

FEBRUARY 2024

Course Schedule
via ZOOM

*Course qualifies for the Virtual Card

- February 1-** [Fair Housing*](#) with Robin White
- February 5-** [Matrix 1: Introduction to Matrix*](#) with Donna Bruno
- February 6-** [Strategies for Finding Homes to List*](#) with Lisbeth Calandrino
[How Flooring Affects Home Sales*](#) with Lisbeth Calandrino
- February 8-** [Legal Update*](#) with William O’Keeffe
[Implicit Bias: How the Mind Makes Decisions Without You*](#) with William O’Keeffe
- February 9-** [Tax Deductions for the Real Estate Professional*](#) with Maureen McEnroe
- February 12-** [\(Transaction Desk\) Instant Forms & AuthentiSign*](#) with Katheryn DeClerck
- February 13-** [Upgrading Your House for Sale on a Budget*](#) with Lisbeth Calandrino
- February 15-** [Agency Update: The NYS Agency Disclosure Form*](#) with Carole McCann
[Cultural Competence: A Real Estate Perspective*](#) With Carole McCann
- February 21-** [Pick Me! Pick Me! Give buyers a reason to want you as their Exclusive Buyers’ Agent*](#)
with Katheryn DeClerck
- February 22-** [Ethical Business Practices*](#) with Peter Mallon
- February 26-** [Implicit Bias: How the Mind Makes Decisions Without You*](#) with E Patrice Hayes
[Cultural Competence: A Real Estate Perspective*](#) With E Patrice Hayes
[Matrix: Adding and Editing Listings*](#) with LaVerne Brown-Williams
- February 27-** [Stop Showing and Start Selling*](#) with Valerie D’Amico
- February 28-** [Property Management – NAR/Business Ethics & Agency*](#) with James McCann
[First Time Homebuyers – Friend or Foe?*](#) with Katheryn DeClerck
- February 29-** [Roadmap to Contesting Tax Assessments*](#) with Carole McCann

CORE BUNDLE

Sign up now before they fill up!

VISIT: www.hgar.com/course-type/dosbund

1 hr. Agency · 1 hr. Legal · 2 hrs. Cultural Competency · 2 hrs. Implicit Bias · 2.5 hrs. Business Ethics · 3 hrs. Fair Housing



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* Online classes via CE SHOP, designation courses, and certification courses WILL NOT be included in the purchase of the Education Card.

