials
McLane, Melanie	www.themelaniegroup.com	Melanie@TheMelanieGroup.com	Jersey Shore, PA	Wide variety of CE courses for real estate licensees and appraisers
Mejil, Osbardo "Ozzy"	917-723-4519	shortsales@ozzymejil.com	Ozone Park, NY	Realty safety, short sales
Meyer, Joe	www.ioemeyer.com		Lake Grove, NY	See Joe's website.
Morgan, Robert		morgan9352@aol.com	Livonia, NY	Finance, mortgage
Mosca, Nancy	347-987-8892	Nancy@nancymosca.com	Long Island, NY	Global, diversity, agency, ethics, short sales, investment real estate, sales, fair housing, management, property management, licensing and more
Murray, Karel	www.karel.com	karel@karel.com	Waterloo, IA	See Karel's website.
Myers, Doug	www.HomeProNY.com	Doug@HomeProNY.com	Goshen, NY	Construction, environmental and home inspection issues, ethics, legal issues
Noce, Michael		michaelnoce@nothnagle.com		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
O'Connor, Mike		MikeOConner@MikeOConline.com	Spencerport, NY	Instanet Forms
Olson, Jeanne		JeanneOlson@gmail.com	Rochester, NY	Staging 101
Page, Linda J.	914-474-0179	ljp517@yahoo.com	Rochester, NY	Agency, Ethics, Mediation, Ombudsman, Professional Standards Enforcement, Board of Director Responsibilities
Pierre, Ifoma	www.GemCoachingNY.com or 833-GEN-COACH	Pierre@gemcoachingny.com	Dutchess and Columbia Counties (will travel)	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
Pieterse, Donovan		Donavan@easy-to-own-homes.com	Queens, NY	Generation Simplified, CTEP-How to Effectively Follow Up with Your Database, Identify & Capture Your Niche (CE)
Radke, Don		fmrealty@aol.com	Syracuse, NY	Creative financing, short sales
Romano, Russ		rpromano@rochester.rr.com	Fayetteville, NY	Agency, ethics
Schivone, Carl		carlsch@optonline.net	Batavia, NY	Succeed in the Millennium & Beyond - 22.5 hours
Selig, Stephen, Esq.	www.htinspection.com	cmi8@verizon.net	Long Island, NY	Investment real estate, property flipping, ethics
Shah, Chirag	914-715-0511 / www.4amthinktank.com	Chirag@gatewayrealtyteam.com	Schenectady, NY	Environmental courses
Sherman, Tom		tom@absolutehomeinspection.com	Westchester, NY	Facebook, Facebook Live, Building Community Pages, Using Video instead of Email, Bomb Bomb, Communication Platforms and much more
Simons, Linda		c21unlimited@yahoo.com	Syracuse, NY	Home inspection
Sinnona, Joseph	516-897-2700	jsinnona@gmail.com	Cuba, NY	Home styles, reverse mortgages
Smith, Edward S., Jr.	631-807-2050	ed@commercialclassroom.net	Long Island, NY	Ethics, RPR, sales and management, social media, licensing, Lead to List
Smith, Mike	585-329-5738	realtormikesmith@gmail.com	CT	16 NYS-approved commercial/investment courses available on all aspects of commercial and investment real estate, ethics
Spodek, Marie	www.mariespodek.com	marie@mariespodek.com	Geneseo, NY	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
Templeman, Randy	http://bit.ly/randycourses	Randy@TemplemanTeam.com	Woodbourne, NY	Buyer rep, ethics, green/sustainable, instructor development, negotiations
Territo, Angela		coachangelaterrito@gmail.com		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.
Thaw, Andy	516-398-4830	andyonbayway@outlook.com	Binghamton, NY	Other courses available. Descriptions and CE hours at http://bit.ly/randycourses
Toth, Tori	718-925-0377	tori@stylishstagers.com	Pompano, FL	Code of Ethics, coaching
Urso, Marilyn	516-359-0690	marilyn.urso.805@gmail.com	Long Island, NY	HUD, 203k/HomeStyle financing, all mortgage topics
Waugh, John	www.truenorthrealtorsny.com	john@truenorthrealtorsny.com	Long Island, NY	Staging
Wilson, Linda		lwilson@nothnagle.com	Long Island, NY	Green initiatives in housing, ethics, generational selling, licensing
Speakers' Bureau			Canandaigua, NY	Buyer representation, new construction
Bureau		Website	Rochester, NY	Working with Investors
Betts Works	www.realestate-speakers.com	www.bettsworks.com		
Real Estate Speakers	916-726-7407	www.realestatespeakers.com	Lisa Betts	lisa@bettsworks.com
			Ginger Sorosky or Darlene Lyons	

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 Tools	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
Adoma 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 Videos	84
Stephen Pacinelli	Videos	84
Tom Lundstedt	Capture Your Share of the Real Estate Investor 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 Practitioners	81
Tom Lundstedt	Practitioners	81
Doug Vairo	The Real Truth about Reverse Mortgages	81
	Satisfying the Seller: How to Secure, Serve Succeed with Sellers	81
Sean Carpenter	Sellers	81
S. Anthony Gatto, Esq.	NYS Legal Update	80
Joe Rand	Transaction Management	80

2017

Presenter	Session	% Excellent/Very Good
Adoma Carroll	CRB: Firm Rules	100.00%
Cheryl Knowlton	Cracking the Code	96.92%
Craig Grant	Top 10 Ways Tech Can Ruin Your Real Estate Business	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%
Jared James	Seven Specific Ways to Create Predictable 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%
Adoma 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%
Sherry Chris	The Consumer, Core Values & the Future of Real 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 Facebook	
Chirag Shah	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%