

# March 2023 Course Schedule

via ZOOM

\*Course qualifies for the Virtual Card

- March 3-** [Anatomy of a House I: Roof, Ventilation, Insulation\\*](#) with Josef Fasolino
- March 10-** [Tax Deductions for the Real Estate Professional\\*](#) with Maureen McEnroe
- March 11-** [Matrix 1: Introduction to Matrix\\*](#) with LaVerne Brown-Williams (SATURDAY Class!)
- March 13-** [Fair Housing for Today \(CORE\)\\*](#) with Carole McCann
- March 14-** [Legal Update \(CORE\)\\*](#) with William O'Keeffe  
[Implicit Bias: How the Mind Makes Decisions Without You \(CORE\)\\*](#) with Robin White
- March 15-** [Cultural Competence: A Real Estate Perspective \(CORE\)\\*](#) with Katheryn DeClerck  
[Agency \(CORE\)\\*](#) with Katheryn DeClerck
- March 16-** [Ethical Business Practices \(CORE\)\\*](#) with Peter Mallon
- March 17-** [Anatomy of a House II: Heating Systems, Hot Water Systems, Fuels, Air Conditioning\\*](#) with Josef Fasolino
- March 18-** [Matrix 2: The Next Step into Matrix\\*](#) with LaVerne Brown-Williams (SATURDAY Class!)
- March 20-** [What Have You Done For Me Lately? How to meet seller expectations in a changing market\\*](#) with Katheryn DeClerck (NEW Class!)
- March 21-** [Understanding Assessments & Taxes/Due Diligence for Your Buyers & Sellers\\*](#) with Richard O'Donnell
- March 22-** [Working w/ Municipalities – Navigating the Assessors Office/Building Dept. Like a Pro\\*](#) with Katheryn DeClerck
- March 23-** [CIRE – Commercial and Investment Real Estate Certification Program](#) with Edward Smith, Jr. (4 sessions)
- March 25-** [Matrix 3: Matrix to the Max\\*](#) with LaVerne Brown-Williams (SATURDAY Class!)
- March 27-** [Buyers Confusions in a Transitioning Market\\*](#) with Katheryn DeClerck (NEW Class!)
- March 29-** [Buyers' Agent Strategy and Tools for the Current Market\\*](#) with Peter Mallon
- March 31-** [Anatomy of a House III: Plumbing and Electrical Systems\\*](#) with Josef Fasolino

## Sign up for the CORE Bundle and SAVE \$\$\$

Instead of signing up for your CORE Requirements separately, sign up for all 6 requirements and SAVE \$35!

Every Month will Include: Fair Housing, Legal Update, Implicit Bias, Cultural Competency, Agency & Business Ethics

**Check out the schedules Today!**

\*Bundle qualifies for the Virtual Card

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