

New York CE Chart		<i>*Appraisal CE *Registration Plus</i>					
Title	Speaker FN	Speaker LN	Date	Time	Room	NY CE	Fee
Monday							
CCIM: Residential Real Estate Financial Analysis	Mark	Polon	12/7	8:30 am - 5:00 pm	301	7 hours	\$150
Military Relocation Professional	Randy	Templeman	12/7	8:30 am - 5:00 pm	313	6.5 hours	\$150
RSPS: Home Sweet (Second) Home: Vacation, Investment, Luxury Properties	Roseann	Farrow	12/7	8:30 am - 5:00 pm	322	7 hours	\$150
Tuesday							
Broker Responsibility in a Nutshell	Marcie	Roggow	12/8	9:00 am -12:00 pm	312	3 hours	Included
Easify 101	Terry	Watson	12/8	9:00 am -12:00 pm	302	3 hours	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 hours	Reg Plus
Mastering the Buyer Counseling Session	Randy	Templeman	12/8	9:00 am -12:00 pm	402	3 hours	Included
Realty Safety & Security: Agent and Client Personal Protection	Robert	Siciliano	12/8	9:00 am -12:00 pm	403	3 hours	Included
The Reverse for Purchase Mortgage	Roseann	Farrow	12/8	9:00 am -12:00 pm	308/309	3 hours	Included
Social Media for Real Estate	Juanita	McDowell	12/8	9:00 am -12:00 pm	303	3 hours	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 hours	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 hours	Included
CMA vs. Appraisal - What is the Difference?	Lewis	Rodin	12/8	2:00 pm - 5:00 pm	313	3 hours	Included
Finance & Regulation: They're Going to Change your World	Chandra	Hall	12/8	2:00 pm - 5:00 pm	403	3 hours	Included
Independent Contractor Status Under Fire	Bernice	Ross	12/8	2:00 pm - 5:00 pm	402	3 hours	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 hours	Included
Pricing Listings to Move Inventory	Joe	Meyer	12/8	2:00 pm - 5:00 pm	404	3 hours	Included
Risk Management: Information/Computer Security and Privacy	Robert	Siciliano	12/8	2:00 pm - 5:00 pm	421	3 hours	Included
There's a New Code in Town	Marcie	Roggow	12/8	2:00 pm - 5:00 pm	411/412	3 hours	Reg Plus
Wednesday							
Effective Counseling and Representation of Real Estate Clients	Bob	Giniecki	12/9	8:30 am - 5:00 pm	301	7 hours	\$10
2016-2017 USPAP Update	Jim	Murrett	12/9	8:30 am - 5:00 pm	313	6.5 hours	\$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 hours	Reg Plus
Collaborative Selling		Rossi	12/9	9:00 am -12:00 pm	303	3 hours	Included
Converting Open Houses Into Closed Transactions	Joe	Meyer	12/9	9:00 am -12:00 pm	415	3 hours	Included
Back to the Future - What the Mortgage Crisis has Taught Us	Debra	Killian	12/9	9:00 am -12:00 pm	417	3 hours	Included

Legal Lifesavers	Jackie	Leavenworth	12/9	9:00 am -12:00 pm	302	3 hours	Included
NYS Agency Relationships	Roseann	Farrow	12/9	9:00 am -12:00 pm	401	3 hours	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 hours	Included
There's a New Code in Town	Marcie	Roggow	12/9	9:00 am -12:00 pm	402	3 hours	Included
AVMs, RVMs, and Showing Consumers the Difference	Jeremias "JMan"	Maneiro	12/9	2:00 pm - 5:00 pm	312	3 hours	Included
Independent Contractor Status Under Fire	Bernice	Ross	12/9	2:00 pm - 5:00 pm	411/412	3 hours	Reg Plus
It's Not Who Showed the House: Understanding Procuring Cause	Marcie	Roggow	12/9	2:00 pm - 5:00 pm	402	3 hours	Included
Property Management Basics: What Every Real Estate Agent Should Know	Nancy	Mosca	12/9	2:00 pm - 5:00 pm	304	3 hours	Included
The Rate is WHAT? - What Every Agent and Buyer Needs to Know about Risk-Based Pricing	Debra	Killian	12/9	2:00 pm - 5:00 pm	417	3 hours	Included
Your Company Policy Manual - A Safety Net for Managing Risk	Roseann	Farrow	12/9	2:00 pm - 5:00 pm	403	3 hours	Included
Thursday							
AVMs, RVMs, and Showing Consumers the Difference	Jeremias "JMan"	Maneiro	12/10	9:00 am -12:00 pm	411/412	3 hours	Reg Plus
Real Estate and Ethics: The Only Way to Conduct Business	Diane	Disbrow	12/10	9:00 am -12:00 pm	302	3 hours	Included
The One Test You Don't Want To Fail	Roseann	Farrow	12/10	9:00 am -12:00 pm	303	3 hours	Included
Understanding and Applying Cap Rates in Residential Real Estate Investing	Thomas	Borowski	12/10	9:00 am -12:00 pm	313	3 hours	Included