



New York State Association of REALTORS®, Inc.

Education Management Committee Meeting Report

Wednesday, February 9, 2022 Starting time: 9:00am - 11:30am

Aldo Iemma,

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

Chair

Katheryn DeClerck,

ABR, ePRO, GREEN, GRI, PSA, RSPS, SFR, SRES,
AHWD, C2EX

Vice Chair

The committee's purpose and objectives were reviewed.

Mike Kelly, Director of Government Affairs for NYSAR, presented an update on the Instructor Qualification Proposal. The Legislative Steering Committee met with the Real Estate Board of New York to discuss the proposal which resulted in several points of clarification needed before the proposal should be presented formally, including: the genesis of the plan, rationale for the number of hours proposed, and the actual curricular breakdown of the proposed hours.

Motion was made and passed to send the proposal back to the original workgroup for review and revision.

The report from the Education Foundation Committee, held virtually on January 26, 2022, at 10:00 am was presented earlier by Barry Kramer.

The Global, Resort and Second Home Markets Committee met on Tuesday, February 8, 2022, at 11:00 am. Jonathan Lerche will be presenting this report later in the meeting.

The Local Board Education Forum met virtually on Tuesday, January 26, 2022, at 1:00 pm.

Marcella Rose, NYS Department of State's Senior License Exam Specialist answered committee questions. Regarding new laws and their impact on curriculum and licensing, once guidance has been established, the DOS will communicate it out to all providers.

Ms. Rose also provided headcounts on state licensures: 81,416 licensed salespeople, 53,314 licensed brokers, 4155 licensed appraisers, and 2809 licensed home inspectors.

The 2021 Course Participation and Five-Year Comparison Reports were presented, showing final enrollments for 2021 were 8924, representing 102% of our total enrollments in 2020, which were 8791.

Course evaluations for all classes held in 2021 of this year were reviewed and discussed. That means that more than 97% of attendees rated the courses as excellent or above average.



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The group shared out reports from local boards regarding the state of education programs at the end of 2021 and start of 2022. Many boards noted either providing education remotely or hybrid because of the omicron COVID-19 surge.

The group participated in a presentation on social media marketing best practices from Christopher Pagli, Social Media Coordinator for the Hudson Gateway Association of REALTORS®.

Under new business, Lin Fields requested a moment of remembrance for Christine Jones who passed away this year.

The Faculty Development Sub-Committee met virtually on Tuesday, January 26, 2022, at 3:00 pm.

The Sub-Committee reviewed the meeting schedule and decided to continue with quarterly meetings scheduled for the lunch hour to accommodate faculty member teaching schedules.

The Sub-Committee reviewed the team-teaching policies for GRI and designation course instructors.

Motion was made and passed for the GRI to be team-taught twice by new instructors for the first course and only once for each subsequent course.

Motion was made and passed to adopt the NAR-defined parameters of instructors for the designation courses taught through the various associations, including NYSAR.

The Sub-Committee was informed that the Master Real Estate Instructor Designation information and application is now available on the NYSAR website and Roseann Farrow was recognized as the first recipient of this designation.

The MREI working group will be reconvened to establish a logo and discuss swag options.

The Sub-Committee participated in a panel on tips for planning and marketing short-form courses, presented by Lin Fields, Randy Templeman, and Linda Lugo.

Under new business, the Sub-Committee discussed discrepancies in how local associations provide continuing education certificates/letters to instructors as well as the need to wait for Department of State guidance before making changes to course content regarding new fair housing legislation.



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Freddimir Garcia, Diversity, Equity & Inclusion Officer for the Hudson Gateway Association of REALTORS®, gave a presentation on DEI work regarding the work done by the education branch of NYSAR. Katheryn DeClerck requested that if those in attendance found this topic important and wanted more education in DEI, to forward their request to Shenita Daniels.

With no other business, the meeting was adjourned.