

January 2022

HGAR Classes are Currently Being Offered Via Zoom!

Please contact our Member Success Team with any questions!
support@hgar.com /914-681-0833

HGAR 22.5 Hour Virtual Education Card

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Zoom Course Calendar

- January 6- **[CORE Day*](#)** with William O’Keeffe & Dorothy Botsoe
- January 10- **[RPR 101: The Basics of RPR and RPR Mobile*](#)** with Katheryn DeClerck
[Fair Housing for Today \(CORE REQUIREMENT\)*](#) with Carole McCann
- January 12- **[Matrix 1: Introduction to Matrix*](#)** with Ismail Kolya
- January 13- **[Contracts to Closings*](#)** with William O’Keeffe
- January 14- **[Best Practices for Foreclosure and REO Properties*](#)** with Dorothy Botsoe
- January 18- **[Ethical Business Practices \(CORE Requirement\)*](#)** with Peter Mallon
- January 19- **[Financing the Deal; Understanding The Mortgage Process*](#)** with David Moore
[Matrix 2: The Next Step into Matrix*](#) with Ismail Kolya
- January 22- **[\(Transaction Desk\) Instanet Forms & Authentisign*](#)** with Katheryn DeClerck
[HomeSnap: How to Provide Exceptional Service w/ Fastest Growing Mobile Platform*](#) with Katheryn DeClerck
- January 24- **[RPR 201: Servicing Sellers with RPR Comp Analysis and Market Reports*](#)** with Katheryn DeClerck
- January 25- **[Pricing Strategies For Listings and Listing Presentations*](#)** with Katheryn DeClerck
[Legal Update \(CORE REQUIREMENT\)*](#) with William O’Keeffe
[Agency Update \(CORE REQUIREMENT\)*](#) with Carole McCann
- January 26 - **[Matrix 3: Matrix to the Max*](#)** with Ismail Kolya
- January 27- **[Co-Ops and Condos*](#)** with Barry Kramer

*Course qualifies for the Virtual Card

Upcoming Qualifying Courses for 2022

75 hr. Salescourse

Evenings

January 10 - February 24, 6:00pm-9:00pm (Some evenings 10:00pm)
Monday, Tuesday, Wednesday & Thursday's

NEW! Alternating Weekend Days

January 29 - March 27, 9:00am-4:00pm (Some days till 5:00pm)
Saturday & Sunday's

45 Hr. Broker Class

Week Days

February 1 - February 22, 9:30am-3:30pm (Some days 4:30pm)
Tuesday, Wednesday & Thursday's
(Includes 22.5 CE w/ Fair Housing and Agency)