

2023 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.

This Directory is for informational purposes only. The contents of the directory should not be considered to be endorsed, recommended, certified or otherwise sanctioned by NYSAR or any of its employees, agents, officers or affiliates. The information is merely being offered as a service to those individuals and/or entities that have requested such information from NYSAR in the past. NYSAR expressly disclaims and is not responsible or liable for any act, occurrence or other event that may transpire should any individual or entity elect to utilize any of the information provided in the directory.

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	https://www.davidsonfink.com/our-team/partners	aadiutori@underbergkessler.com	Rochester, NY	Contract to Close
Allard, Kimberly	http://www.retraininrx.com/	kallard@kimberlyallard.com	Holbrook, MA	AHWD - AT Home with Diversity; PSA - Pricing Strategies Advisor
Berman, Pete	www.rubygrp.com	pete@rubycs.com	Goshen, NY	Green Building, foreclosure, property tax, sales and marketing, and many others.
Buehler, Frederick	http://www.fredbuehler.com	fredrickbuehler@gmail.com	Sewell	What's Mine is Mine! Understanding Procuring Cause in Real Estate
Cadillac, Josh	http://www.acecloser.com	josh@joshcadillac.com	Miami, FL	ACE Infation: Dealing with an Inflationary Market & Why Real Estate is the Answer; How Making Money in Real Estate Really Works
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	Issues That Keep CEO's Up at Night; A-Z training for brokers, agents, associations or leadership teams
Cartagena, Carmen	718-848-7700	ccartagena12@aol.com	Long Island, NY	Fair Housing, agency, licensing
Chorew, Amy	http://www.amychorew.com	amy@amychorew.com	Bloomfield, CT	Developing the Power of You - A Value Proposition Excerise
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
Cunningham, Marc	https://www.realestatespeakers.com/our-te	marc@rentgrace.com	Denver, CO	Fair Housing for the Property Manager; Property Management Pros & Cons; Control the Sellers Expectations; Grow Your Business By Working With RE Investors
Cupini, Rich		rchr4351@yahoo.com	Rochster, NY	Ethics, safety, 22.5-hour course on becoming a top producer
Curzydlo, Trista		C4consult@aol.com	Kansas City, MO	Well That Escalated Quickly... Recent Lessons for RE Practitioners; Real Estate Karma, Up in Smoke: Cannabis & Real Estate
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
Bill Dedman				Long Island Divided: Inside Investigation That's Shaking Up the RE Industry
Dell'Accio, Frank		frankd@century21aa.com	Long Island, NY	Flood issues, FEMA and its effect on the real estate market
Dupont, Antoine		antoine@katapult.biz	Fort Lauderdale, FL	How to Stand Out in a Content Saturated World, How to Generate More Leads & Listings with Video Marketing
Engel, Kathy	516-536-2200	Kathysell13@gmail.com	Long Island, NY	Agency, ethics, new agent training, licensing
Erman, Pam	https://www.realestatespeakers.com/our-te	pam@realestateguidance.com	Virginia Beach, Virg	Seeing Double! Making the Most of a Multiple Offer Market; Economy 360: Interrrrpreting Today's Economic Factors
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@topguninspectionservices.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
Garcia, Freddy		Freddimir.Garcia@gmail.com	Poughkeepsie, NY	Unmanaged Bias Limits Leadership;
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
Gorenberg, David	https://www.linkedin.com/in/davidgorenberg/	davidg@acruit.com	Philadelphia, PA	Real World Application of 1031 Exchanges - The Basics and Beyond; 1031 Exchange: Diving Deeper & Spearfishing for More Clients.
Grant, Craig	www.TheRealEstateTechnologyInstitute.com	craig@reti.us	Orlando, FL	Market Like a Rock a Rockstar, Technology, marketing and data security topics, How to be a Totally Mobile & Virtual Agent
Haase, Heather		Heather.haase@herrealtors.com	Beavercreek	TikTok vs Reels

Harrison, Melissa	https://allecreative.com/marketing-trainin	melissa@allecreative.com	Minneapolis-St. Paul, MN	10-Step Marketing Plan and Digital Communication Budget; Time is Money, How to Streamline Your Digital Media Strategy for Success; Empathy in Marketing: Digital Strategies for the Year Ahead
Hartman, Margaret		mmhartmanrealtor@aol.com	Buffalo, NY	Code of Ethics, Expand Your Market, Fair Housing and Cultural Diversity
Hata, Shay		jhavens@jvincentre.com	Fairport, NY	Amazing Client Events, Gifts and Mailings; Your First 5 Years as a REALTOR®: How to Build Your Business Quickly; How to Go From Solo Agent to Team Lead
Havens, Jeremy		mhemphill@homebridge.com	Colchester, VT	Profitability through Professionalism
Hemphill, Matt	C: 802-734-5636 or O: 802-318-4564	bobbie.howe@gmail.com	St. Joseph, MO	22 Financing Ideas to Assist Your Client Purchasing their Dream Home; Renovation Loans (3 hours CE)
Howe, Bobbi	https://www.realestatespeakers.com/our-team	empirestate88@yahoo.com	Brooklyn, NY	Teams vs. Solo: Build It and Success Will Come
Lemma, Aldo	C: 646-932-4441			International Real Estate/ Global Business/ Resort & Second Homes/ Diversity
James, Jared	http://www.jaredjamestoday.com	jared@jaredjamestoday.com	Milford, CT	How to Start Running a Business and Stop Running Around; Opening Keynote: 10 Specific Ways to Get Listings Right Now, The Game Has Changed, Have You?, 7 Areas to Master for a More Predictable Business
	607-770-6064 and 607-760- 2322			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)
Jones, Rebecca		education@upstatetraining.com	Binghamton, 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
Kelso, Burton	http://www.burtonkelso.com	burton@burtonkelso.com	Kansas City, MO	6 Surprising LinkedIn Tips for Real Estate Pros
				Disruption and Changing Markets: 8 Things We Can and Cannot Control; Goat Rodeo: Risk Management Strategies for Brokers; Spectacular Failure: 10 Ways to Lose Your License; Risky Business: Risk Management Strategies for Today's Real Estate Pro, Feeling the Love! Fair Housing & Buyer Love Letters; Unlocking the Secret of the Code: A Deep Dive Into the REALTOR®
Knowlton, Cheryl	http://Cherylknows.com	cheryl@cherylknows.com	Salt Lake City, UT	Code of Ethics
Lancaster, Brent				Let's Talk Flooding & Recovery
Legaz, David	718-475-2700	legazteam@kw.com	Long Island, NY	Safety, global business
Linsell, Chris	http://www.theclose.com	chris@theclose.com	Traverse City, MI	Here Comes the Neighborhood
Lugo, Linda	516-852-7179	lindalugo@lindalugo.com	Long Island, NY	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.
Mahabir, Stephan	516-513-5152	mahabirhomes@gmail.com	Long Island, NY	Agency, licensing, successful listing techniques
Maneiro, Jeremias	www.jmanseminars.com	jman@jmanseminars.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	Can the Buyer's Agent Do That?; Can the Seller's Agent Do That?; REALTOR® Safety; 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
				Bias in Appraisals; AVM's: Fact or Fiction?; Be Careful Out There!; Estimate, Adjust and Defend; Boo! Stigmatized Properties; Multiple Offers: Keeping it Legal, Ethical & Sane; Appraisals in an
McLane, Melanie	www.themelaniegroup.com	Melanie@TheMelanieGroup.com	Jersey Shore, PA	Overheated Market; Wide variety of CE courses for RE & Appraisers
McManus, Veronica		veronicam@narrpr.com	Jersey Shore, PA	RPR Works Everywhere - Just Like You; The RPR CMA - Your Spot on Pricing Tool!
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.
Monthoffer, Paula	http://paulamonthofer.com	pmonthofer@me.com	St Simon's Island Gr	The Way Home; The How-To's of Happiness, EQ<IQ in Leadership & Sales, Do The Right Thing! The Code of Ethics & FH
Morgan, Robert		morgan9352@aol.com	Livonia, NY	Finance, mortgage
				Goals Make Good Things Happen; The Difference Between Ordinary and Extraordinary Service during a Pandemic and Beyond; Manage My Time and Control My Life!; SFR: Short Sales and
Morris, Robert	http://www.dynamicdirections.com	TeamRobertMorris@gmail.com	Nashville, TN	Foreclosures
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.
Murrett, James				USPAP 2022 - 2023 Update
Myers, Doug	www.HomeProNY.com	Doug@HomeProNY.com	Goshen, NY	Construction, environmental and home inspection issues, ethics, legal issues
Neill, Maura	https://realestatespeakers.com/our-team/m	maura@buysellliveatlanta.com	Atlanta, GA	Creating Engaging Education for the Next Generation of REALTORS®; Effective Strategies for Working With Members; Creating the Win-Win: New Approaches to Negotiation Strategy
Newbauer, Monica	https://realestatespeakers.com/our-team/m	monica@monicaneubauer.com	Nashville, TN	Multiple Offer Strategies that Work! Helping Buyers and Sellers Navigate this Market; RRC/CRS121: Win-Win Negotiation Techniques; Fair Housing Is Made Relevant
		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
Noce, Michael		MikeOConner@MikeOOnline.com	Spencerport, NY	Instant Forms
O'Connor, Mike		JeanneCOlson@gmail.com	Rochester, NY	Staging 101
Olson, Jeanne			Rochester, NY	
			Dutchess &	
Page, Linda J.	914-474-0179	ljp517@yahoo.com	Columbia, NY	Agency, Ethics, Mediation, Ombudsman, Professional Standards Enforcement, Board of Director Responsibilities

Pierre, Ifoma	www.GemCoachingNY.com or 833-GEN-COACH	Pierre@gemcoachingny.com	Queens, NY	Silly Rabbit, It's a Turtle Race; Offer Accepted! How to Work/Hot Sellers Markets; 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)
Pieterse, Donavan		Donavan@easy-to-own-homes.com	Syracuse, NY	Creative financing, short sales
Porter, Mark				RRC/CRS: Increase Wealth with Rentals and Other Investment Properties
Radke, Don		fmrealty@aol.com	Fayetteville, NY	Agency, ethics
Reyes, John	https://johndreyes.com/	jdreyes01@gmail.com	Ontario, California	How to Grow Your Brand with Video Marketing; Maintain Market Relevance in a Digital Era - 2023 Edition
Schivone, Carl		carlsch@optonline.net	Long Island, NY	Investment real estate, property flipping, ethics
Selig, Stephen, Esq.	www.htinspection.com	cmi8@verizon.net	Schenectady, NY	Environmental courses
Sherman, Tom		tom@absolutehomeinspection.com	Syracuse, NY	Home inspection
Siciliano, Robert	http://ProtectNowLLC.com	Robertsiciliano@gmail.com	Revere, MA	Cyber Social Identity (CSI) Protection: Agent/Client Cyber Social Identity and Personal Protection
Simon, Grant	http://walkthetalkpresentations.squarespac	grant@grantsimon.com	Orlando, FL	HFR: Home Finance Resource; Credit & Covid; Riding the Roller Coaster of Market Stats & Numbers
Simons, Linda		c21unlimited@yahoo.com	Cuba, NY	Home styles, reverse mortgages
Sinnona, Joseph	516-897-2700	jsinnona@gmail.com	Long Island, NY	Ethics, RPR, sales and management, social media, licensing, Lead to List
Smith, Edward S., Jr.	631-807-2050	ed@commercialclassroom.net	CT	16 NYS-approved commercial/investment courses available on all aspects of commercial and investment real estate, ethics
Smith, Mike	585-329-5738	realtormikesmith@gmail.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
Spodek, Marie	www.mariespodek.com	marie@mariespodek.com	Woodbourne, NY	Buyer rep, ethics, green/sustainable, instructor development, negotiations
Surlock, David		davidsurlock@currentenvironmental.com	Cherry Hill, NJ	Environmental Issues (Lead, Tanks, Mold)
			Binghamton, NY	Agency Roles, Goals and Holes; Fair Housing Legacy to Liberty; 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
Templeman, Randy	http://bit.ly/randycourses	Randy@TemplemanTeam.com	Pompano, FL	Code of Ethics, coaching
Territo, Angela		coachangelaterrito@gmail.com	Long Island, NY	HUD, 203k/HomeStyle financing, all mortgage topics
Thaw, Andy	516-398-4830	andyonbayway@outlook.com	Lincoln, NE	Real Estate on Purpose: Hacks & Systems to Go NEXT LEVEL!; Social Media Blueprint; 7.5 Personal Jedi Tricks to Ignite Your Business
The Boom Team	https://realestatespeakers.com/our-team/the-boom-team/		Philadelphia	Selling Virtual Land in the Metaverse; Selling Estate Property
Toppin, Sherman	http://www.shermantoppin.com	sct@shermantoppin.com	Long Island, NY	Staging
Toth, Tori	718-925-0377	tori@stylishstagers.com	Long Island, NY	Green initiatives in housing, ethics, generational selling, licensing
Urso, Marilyn	516-359-0690	marilyn.urso.805@gmail.com	Oceanside, NY	Appraisals - How Values are Determined; Selling Fixer Uppers Using 203(k) Loans; How Primary & Secondary Mortgage Markets Work Together
Vairo, Doug	http://www.LoanOfficerStore.com	iknowdoug@gmail.com	Trenton, New Jersey	Maximizing 1st Time Home Buyer Opportunities with Down Payment Assistance
Walker, Lakesha		lwalker@njhmfa.gov	Canadaigua, NY	Buyer representation, new construction
Waugh, John	www.truenorthrealtorsny.com	john@truenorthrealtorsny.com	Rochester, NY	Working with Investors
Wilson, Linda		lwilson@nothnagle.com	Fort Worth	Daily DEI; Level the Field, Raise the Bar
York, Leigh	http://www.leighspeaks.com	leigh@leighyork.com	Mt. Juliet, TN	Leading with Focus: Collaboration & Productivity
Ziesenis, Beth	https://yournerdybestfriend.com/	beth@yournerdybestfriend.com	East Windsor, NJ	Mindful or Mind Full? The Keys to Positivity, Getting to Yes Through Conscious Communication, Level Up! Time Management & Mindset Skills
Zoumas, Keri	http://kerizoumas.com	keri@kerizoumas.com		

Speakers' Bureaus

Bureau

Betts Works	www.realestate-speakers.com	www.bettsworks.com	Lisa Betts	lisa@bettsworks.com
Real Estate Speakers	916-726-7407	www.realestatespeakers.com	Ginger Sorosky or Darlene Lyons	
Walk the Talk Presentations		www.walkthetalkpresentations.com	Cherolyne Fogarty	

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

Triple Play 2022

Presenter	Program	Excellent/Very Good
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Hank Lerner, Charity Murray & Teresa Tilton	Professional Standards Admin. Training	100%
Matthew Dean	Building Science for Real Estate Professionals - How to Read an Energy Assessment	100%
Brittany Mattot	REALTOR® Safety	100%
Leigh York	Daily DEI	100%
Heather Haase	TikTok vs Reels	100%
Robert Morris	Manage My Time and Control My Life!	100%
John Reyes	Maintain Market Relevance in a Digital Era - 2023 Edition	100%
Barry Goodman	NJ Legal Update	97%
Shay Hata	Amazing Client Events, Gifts and Mailings	96%
Brittany Mattot	Deeds, Surveys and Land Use	95%
Doug Vairo	Appraisals - How Values are Determined	95%
Sherman Toppin	Selling Virtual Land in the Metaverse	94%
Veronica McManus	RPR Works Everywhere - Just Like You	93%
The Boom Team	Real Estate on Purpose: Hacks & Systems to Go	92%
Trista Curzydlo	Well, That Escalated Quickly...Recent Lessons for Real Estate Practitioners	92%
Cheryl Knowlton	Unlocking the Secrets of the Code: A Deep Dive	91%
Pam Ermen	Economy 360: Interpreting Today's Economic	90%
Marc Cunningham	Property Management Pros & Cons	90%
Paula Monthofer	The Way Home	89%
Melanie McLane	Be Careful Out There	89%
Sherman Toppin	Selling Estate Property	89%
Maura Neill	Effective Strategies for Working With Members	88%
Craig Grant	Market Like A Rockstar: Top Trends for 2023 and Beyond	88%
David Gorenberg	Real World Application of 1031 Exchanges - The Basics and Beyond	87%
Josh Cadillac	How Making Money in Real Estate Really Works	87%
Melanie McLane	AVMs: Fact or Fiction?	87%
Jared James	How to Start Running a Business and Stop Running Around	86%
Kimberly Allard	AHWD - At Home with Diversity	85%
Shay Hata	Your First Year as a REALTOR®: How to Build Your Business Quickly	85%
Robert Siciliano	Cyber Social Identity (CSI) Protection: Agent/Client Cyber Social Identity and Personal Protection	84%
The Boom Team	Social Media Blueprint	84%
Melissa Harrison	Time is Money, How to Streamline Your Digital Media Strategy for Success	84%
Marc Cunningham	Fair Housing for the Property Manager	84%
Veronica McManus	The RPR CMA - Your Spot on Pricing Tool!	84%
Cheryl Knowlton	Goat Rodeo: Risk Management Strategies for Brokers	84%
John Reyes	How to Grow Your Brand with Video Marketing	84%
Grant Simon	Credit & Covid	83%
Melissa Harrison	10-Step Marketing Plan and Digital Communication Budget	83%
Randy Templeman	Agency Roles, Goals and Holes	83%

Monica Neubauer	RRC/CRS121: Win-Win Negotiation Techniques	82%
David Sulock	Environmental Issues (Lead, Tanks, Mold)	80%
Ifoma Pierre	Offer Accepted! How to Work/Hot Sellers Market	80%
Brittany Mattot	Can the Buyer's Agent Do That?	80%
Adorna Carroll	Issues That Keep CEO's Up at Night	79%
Brittany Mattot	Can the Seller's Agent Do That?	79%
Freddy Garcia	Unmanaged Bias Limits Leadership	79%
Robert Morris	The Difference Between ordinary and Extraordinary Service during a Pandemic and Beyond	78%
Pam Ermen	Controlling Sellers Expectations	78%
Doug Vairo	Selling Fixer Uppers Using 203(k) Loans	77%
Josh Cadillac	ACE Inflation: Dealing with an Inflationary Market & Why Real Estate is the Answer	77%
Matt Hemphill	22 Financing Ideas to Assist your Client Purchasing their Dream Home	76%
Monica Neubauer	Pricing in a Shifting Market	76%
Robert Morris	Goals Make Good Things Happen	76%
Grant Simon	HFR: Home Finance Resource	75%
James Murrett	USPAP 2022 - 2023 Update	75%
Melanie McLane	Estimate, Adjust and Defend	75%
Maura Neill	Creating Engaging Education for the Next Generation of REALTORS®	75%
Shay Hata	How To Go From Solo Agent to Team Lead	75%
Cheryl Knowlton	Spectacular Failure: 10 Ways to Lose Your License	74%
Monica Neubauer	Multiple Offer Strategies that Work! Helping Buyers and Sellers Navigate this Market	74%
Amy Chorew	Developing the Power of You - A Value Proposition Exercise	74%
Melissa Harrison	Empathy in Marketing: Digital Strategies for the Year Ahead	74%
The Boom Team	7.5 Personal Jedi Tricks to Ignite Your Business	73%
Frederick Buehler	What's Mine is Mine! Understanding Procuring Cause in Real Estate	72%
Ifoma Pierre	Silly Rabbit, It's a Turtle Race	71%
Chris Linsell	Here Comes the Neighborhood	71%
Melanie McLane	Bias in Appraisals	70%
Cheryl Knowlton	Disruption and Changing Markets: 8 Things We Can and Cannot Control	70%
Grant Simon	Riding the Roller Coaster of Market Stats & Numbers	70%

Triple Play 2021		
Presenter	Program	Excellent/Very Good
Kimberly Allard	Pricing Strategies Advisor (PSA)	96%
Robert Morris	SFR: Short Sales and Foreclosure Resource	90%
Trista Curzydlo	Real Estate Karma	89%

Jared James	The Game Has Changed. Have You?	86%
Marc Cunningham	Grow Your Business By Working with Real Estate Investors	86%
Doug Vairo	How Primary & Secondary Mortgage Markets Work	86%
Trista Curzydlo	Up in Smoke: Cannabis & Real Estate	85%
Melanie McLane	Multiple Offers: Keeping it Legal, Ethical & Sane	85%
Melanie McLane	Appraisals in an Overheated Market	83%
Craig Grant	Market Like a Rockstar: Top Trends for 2022 & Beyond	83%
Barry Goodman	NJ Legal & Regulatory Update	82%
Keri Zoumas	Mindful or Mind Full? The Keys to Positivity	82%
Randy Templeman	Stay Inside Fair Housing Laws to Stay Outside of Jail	81%
Jared James	Opening Keynote: 10 Specific Ways to Gain Listing Right Now	80%
Melanie McLane	Appraisals in an Overheated Market	79%
Cheryl Knowlton	Risky Business: Risk Mgmt Strategies for Today's Real Estate Pro	79%
Keri Zoumas	Getting to Yes Through Conscious Communication	77%
Lakesha Walker	Maximizing 1st Time Home Buyer Opportunities with Down Payment Assistance	77%
Hank Lerner, Teresa Tilton	Professional Standards Administrator Training	75%
Mark Porter	RRC/CRS: Increase Wealth with Rentals and Other Investment Properties	75%
Paula Monthoffer	The How-To's of Happiness	75%
Paula Monthoffer	Do the Right Thing! The Code of Ethics & Fair Housing	74%
Jared James	7 Areas to Master for a More Predictable Business	74%
Bobbi Howe	Teams vs. Solo: Build It and Success Will Come	74%
Antoine Dupont	How to Stand Out in a Content Saturated World	74%
Antoine Dupont	How to Generate More Leads & Listings with Video Marketing	74%
Craig Grant	How to be a Totally Mobile & Virtual Agent	74%
Maura Neill	Creating the Win: New Approaches to Negotiation Strategy	73%
Burton Keslo	6 Surprising LinkedIn Tips for Real Estate Pros	73%
Beth Ziesenis	Leading with Focus: Collaboration & Productivity	73%
David Gorenberg	1031 Exchanges: Diving Deeper & Spearfishing for More Clients	72%
Pam Erman	Seeing Double! Making the Most of a Multiple Offer Market	72%
Keri Zoumas	Level Up! Time Management & Mindset Skills	72%
Cheryl Knowlton	Feeling the Love: Fair Housing & Buyer Love Letters	71%
Randy Templeman	Fair Housing Legacy to Liberty	71%
Paula Monthoffer	EQ>IQ in Leadership & Sales	71%
Brent Lancaster	Let's Talk Flooding & Recovery	71%
Monica Newbauer	Fair Housing Is Made Relevant	70%
Melanie McLane	Boo! Stigmatized Properties	70%

Bill Dedman	Long Island Divided: Inside the Investigation That's Shaking Up the Real Estate Industry	70%
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**2020 Triple Play
Not Held due to COVID**

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%
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