

2024 Education Resource Directory

NYSAR is pleased to bring you this Education Resource Directory as an aid in planning your local educational

CE Session Presenters

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

Speakers' Bureaus

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

Triple Play's Best

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, or any of its employees, agents, officers or affiliates. The information is merely being offered as a service to those from NYSAR in the past. NYSAR expressly disclaims and is not responsible or liable for any act, occurrence or other event utilize any of the information provided in the directory.

CE Session Presenters

Presenter	Website or Phone	E-mail or Phone	Location	Topics
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/anthony-i-adiutori http://www.retrainingrx.com/	aadiutori@underbergkessler.com	Rochester, NY	Contract to Close
Allard, Kimberly	http://www.retrainingrx.com/	kallard@kimberlyallard.com	Holbrook, MA	AHWD - AT Home with Diversity; PSA - Pricing Strategies Advisor
Antipoff, Gregory	https://www.therealestateaccountant.com/speaking	Greg@TheRealEstateAccountant.com		Keep More of Your Paycheck: Tax Strategies for Agenbts, Investment Options for Agents, Tax Advantages for Agents Investing in Real Estate, Business Entities for Agents: LLC or S-Corp?
Arbit, David	https://www.mplsrealtor.com/market-data/	arbit.david@gmail.com	Edina	Inflection Points: How Today's Buyer's are Responding to a Changing Market
Berman, Pete	www.rubygrp.com	pete@rubycs.com	Goshen, NY	Green Building, foreclosure, property tax, sales and marketing, and many others.
Borodin, Jamie	https://ntnonline.com/	jamie.borodin@ntnni.com	Turnersville, NJ	Effectively Managing the Risks of Renting
Buehler, Frederick	http://www.fredbuehler.com	fredrickbuehler@gmail.com	Sewell	Whose Fiduciary Are You Anyway? Demystifying the Law of Agency: A Comprehensive Guide for Real Estate Professionals, Weeding Throughj Complexities: Understanding the Impact of Marijuana Legalization and Property Value, The Battle for Commission: Navigating the Code of Ethics and What Real Estate Agents Need to Know About Procuring
Cadillac, Josh	https://realestatespeakers.com/our-team/josh-cadillac/	josh@joshcadillac.com	Miami, FL	The ACE Property Manager, Introduction to Commercial Real Estate: What You Need to Know, ACE Infation: Dealing with an Inflationary Market & Why Real Estate is the Answer; Distressed Properties: Foreclosurers, Estates, Divorces, Short Sales & Pre-Estate Sales, 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	Field Ramifications of the MLS/DOJ Lawsuits, 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
Carpenter, Sean	http://www.SeanCarpenter.com	sean@seancarpenter.com		Satisfying the Seller: How to Secure, Serve, and Succeed with Sellers, Leave Ayour Mark- How to Earn Top of Mind Awareness,
Chorew, Amy	http://www.amychorew.com	amy@amychorew.com	Bloomfield, CT	Developing the Power of You - A Value Proposition Excerise
Christie, Wendy				Mitigating the Risk of Sexual Harassment and Worikplace Violence
Copersino, Laura	718-631-8900	Lcopersino@elliman.com	Long Island, NY	Agency, ethics, pricing/marketing strategies
Cunningham Marc	https://www.realestatespeakers.com/our-team/marc-cunningham/	marc@rentgrace.com	Denver, CO	
Cupini, Rich		rrchrd4351@yahoo.com	Rochster, NY	Fair Housing for the Property Manager, Property Management Pros and Cons; Control Sellers Expectations, Grow Your Business Working with RE Investors
Curzydlo, Trista	https://realestatespeakers.com/our-team/trista-curzydlo-esq/	C4consult@aol.com	Kansas City, MO	Ethics, safety, 22.5-hour course on becoming a top producer
Dean, Matt	646-479-1402	mattdeannyc@gmail.com	New York, NY	You Can't Say That! Anti-trust in Real Estate, There's No Front For Sarcasm... Managing a Multi-Generational Workplace, You TwitFace: When RE, New Media, and the Law Collide, AITA: The Real Estate Edition, Reasonable & Necessary? Fair Housing Accommodations, Fair Housing for the Property Manager; Property Management Pros & Cons;
Decatur, Jeffrey	518-369-5333	jeffreydecatur@gmail.com	Albany, NY	How to Read and Understand an Energy Assessment Report, Building Science for Real Estate Professionals, Understanding Energy Assessment Reports
Bill Dedman				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	Long Island Divided: Inside Investigation That's Shaking Up the RE Industry
Dupont, Antoine		antoine@katapult.biz	Fort Lauderdale, FL	Flood issues, FEMA and its effect on the real estate market
Engel, Kathy	516-536-2200	Kathysell13@gmail.com	Long Island, NY	How to Stand Out in a Content Saturated World, How to Generate More Leads & Listings with Video Marketing
Erman, Pam	https://www.realestatespeakers.com/our-team/pamela-ermen/	pam@realestateguidance.com	Virginia Beach, Virginia	Agency, ethics, new agent training, licensing
Farrow, Roseann	www.rfseminars.com	roseann@rfseminars.com	Newburgh, NY	Seeing Double! Making the Most of a Multiple Offer Market; Economy 360: Interrrrrpreting Today's Economic Factors
Fasolino, Joe	518-956-0532	info@topguninspectionsservices.com	Albany, NY	Agency, antitrust, buyer representation, ethics, fair housing, finance, leadership, office policy, recruiting, risk reduction, seniors, and more.
				Understanding the Language of Home Inspection (3.5 hours)

Fazio, Alfred M. Esq. Fernando, Preethi Fields, Lin	212-509-9595 http://www.preethifernando.com www.pirtny.com	alfazio@cfgnv.com paxpref@gmail.com linfields@aol.com	New York, N.Y. Watertown, NY	Agency, legal issues, fair housing, advertising guidelines, licensing Mental Health and Wellness: Handling Employee Disengagement, Toxic People, Burnout & Fatigue, Mindfulness and Self Care: Slowing Down to Speed Up 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 Garcia, Freddy Gehl, Joseph Gigante, Nick Gomez, Melissa Gorenberg, David	516-659-4010 646-533-4102 https://www.linkedin.com/in/davidgorenberg/	ntgabbert@hotmail.com Freddimir.Garcia@gmail.com gehjioe@gmail.com nicholasgigante71@gmail.com melissagomezera@gmail.com davidg@accruit.com	Henrietta, NY Poughkeepsie, NY Endicott, NY Massapequa, NY Long Island, NY Philadelphia, PA	Appraisal Unmanaged Bias Limits Leadership; RPR Commercial: Your Secret Weapon to Commercial Success, Client Advocacy, Salesperson and Broker licensing courses, GRI Designation courses, buyer brokerage, agency, ethics, risk reduction, licensing Social media, housing the military 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	AI, ChatGPT and Real Estate, Top Scams Targeting the Real Estate Industry, Market Like a Rock a Rockstar, Technology, marketing and data security topics, How to be a Totally Mobile & Virtual Agent
Haase, Heather	https://www.canva.com/design/DAF5V8E8cjs/dHUMcMNkSahCORjFT5y1fw/view?utm_content=DAF5V8E8cjs&utm_campaign=designshare&utm_medium=link&utm_source=editor	realtorheatherhaase@gmail.com	Beavercreek	Short But Sweet, from Tik Tok to Reels to Shorts, TikTok vs Reels
Harrison, Melissa	https://alleecreative.com/marketing-training/	melissa@alleecreative.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 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
Hata, Shay Havens, Jeremy Hemphill, Matt Howe, Bobbi	C: 802-734-5636 or O: 802-318-4564 https://www.realestatespeakers.com/our-team/bobbi-howe/	ihavens@ivincentre.com mhemphill@homebridge.com bobbi.howe@gmail.com	Fairport, NY Colchester, VT St. Joseph, MO	Profitability through Professionalism 22 Financing Ideas to Assist Your Client Purchasing their Dream Home; Renovation Loans (3 hours CE) Teams vs. Solo: Build It and Success Will Come
Iemma, Aldo James, Jared	C: 646-932-4441 http://www.jaredjamestoday.com	empirestate88@yahoo.com jared@jaredjamestoday.com	Brooklyn, NY Milford, CT	International Real Estate/ Global Business/ Resort & Second Homes/ Diversity How to Start Running a Business and Stop Running Around; Opening Keynote:10 Specific Ways to Gai Listings Right Now, The Game Has Changed, Have You?, 7 Areas to Master for a More Predictable Business
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) 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
Judd, Janet Keller, Tim Kelso, Burton Knowlton, Cheryl	JJudd@JanetSellsSTL.com http://www.burtonkelso.com http://Cherylknows.com	JJudd@JanetSellsSTL.com tim@hkkeller.com burton@burtonkelso.com cheryl@cherylknows.com	St. Louis, Missouri Kansas City, MO Salt Lake City, UT	REALTOR® Safety is NO Joke! Auction Essentials for Real Estate Professionals 6 Surprising LinkedIn Tips for Real Estate Pros The Ethical REALTOR - From Disclosure to Due Diligence: Understanding Our 6 Fiduciary Duties, 10 Ways to Avoid Mortgage Fraud and Prison, 246 Things That Can Go Wrong in a Real Estate Transaction, Mold, Meth, Murder, and Mayhem: The Importance of Real Estate Disclosure, Danger Zones: The Intersection of Advertising and Fair Housing Law, 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® Code of Ethics Flooding Insurance and Flooding Recovery, Let's Talk Flooding & Recovery
Lancaster, Brent Legaz, David Linsell, Chris Liston, Zoe Lemons-Ryhal, Marki Lobb, Jeff Lugo, Linda Lundstedt, Tom Mahabir, Stephan Maneiro, Jeremias Manne, Keith Matott, Brittany	718-475-2700 http://www.theclose.com info@elevatedeventsandeducation.com https://www.markilemons.com/ http://www.SparkTankMedia.com 516-852-7179 www.tomlundstedt.com 516-513-5152 www.imanseminars.com 315-323-9404	legazteam@kw.com chris@theclose.com zoe@zclappraisals.com Jeff@SparkTankMedia.com lindalugo@lindalugo.com tlund@tomlundstedt.com mahabirhomes@gmail.com iman@imanseminars.com kemanne@hotmail.com brittanymatott@gmail.com	Long Island, NY Traverse City, MI Chicago, IL North Jersey Long Island, NY Ephraim, WI Long Island, NY Rochester, NY Rochester, NY Canton, NY	Safety, global business Here Comes the Neighborhood Size Matters Leveraging AI to Improve Your Customer Experience in Real Estate, Building an Ethical AI Driven Real Estate Industry The Art of Hosting Successful "POWER" Open Houses, AI for Real Estate Simplified Global Business Opportunities, Successfully Selling HUD Homes, sales, management, ethics, licensing Commercial real estate, real estate investment, tax strategies, etc. Agency, licensing, successful listing techniques See JMan's website for keynotes, TechXpertise sessions, and MiniSessions! Realty safety course Can the Buyer's Agent Do That?; Can the Seller's Agent Do That?; REALTOR® Safety; DEI & Implicit Bias for Real Estate, Understanding Deeds, Surveys & Land Use (3 hrs), Safety (1.5 hours), First Time Home Buyer (CE pending) The Power 1031 Exchanges 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 Overheated Market; Wide variety of CE courses for RE & Appraisers 50 Ways to Use RPR to Better Serve Buyers and Sellers, RPR Works Everywhere - Just Like You; The RPR CMA - Your Spot on Pricing Tool!
McDonnell, Margo McKenna, Brian McLane, Melanie	www.themelaniegroup.com	margo@1031corp.com bmckenna@bhhsblake.com Melanie@TheMelanieGroup.com	Philadelphia Clifton Park, NY Jersey Shore, PA	See Joe's website.
McManus, Veronica Meyer, Joe	veronicam@narrpr.com www.ioemeyer.com	veronicam@narrpr.com	Jersey Shore, PA Lake Grove, NY	

Monthoffer, Paula	http://paulamonthofer.com	pmonthofer@me.com	St Simon's Island Georgia Livonia, NY Nashville, TN	The Way Home; The How-To's of Happiness, EQ<IQ in Leadership & Sales, Do The Right Thing! The Code of Ethics & FH Finance, mortgage AHWD: At Home with Diversity, 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 Foreclosures
Morgan, Robert Morris, Robert	http://www.dynamicdirections.com	morgan9352@aol.com TeamRobertMorris@gmail.com	Long Island, NY Waterloo, IA	Global, diversity, agency, ethics, short sales, investment real estate, sales, fair housing, management, property management, licensing and more See Karel's website. USPAP 2022 - 2023 Update Construction, environmental and home inspection issues, ethics, legal issues Creating Engaging Education for the Next Generation of REALTORS®; Effective Strategies for Working With Members; Creating the Win-Win: New Approaches to Negotiation Strategy
Mosca, Nancy Murray, Karel Murrett, James Myers, Doug Neill, Maura	347-987-8892 www.karel.com www.HomeProNY.com https://realestatespeakers.com/our-team/maura-neill/	Nancy@nancymosca.com karel@karel.com Doug@HomeProNY.com maura@buysellliveatlanta.com	Goshen, NY Atlanta, GA	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 Instant Forms Staging 101 Agency, Ethics, Mediation, Ombudsman, Professional Standards Enforcement, Board of Director Responsibilities
Newbauer, Monica	https://realestatespeakers.com/our-team/monica-neubauer/	monica@monicaneubauer.com	Nashville, TN	Navigating the New Construction, & Rehab Process with Ease, Multiple Offer Strategies that Work! Helping Buyers and Sellers Navigate this Market; RRC/CRS121: Win-Win Negotiation Techniques; Fair Housing Is Made Relevant
Noce, Michael		michaelnoce@nothnagle.com	Spencerport, NY	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 Instant Forms Staging 101 Agency, Ethics, Mediation, Ombudsman, Professional Standards Enforcement, Board of Director Responsibilities
O'Connor, Mike Olson, Jeanne Page, Linda J.	914-474-0179	MikeOConner@MikeOConline.com JeanneCOLson@gmail.com ljp517@yahoo.com	Rochester, NY Rochester, NY Dutchess & Columbia, NY Queens, NY	Adapt or Evaporate: Reinvent Your Lead Generation & Marketing, Hot Market, Cold Head: Creative Strategies for Working with Buyers in Any Market, 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 (CF) Creative financing, short sales RRC/CRS: Increase Wealth with Rentals and Other Investment Properties Agency, ethics How to Grow Your Brand with Video Marketing; Maintain Market Relevance in a Digital Era - 2023 & 2024 Editions Demystifying the Confusion Around Detached/Site Condominium Ownership Investment real estate, property flipping, ethics Environmental courses Home inspection Cyber Social Identity (CSI) Protection: Agent/Client Cyber Social Identity and Personal Protection HFR: Home Finance Resource; Credit & Covid; Riding the Roller Coaster of Market Stats & Numbers
Pierre, Ifoma	www.GemCoachingNY.com or 833-GEN-COACH	Pierre@gemcoachingny.com		
Pieterse, Donavan Porter, Mark Radke, Don Reyes, John Ross, Bernice Schivone, Carl Selig, Stephen, Esq. Sherman, Tom Siciliano, Robert Simon, Grant	https://johndreyes.com/ https://realestatecoach.com/book-an-event/ www.htinspection.com	Donavan@easy-to-own-homes.com fmrealtv@aol.com jdreyes01@gmail.com bernice@realestatecoach.com carlsch@optonline.net cmi8@verizon.net tom@absolutehomeinspection.com Robertsiciliano@gmail.com grant@grantsimon.com	Syracuse, NY Fayetteville, NY Ontario, California Long Island, NY Schenectady, NY Syracuse, NY Revere, MA Orlando, FL	Home styles, reverse mortgages Ethics, RPR, sales and management, social media, licensing, Lead to List 16 NYS-approved commercial/investment courses available on all aspects of commercial and investment real estate, ethics 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 Basics of Commercial Financing Demographics are Destiny, Buyer rep, ethics, green/sustainable, instructor development, negotiations Environmental Issues (Lead, Tanks, Mold) Elements of 1031 Exchanges, Real Estate Investment Analysis, 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; Referral Relationships: Directions for Connections; Real Estate Investment Essential. Other courses available. Descriptions and CE hours at http://bit.ly/randycourses
Simons, Linda Sinnona, Joseph Smith, Edward S., Jr. Smith, Mike	516-897-2700 631-807-2050 585-329-5738	c21unlimited@yahoo.com jsinnona@gmail.com ed@commercialclassroom.net realtormikesmith@gmail.com	Cuba, NY Long Island, NY CT Geneseo, NY	Home styles, reverse mortgages Ethics, RPR, sales and management, social media, licensing, Lead to List 16 NYS-approved commercial/investment courses available on all aspects of commercial and investment real estate, ethics 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
Sterba, Dan Sturtevant, Lisa Spodek, Marie Surlock, David Templeman, Randy	http://brightmls.com www.mariespodek.com http://bit.ly/randycourses	sterbateam@lcdcommercial.com christy_reap@brightmls.com marie@mariespodek.com davidsulock@currentenvironmental.com Randy@TemplemanTeam.com	Little Falls, NJ Woodbourne, NY Cherry Hill, NJ Binghamton, NY	Basics of Commercial Financing Demographics are Destiny, Buyer rep, ethics, green/sustainable, instructor development, negotiations Environmental Issues (Lead, Tanks, Mold) Elements of 1031 Exchanges, Real Estate Investment Analysis, 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; Referral Relationships: Directions for Connections; Real Estate Investment Essential. Other courses available. Descriptions and CE hours at http://bit.ly/randycourses
Territo, Angela Thaw, Andy The Boom Team	516-398-4830 https://realestatespeakers.com/our-team/the-boom-team/	coachangelaterrito@gmail.com andyonbayway@outlook.com	Pompano, FL Long Island, NY Lincoln, NE	Code of Ethics, coaching HUD, 203k/HomeStyle financing, all mortgage topics Real Estate on Purpose: Hacks & Systems to Go NEXT LEVEL!; Social Media Blueprint; 7.5 Personal Jedi Tricks to Ignite Your Business
Toppin, Sherman Toth, Tori Urso, Marilyn Vairo, Doug Walker, Lakesha Wagh, John	http://www.shermantoppin.com 718-925-0377 516-359-0690 http://www.LoanOfficerStore.com www.truenorthrealtorsny.com	sct@shermantoppin.com tori@stylishstagers.com marilyn.urso.805@gmail.com iknowdoug@gmail.com walker@njhmfa.gov john@truenorthrealtorsny.com	Philadelphia Long Island, NY Long Island, NY Oceanside, NY Trenton, New Canadaigua, NY	Selling Virtual Land in the Metaverse; Selling Estate Property Staging Green initiatives in housing, ethics, generational selling, licensing Appraisals - How Values are Determined; Selling Fixer Uppers Using 203(k) Loans; How Primary & Secondary Mortgage Markets Work Together Maximizing 1st Time Home Buyer Opportunities with Down Payment Assistance Buyer representation, new construction

West, Buddy <https://gomilres.com/>
 Wilson, Linda
 York, Leigh <http://www.leighspeaks.com>
 Young, John <http://www.metrodcforsale.com>
 Ziesenis, Beth <https://yournerdybestfriend.com/>
 Zoumas, Keri <http://kerizoumas.com>

lwilson@nothnagle.com
leigh@leighyork.com
johnyoung@remax.net
beth@yournerdybestfriend.com
keri@kerizoumas.com

Wilmington, DE RRC: Residential Real Estate Probate Specialist
 Rochester, NY Working with Investors
 Fort Worth Under All is Land, Daily DEI; Level the Field, Raise the Bar
 The "Do's and Don't's" of Working with Special Needs Clients
 Mt. Juliet, TN Leading with Focus: Collaboration & Productivity
 East Windsor, NJ 7 Steps to Create Raving Fans! How to Earn Client Loyalty & Massive Referrals in A Changing Market, Mindful or Mind Full? The Keys to Positivity, Getting to Yes Through
 Conscious Communication, Level Up! Time Management & Mindset Skills

Speakers' Bureaus
Bureau

Betts Works www.realestate-speakers.com
 Real Estate Speakers 916-726-7407

Website
www.bettsworks.com
www.realestatespeakers.com

Lisa Betts lisa@bettsworks.com
 Ginger Sorosky or
 Darlene Lyons
 Cherylyne Fogarty

Walk the Talk www.walkthetalkpresentations.com
 Presentations

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

TriplePlay 2023

Presenter	Program	Excellent/Very Good
Monica Neubauer	Navigating the New Construction & Rehab Process with Ease	100%
Randy Templeman	Elements of 1031 Exchanges	100%
Leigh York	Under All is the Land	100%
Trista Curzydlo Esq	You Can't Say That! Antitrust in Real Estate	100%
Trista Curzydlo Esq	There's No Font For Sarcasm...Managing a Multi-Generational Workplace	100%
John Young	The "Do's and Don't's" of Working with Special Needs Clients	100%
Gregory Antipoff	Tax Advantages for Agents Investing in Real Estate	100%
Wendy Christie	Mitigating the Risk of Sexual Harassment and Workplace Violence	100%
Preethi Fernando	Mental Health and Wellness: Handling Employee Disengagement, Toxic People, Burnout & Fatigue	100%
John Reyes	Maintain Market Relevance in Our Digital Era - 2024 Edition	100%
David Arbit	Inflection Points: How Today's Buyer's are Responding to a Changing Market	100%
Ifoma Pierre	Hot Market, Cold Head: Creative Strategies for Working with Buyers in Any Market	100%
Lisa Sturtevant	Demographics are Destiny	100%
Jairo Rodriguez, Jorge Aviles, Kevin Iglesias, Carey Smith	CRUSH IT! Strategies to Kick Off 2024 Strong	100%
Gregory Antipoff	Business Entities for Agents: LLC or S-Corp?	100%
Ifoma Pierre	Adapt or Evaporate: Reinvent Your Lead Generation & Marketing	100%

Frederick Buehler	The Battle for Commission: Navigating the Code of Ethics and What Real Estate Agents Need to Know About Procuring Cause	100%
Margo McDonnell	The Power 1031 Exchanges	100%
Janet Judd	REALTOR Safety is NO Joke!	100%
Matthew Dean	How to Read and Understand an Energy Assessment Report	100%
Trista Curzydlo Esq	You TwitFace: When Real Estate, New Media, and the Law Collide	100%
Hank Lerner, Charity Murray, Teresa Tilton	Professional Standards Administrators Training	100%
Craig Grant	AI, ChatGPT and Real Estate	95%
Tim Keller	Auction Essentials for Real Estate Professionals	94%
Barry Goodman Esq	New Jersey Legal Update	94%
Hank Lerner, Kacy Clouser	Who's In Charge Here? Lessons in Licensee Duties and Broker Supervision	93%
Josh Cadillac	Introduction to Commercial Real Estate: What You Need to Know	92%
Marki Lemons Ryhal	Leveraging AI to Improve Your Customer Experience in Real Estate	92%
Randy Templeman	Real Estate Investment Assessment	91%
Alexis Bolin, Buddy West	RRC: Residential Real Estate Probate Specialist	91%
Josh Cadillac	The ACE Property Manager	89%
Cheryl Knowlton	Danger Zones: The Intersection of Advertising and Fair Housing Law	88%
Marki Lemons Ryhal	Building an Ethical AI Driven Real Estate Industry	86%
Hank Lerner, Kacy Clouser	Who's In Charge Here? Lessons in Licensee Duties and Broker Supervision	86%
Cheryl Knowlton	246 Things That Can Go Wrong in a Real Estate Transaction	86%
Adorna Carroll	Field Ramifications of the MLS/DOJ Lawsuits	86%
Brittany Matott	REALTOR Safety	85%
Cheryl Knowlton	The Ethical REALTOR - From Disclosure to Due Diligence: Understanding Our 6 Fiduciary Duties	85%
Trista Curzydlo Esq	Reasonable & Necessary? Fair Housing Accommodations	84%
Paula Monthofer	Do the Right Thing! The Code of Ethics and Fair Housing	84%
Cheryl Knowlton	Mold, Meth, Murder, and Mayhem: The Importance of Real Estate Disclosure	84%
Craig Grant	Top Scams Targeting the Real Estate Industry	83%
Robert Morris	AHWD: At Home With Diversity	83%
Victoria McManus	50 Ways to Use RPR to Better Serve Buyers and Sellers	82%
Trista Curzydlo Esq	AITA: The Real Estate Edition	81%
Sean Carpenter	Satisfying the Seller: How to Secure, Serve, and Succeed with Sellers	81%
Brittany Matott	Dei & Implicit Bias for Real Estate	80%
Heather Haase	Short but Sweet, from TikTok to Reels to Shorts	80%

Gregory Antipoff	Keep More of Your Paycheck: Tax Strategies for Agents	80%
Cheryl Knowlton	10 Ways to Avoid Mortgage Fraud (and Prison)	78%
Brent Lancaster	Flood Insurance and Flooding Recovery (2)	78%
Joseph Gehl	RPR Commercial: Your Secret Weapon to Commercial Success	78%
Preethi Fernando	Mindfulness and Self Care: Slowing Down to Speed Up	75%
Gregory Antipoff	Investment Options for Agents	75%
Frederick Buehler	Whose Fiduciary Are You Anyway? Demystifying the Law of Agency: A Comprehensive Guide for Real Estate Professionals	75%
Dan Sterba	Basics of Commercial Financing	75%
Bernice Ross	Demystifying the Confusion Around Detached/Site Condominium Ownership	75%
Sean Carpenter	Leave Your Mark - How to Earn Top of Mind Awareness from Your Customers, Clients, and Community	75%
Jeff Lobb	The Art of Hosting Successful "POWER" Open Houses	73%
Frederick Buehler	Weeding Through the Complexities: Understanding the Impact of Marijuana Legalization and Property Value	73%
Jamie Borodin	Effectively Managing the Risks of Renting	73%
Zoe Liston	Size Matters	72%
Josh Cadillac	Distressed Properties: Foreclosures, Estates, Divorces, Short Sales & Pre-Estate Sales	72%
Jeremias "Jman" Maneiro	Real Estate's Crystal Ball: Big Data & Predictive Analytics	72%
Ken Zoumas	7 Steps to Create Raving Fans! How to Earn Client Loyalty & Massive Referrals In a Changing Market!	71%
Jeff Lobb	AI for Real Estate Simplified	70%

Triple Play 2022

Presenter	Program	Excellent/Very Good
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 NEXT LEVEL!	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 Into the REALTOR® Code of Ethics	91%
Pam Ermen	Economy 360: Interpreting Today's Economic Factors	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 Together	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%