

New Jersey CE Chart								<i>*Appraisal CE *Registration Plus</i>
Title	Speaker FN	Speaker LN	Date	Time	Room	NJ CE	Fee	
Monday								
CCIM: Residential Real Estate Financial Analysis	Mark	Polon	12/7	8:30 am - 5:00 pm	301	7 elective	\$150	
Military Relocation Professional	Randy	Templeman	12/7	8:30 am - 5:00 pm	313	6 elective	\$150	
CRS200: Business Planning & Marketing for the Residential Specialist	Mark	Polon	12/7 & 12/8	8:30 am - 5:00 pm	301	7 elective	\$295	
RSPS: Home Sweet (Second) Home: Vacation, Investment, Luxury Properties	Roseann	Farrow	12/7	8:30 am - 5:00 pm	322	7 elective	\$150	
Tuesday								
Broker Responsibility in a Nutshell	Marcie	Roggow	12/8	9:00 am -12:00 pm	312	3 core	Included	
Easify 101	Terry	Watson	12/8	9:00 am -12:00 pm	302	3 core	Included	
Let Me Tell You About the Man Cave: Fair Housing & the Modern Real Estate Professional	Trista	Curzydlo	12/8	9:00 am -12:00 pm	411/412	3 core	Reg Plus	
Mastering the Buyer Counseling Session	Randy	Templeman	12/8	9:00 am -12:00 pm	402	3 core	Included	
Your Great Escape: How to Create a Sustainable & Sellable Business	Chandra	Hall	12/8	9:00 am -12:00 pm	401	2 elective	Included	
Realty Safety & Security: Agent and Client Personal Protection	Robert	Siciliano	12/8	9:00 am -12:00 pm	403	3 elective	Included	
The Reverse for Purchase Mortgage	Roseann	Farrow	12/8	9:00 am -12:00 pm	308/309	3 elective	Included	
The "New" FHA: Rules and Regulations	Lewis	Rodin	12/8	9:00 am -12:00 pm	313	3 elective	Included	
Is That a Listing in Your Pocket or Are You Just Glad to See Me?	Bill	Lublin	12/8	11:00 am - 1:00 pm	404	2 core	Included	
The 7 P's to Getting the Buyer Representation Agreement Signed	Randy	Templeman	12/8	1:00 pm - 3:00 pm	415	2 core	Included	
Avoiding Roadkill—Top 10 Stupid Things That Really Smart REALTORS Do To Mess Up Their Lives	Terry	Watson	12/8	2:00 pm - 5:00 pm	302	3 core	Included	
Closing the Deal on Contaminated Sites: Solutions for Commercial Real Estate Professionals	Steven	Urgo	12/8	2:00 pm - 5:00 pm	308/309	3 elective	Included	
CMA vs. Appraisal - What is the Difference?	Lewis	Rodin	12/8	2:00 pm - 5:00 pm	313	3 elective	Included	
Finance & Regulation: They're Going to Change your World	Chandra	Hall	12/8	2:00 pm - 5:00 pm	403	3 elective	Included	
Independent Contractor Status Under Fire	Bernice	Ross	12/8	2:00 pm - 5:00 pm	402	3 elective	Included	
Let Me Tell You About the Man Cave: Fair Housing & the Modern Real Estate Professional	Trista	Curzydlo	12/8	2:00 pm - 5:00 pm	303	3 core	Included	
Risk Management: Information/Computer Security and Privacy	Robert	Siciliano	12/8	2:00 pm - 5:00 pm	421	3 elective	Included	
There's a New Code in Town	Marcie	Roggow	12/8	2:00 pm - 5:00 pm	411/412	3 ethics	Reg Plus	
Is That a Listing in Your Pocket or Are You Just Glad to See Me?	Bill	Lublin	12/8	2:30 pm - 4:30 pm	419	2 core	Included	
Wednesday								
Effective Counseling and Representation of Real Estate Clients	Bob	Giniecki	12/9	8:30 am - 5:00 pm	301	7 elective	\$10	
2016-2017 USPAP Update	Jim	Murrett	12/9	8:30 am - 5:00 pm	313	7 elective	\$125	

Avoiding Roadkill—Top 10 Stupid Things That Really Smart REALTORS Do To Mess Up Their Lives	Terry	Watson	12/9	9:00 am -12:00 pm	411/412	3 core	Reg Plus
Collaborative Selling		Rossi	12/9	9:00 am -12:00 pm	303	3 elective	Included
Legal Lifesavers	Jackie	Leavenworth	12/9	9:00 am -12:00 pm	302	3 core	Included
NJ Agency Relationships 101	Diane	Disbrow	12/9	9:00 am -12:00 pm	201/202	3 core	Included
Smart Phones, Smart Policies: Social Risk Management for Brokers and Managers	Trista	Curzydlo	12/9	9:00 am -12:00 pm	408/409	3 core	Included
There's a New Code in Town	Marcie	Roggow	12/9	9:00 am -12:00 pm	402	3 ethics	Included
NJREC Regulatory Update	Bob	Kinniebrew	12/9	9:00 am -10:00 am	318	1 core	Included
AVMs, RVMs, and Showing Consumers the Difference	Jeremias "JMan"	Maneiro	12/9	2:00 pm - 5:00 pm	312	3 elective	Included
Independent Contractor Status Under Fire	Bernice	Ross	12/9	2:00 pm - 5:00 pm	411/412	3 core	Reg Plus
It's Not Who Showed the House: Understanding Procuring Cause	Marcie	Roggow	12/9	2:00 pm - 5:00 pm	402	3 ethics	Included
Your Company Policy Manual - A Safety Net for Managing Risk	Roseann	Farrow	12/9	2:00 pm - 5:00 pm	403	3 core	Included
Thursday							
AVMs, RVMs, and Showing Consumers the Difference	Jeremias "JMan"	Maneiro	12/10	9:00 am -12:00 pm	411/412	3 elective	Reg Plus
Real Estate and Ethics: The Only Way to Conduct Business	Diane	Disbrow	12/10	9:00 am -12:00 pm	302	3 ethics	Included
The One Test You Don't Want To Fail	Roseann	Farrow	12/10	9:00 am -12:00 pm	303	3 core	Included
Understanding and Applying Cap Rates in Residential Real Estate Investing	Thomas	Borowski	12/10	9:00 am -12:00 pm	313	3 elective	Included
IDX, MLS, ZTR&R and What They Mean to You	Bill	Lublin	12/10	9:00 am -11:00 am	308/309	2 elective	Included
NJ Legal Update	Barry	Goodman	12/10	9:00 am -11:00 am	312	1 core	Included