

## November 2021

### Zoom Course Calendar

- November 1-** [CIRE 2021 Certification Program](#) with Edward Smith, Jr.  
[CIRE 101 – Office, Retail & Industrial Buildings, Leases/Green Concepts](#) with Edward Smith, Jr.
- November 3-** [Financing The Deal; Understanding The Mortgage Process\\*](#) with David Moore  
[RPR 201: Servicing Sellers with RPR Comp Analysis and Market Reports\\*](#) with Katheryn DeClerck
- November 4-** [Bias/Discrimination: How Is It Perceived\\*](#) with Dorothy Botsoe *(NEW!)*  
[Fair Housing for Today \(CORE REQUIREMENT\)\\*](#) with Carole McCann
- November 8-** [CIRE 102 – Investment Props: Financial Analysis, Taxes/Exchanges; Discrimination Issues](#) with Edward Smith Jr.  
[Matrix 1: Introduction to Matrix\\*](#) with Katheryn DeClerck
- November 10-** [CORE Day\\*](#) with Dorothy Botsoe
- November 11-** [Ethical Business Practices \(CORE Requirement\)\\*](#) with Peter Mallon
- November 15-** [CIRE 103 – Ethics and Agency; Land/Site Development/Invest/Bldg Commercial Business](#) with Edward Smith, Jr.
- November 16-** [Matrix 2: The Next Step into Matrix\\*](#) with Katheryn DeClerck
- November 17-** [Property Tax Grievance\\*](#) with Carole McCann
- November 18-** [Legal Update \(CORE REQUIREMENT\)\\*](#) with William O’Keeffe  
[Agency Update \(CORE REQUIREMENT\)\\*](#) with Carole McCann
- November 19-** [Etiquette- Ethics/1 hr. Agency \(CORE REQUIREMENT\)\\*](#) with Katheryn DeClerck
- November 22-** [RPR 202: Creatin an Exceptional Buyer Experience Using RPR\\*](#) with Katheryn DeClerck
- November 23-** [Matrix 3: Matrix to the Max\\*](#) with Katheryn DeClerck

\*Course qualifies for the Virtual Card



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