



New York State Association of REALTORS®, Inc.

Education Management Committee Meeting Report

Tuesday, October 5, 2021

Starting time: 10:00am - 11:30am

Laura Copersino

Chair

Aldo Iemma,

CBR, CIPS, CRS, GREEN, GRI, MCNE, RENE, RSPS,
SRES, SRS, AHWD, ePro, SFR, C2EX.

Vice Chair

The committee's purpose and objectives were reviewed.

Course participations for classes held from 1/1/2021 to 8/31/2021 were discussed. We had 5970 enrollments with a little over 1091 participating in designation courses. We are currently at just under 68% of our overall 2020 enrollment of 8791. With 32 classes remaining for the calendar year and TriplePlay CE enrollments. We are very confident that we will surpass the 2020 enrollment figures.

Course evaluations for all classes held since January of this year were reviewed and discussed. The overall course rating was 98% and the average GRI course rating was 99%. That means that more than 98% of attendees rated the courses as excellent or above average.

The New York State Real Estate Education Foundation's (NYSREEF's) Mission, Goals and Management were reviewed.

The Nominating Committee Report was presented. For 2022, starting with the officers, Amy Wood Gonzalez was nominated to move into the immediate past president position (for a 1-year term). We nominated Linda Lugo to move to President, Barry Kramer to move to Vice President, and Brittany Matott to become Treasurer/Secretary.

For the directors in 2022, miriam treger was nominated to serve a three year term, Kira Witherwax to serve for 3 years, Rebecca Jones to serve one year to fill the vacancy of Amy's remaining one-year term, and Katherine DeClerk to serve in an at-large position (3 years).

Motion was made and passed to accept the 2022 officers and directors as recommended.



New York State Association of REALTORS®, Inc.

To date, the foundation has total assets of \$237,201 with \$8,161 in net income.

The foundation approved the 2022 budget as presented by Barry Kramer, Secretary/Treasurer.

The foundation also approved the awarding of 22 scholarships in the amount \$5,455.

A summary of 2021 donations showed \$1,660 in individual donations, \$10,950 in local board donations, and \$15,000 in corporate donations.

A summary of local board scholarship donations vs the scholarship amounts they receive was added to the agenda, as requested in our February meeting. This information will be utilized to help with fundraising/donation purposes.

Directors were reminded to sign up at Smile.Amazon.com so a percentage of their purchases could be donated by Amazon to the Foundation.

Directors will be reaching out to local board presidents and EOs over the next few months soliciting contributions.

An update was given on the foundation's fundraising auction on NYSREEF Facebook page, which started in June.

No further business the meeting was adjourned.

The report from the Global, Resort and Second Home Markets Committee met on Tuesday, September 21, 2021 at 2:00 pm.

A summary of 2021 CIPS and RSPS courses held, and mention of courses currently scheduled during 2022 was presented. The committee congratulated all 2021 CIPS and RSPS designees on their accomplishment.

A panel of local experts provided the committee with presentations on the Resort and Second Home Market conditions in various areas of the state.



New York State Association of REALTORS®, Inc.

The panelists were; Edward Dambrosio, a Long Island native, with over 30 years of experience, Jason Karadus, who founded Corcoran Country Living with Marie-Claire Gladstone, both long time residents of the Hudson Valley Region, Jodi Gunther, who resides in the Saranac Lake area and Vivian “Vicki” Schamel who is a 30+ year veteran who resides in the Finger Lakes Region were our panelists.

The panelists answered questions and provided additional information at the conclusion of their presentations, which was positive and well received by all in attendance.

No further business. Meeting adjourned.

The report from Local Board Education Forum is as follows.

Mike Kelly, NYSAR’s Director of Government Affairs provided an update on the status of current bills regarding fair housing. Information presented by Mike was later sent to members of the forum.

We were also joined by Marcy Rose, Senior Licensing Exam Specialist from the DOS, who shared that there are 54,190 licensed Real Estate Brokers, 81,738 licensed Real Estate Salespeople and 4,166 Appraisers in New York State.

Marcy provided us information and responses to previously submitted questions from the forum. She reported that processing times for tests and applications has shortened greatly, in most cases with notifications sent within just a few weeks.

An update on the Education Management Committee’s proposal regarding changes to faculty regulations, NYCRR 176.11, followed. This proposal focuses on raising the bar on instructor qualifications to teach real estate courses in NYS. The committee’s proposal was presented to Article 12A, which decided to go forward with the proposed changes to the Legislative Steering Committee.

Meeting adjourned.

The Faculty Development Sub-Committee report was presented.

Course participation and evaluations have stayed steady and at times are better than previous years, which is amazing.

The 2021 instructor evaluations far exceeded the minimum acceptable rating of 85% with an overall instructor satisfaction rating of 98%!



New York State Association of REALTORS®, Inc.

The 2021 overall course evaluations were 98% and the average GRI course rating was 99%. That means that more than 98% of attendees rated the courses as excellent or above average.

The Sub-Committee interviewed two applicants, seeking to become NYSAR Faculty.

Group discussions followed, pertaining to monthly meetings, virtual offerings, suggested application language, dealing with virtual instruction and a review of our current team teaching guidelines.

Brittany Matott gave a brief review of the results of the Broker's Survey, focusing on suggested topics and classes that may be added to our future offerings.

At that time the meeting was adjourned.

An update on the new **Master Real Estate Instructor (MREI) Re-Certification Training Program** was given. Discussion followed regarding the application and content. The committee voted to move forward with approving the application and outline as proposed. An update will be provided at our next meeting in 2022.

With no other business, the meeting was adjourned.



New York State Association of REALTORS®, Inc.

Education Management Committee

Type: Permanent Committee

Purpose: To provide educational services and programs that meet the present and future needs of the local boards/associations and the members.

- 1) To develop and review educational programs to meet the needs of local boards/associations and members.
- 2) To provide education services to local boards/associations by utilizing the board/association structure.
- 3) To advise and offer assistance to the Department of State (DOS) regarding continued development and implementation of educational programs for the real estate industry.
- 4) To expand the educational services of the Education Department.
- 5) To provide for the operation of the NYS REALTOR® Institute.
- 6) To assist local boards in the training and development of their local leaders and staff through an annual Leadership Development Conference.
- 7) To assure that NAR designations, particularly the GRI, are marketed effectively throughout the state.

- Objectives:
- 1) Review course evaluations semi-annually.
 - 2) Review curriculum and recommend updates and enhancements on an ongoing basis.
 - 3) Review and make recommendations on education policy.
 - 4) Discuss recommendations made by education-related sub/committees and forums and make further recommendations.
 - 5) Assure that educational programs are available to *all* members.
 - 6) Take an active role in the marketing of NAR designation programs sponsored by NYSAR.

Meetings facilitated by Chair; by Vice Chair in absence of Chair.

Recommendations: Presented to the Executive Committee and Board of Directors



New York State Association of REALTORS®, Inc.

Certification Program for ITI and CDW Graduate

TO: NYSAR Education Management Committee

RE: NYSAR ITI Certification

RECOMMENDED BY: NYSAR Faculty Development Sub-Committee which approved the concept 2/11/20. On 10/1/2020 the committee voted on creating a workgroup to get clearer guidelines and expectations.

PRESENTED BY: Laura Copersino, Chair of Education Management Committee

The Instructor Training Institute (ITI) is an instructor development program that was created by a group of State Education Directors who collaborated on the course over a few years and held semi-annual update meetings in conjunction with the NAR meetings. The group folded in the early 2000s and gave the program to any state that wanted it. NYSAR was involved in the development of the ITI and has been updating and offering it ever since.

Upon completion, some ITI graduates use the letters “ITI” after their name as though it is a designation or certification, but it is not. Many Education Directors and Associations of REALTORS® require instructor candidates to be ITI grads, but, sadly, an ITI grad can be someone who took this course 30 years ago but never participated in subsequent instructor development programs and/or has not worked to refine their training skills or techniques.

Certification Requirements Update:

Initial Designation:

Must have completed ITI and CDW during 2017-2021.

Must be NYS Approved for real estate instruction

Must have 90 hours of paid instruction within the last 3 years. (18,19,20)

Recertification:

Must have completed at least 3 NYSAR offered instructor development workshops over the last three years.

Must have completed the recertification 1/2 day course at least once in the last three years

Must have at least 90 hours of paid instruction within the last 3 years.

Must be NYS approved for real estate instruction

Must pay \$125.00 for recertification

The name will be MREI - Master Real Estate Instructor



New York State Association of REALTORS®, Inc.

Please join the REALTORS®, educational institutions, REALTOR® associations, real estate industry affiliates and vendors, lenders and corporations currently giving to this vital organization. With your generous support, the foundation can continue to ensure the future of the real estate profession. Make your contribution today and give back to the profession that has brought you success.



Contact Name _____

Company _____

Address _____

Phone/Fax _____

E-mail/Web _____

Tax ID # _____

Sponsorship Level _____ \$100 (Friend) _____ \$500 (Scholar) _____ \$1000 (Fellow) _____ \$2500 (Dean) _____ \$5000 Chancellor _____ \$10,000 (Trustee) _____ Other (please specify amount) _____

___ Check payable to NYSREEF is enclosed. Charge my ___ MC ___ Visa ___ AmEx ___ Discover

Card # _____ Exp. Date _____ Code _____

Signature _____ Date _____

In honor of _____ In memory of _____

Send acknowledgement to: _____

Mail to: NYSREEF, 130 Washington Avenue, Albany, NY 12210.

Visit www.nysreef.org or go to www.nysarportal.com to donate online.

Make additional contributions by shopping at Amazon when you select New York State Real Estate Education Foundation your charity of choice at <https://smile.amazon.com/>.