



**GREATER BERGEN REALTORS®**  
CENTER FOR PROFESSIONAL DEVELOPMENT

**WINTER/SPRING**

**2026**

**COURSE  
CATALOG**



**GREATER BERGEN  
REALTORS®**

405 N. Midland Ave,  
Saddle Brook, NJ 07663



Office: (201) 244-7000



Education@GreaterBergenRealtors.com

**WWW.GREATERBERGENREALTORS.COM**

# My Courses



**CE Requirements:** Fair Housing: 1 Hour; Agency: 1 Hour; Ethics: 2 Hours; CORE: 2 Hours; and Elective/CORE: 6 Hours for a total of 12 Continuing Education Hours.

FAIR HOUSING (1 HOUR): \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

AGENCY (1 HOUR): \_\_\_\_\_  
\_\_\_\_\_  
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ETHICS (2 HOURS): \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

CORE (2 HOURS): \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

ELECTIVE/CORE (6 HOURS): \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Total: \_\_\_\_\_ Hours/Credits out of 12 CE Hours**



DESIGNATIONS/CERTIFICATIONS:  
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**NOTES:** \_\_\_\_\_  
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# Continuing Education

**MUST BE COMPLETED BY: APRIL 30, 2027  
TO AVOID THE REC FINE**

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**12 MANDATORY  
CREDITS**



**1 FAIR HOUSING & NJ LAW  
AGAINST DISCRIMINATION (FH)  
1 AGENCY (A)  
2 ETHICS (E)  
2 CORE (C)  
6 ELECTIVE/CORE (EL/C)**

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**GBR ZOOM/HYBRID REGISTRATION  
GO TO [HTTPS://EBOR.RAPAMS.COM](https://ebor.rapams.com)**

Login ID: Your NRDS ID  
Password: gbr

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**TRACK YOUR CE CREDITS  
GO TO [HTTPS://NJRECE.PSIEXAMS.COM/  
ACCOUNT/LOGIN](https://njrece.psiexams.com/account/login)**

• See Your CE Record      • FAQs For The Online System  
[NOTE: Give 48 Hours Before Checking Your CE Credits On The PSI Website]

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**NON-GBR CE CLASS OPTIONS  
GO TO [HTTPS://GBAR-REALTORS.THECESHOP.COM](https://gbar-realtors.theceshop.com)**

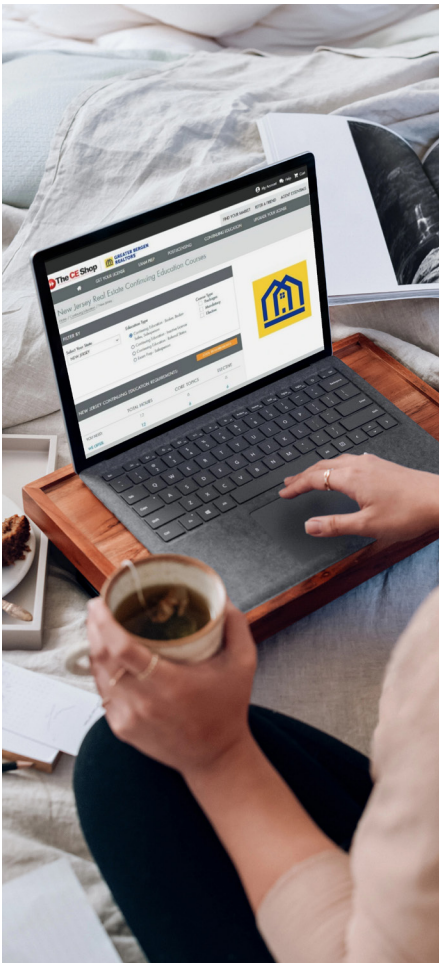
# CE Shop

## LOOKING FOR EVEN MORE CE EDUCATION OPTIONS?

Visit The CE Shop For Continuing Education  
Courses To Fit Your Schedule!

Go To: [HTTPS://GBAR-REALTORS.THECESHOP.COM](https://GBAR-REALTORS.THECESHOP.COM)

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**SCAN HERE TO  
VISIT THE CE SHOP!**

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PLEASE NOTE THAT  
**GREATER BERGEN REALTORS®**  
DOES ACCEPT THE NEW JERSEY  
CONTINUING EDUCATION PACKAGE  
WITH ETHICS COURSE TO MEET  
YOUR REALTOR® CODE OF ETHICS  
TRAINING REQUIREMENT.

**GREATER BERGEN REALTORS®**  
HAS ESTABLISHED AN AGREEMENT  
WITH THE CE SHOP TO PROMOTE  
ONLINE COURSE INFORMATION TO  
CONSUMERS AND  
REAL ESTATE LICENSEES.

**GREATER BERGEN REALTORS®**  
IS NOT THE DEVELOPER OF THESE  
COURSES AND IS SIMPLY PROVIDING  
A REFERRAL. ANY QUESTIONS  
REGARDING COURSE CONTENT  
OR TECHNOLOGY SHOULD BE  
DIRECTED TO THE CE SHOP.

**GREATER BERGEN REALTORS® MISSION STATEMENT:**  
WE EMPOWER THE SUCCESS OF THOSE WE SERVE BY  
FOCUSING ON CONNECTIONS, ADVOCACY,  
RESOURCES, AND EDUCATION.

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 **CE Continuing Education**

The Continuing Education (CE) Courses Are Designed To Meet The NJ Real Estate Commission Requirement. Each Licensee Must Take A Total Of **12 Credits Every 2 Years.**

**12 MANDATORY CREDITS** {

- 1 FAIR HOUSING & NJ LAW AGAINST DISCRIMINATION (FH)**
- 1 AGENCY (A)**
- 2 ETHICS (E)**
- 2 CORE (C)**
- 6 ELECTIVE/CORE (EL/C)**

**PLEASE NOTE:** The 12 mandatory credits **MUST** include a minimum of **6 Elective/Core with at least 2 credit hours of Ethics, at least 1 credit hour Fair Housing, and at least 1 credit hour of Agency.** The remaining CE credits can be in either Electives, Core, Fair Housing or Ethics.

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 **D&C Designations & Certifications**

The National Association of REALTORS® (NAR) Provide A Wide Range Of Programs And Services That Help Members Increase Their Skills, Proficiency And Knowledge.

Designations And Certifications Acknowledging Experience And Expertise In Various Real Estate Sectors Are Awarded By NAR And Each Affiliated Group Upon Completion Of Required Courses.

**PLEASE BE ADVISED:**  
**ALL CLASSES ARE HYBRID FOR MEMBERS AND NON-MEMBERS. ALL CLASSES ARE \$25.00 FOR MEMBERS AND \$35.00 FOR NON-MEMBERS UNLESS OTHERWISE NOTED.**

# Designations & Certifications



## **SRES®: SENIORS REAL ESTATE SPECIALIST® DESIGNATION**

FEBRUARY 26-27, 2026 | 9:00AM - 4:30PM

Instructor: Patricia Badia

**CREDITS: NJ 6 ELECTIVES** | The Seniors Real Estate Specialist® (SRES®) designation is for REALTORS® who want to be able to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties. By earning the SRES® designation, REALTORS® are prepared to approach mature clients with the best options and information for them to make life-changing decisions.

### WHAT DO YOU GAIN?

- Access to the online SRES® member database
- Access to the members-only section of the SRES® web site
- Consumer marketing materials
- Quarterly newsletter
- Marketing letters
- Scripts and concepts for contacting clients age 50+



## **CIPS DESIGNATION: AFRICA, ASIA, & AMERICAS**

MARCH 25-27, 2026 | 9:00AM - 4:30PM

Instructor: Alireza Memar

**CREDITS: NJ 7 ELECTIVE PER CLASS/ NY (HOURS PENDING)** | The Certified International Property Specialist (CIPS) designation is for REALTORS® from the United States and abroad, as well as association staff and volunteer leaders who wish to develop or grow their international real estate business. It will provide you with the knowledge, research, network, and tools to globalize your business.

**DISCLAIMER:** To receive the CIPS Designation as a whole, you must complete the two (2) core CIPS classes: Global Real Estate - Transaction Tools & Local Markets.

For information please visit this website: <https://www.nar.realtor/education/designations-and-certifications/cips-designation>



## **PSA: PRICING STRATEGY ADVISORS CERTIFICATION**

APRIL 30, 2026 | 9:00AM - 4:30PM

Instructor: Patricia Badia

**CREDITS: NJ 6 ELECTIVE / NY 6 HOURS** | The Pricing Strategy Advisor (PSA) certification is specifically designed to enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

### WHAT DO YOU GAIN?

- The purpose and benefits of CMAs, and how to guide clients through them
- Terminology of pricing and valuation
- The Code of Ethics as it relates to pricing
- How to identify appropriate comparables, and where to find information about them
- The role of supply and demand in pricing
- How to adjust comparables
- Specific challenges and special situations in making adjustments
- How to work with appraisers
- How to hone your pricing skills and practices



# Designations & Certifications

## Designation / Certification Course Cancellation Policy

*\* Cancellations and transfer requests must be submitted at least twenty-four (24) hours prior to start of class.*

- REFUNDS: Course cancellations which MAY result in a refund must be made in writing and emailed to **Education@GreaterBergenRealtors.com** for assessment.
  - o There is a \$50 cancellation fee for each class.
  - o Designation / Certification (D&C) courses are only transferable to comparable D&C courses.
  - o If GBR cancels the course, a full refund or transfer will take place.
- TRANSFERS: Will be considered upon written request. Send all requests to the Education Dept.
  - o Must take place within the current CE Cycle.
  - o Registration fees are transferable to an alternate and available D&C course.
  - o Limit of one (1) transfer per year; Must be used within the same year.
- LATE ARRIVAL: Those who are more than fifteen (15) minutes late to class will be subject to:
  - o Loss of class seat.
  - o **NO** refund or credits will be granted.
- NO SHOW Policy: Outcomes for a No Show (without twenty-four (24) hour notice) are as follows:
  - o **NO** Refund
  - o **NO** Transfers
- IN CASE OF EMERGENCIES – If there is a circumstance beyond a student's control in which the student isn't able to complete the course, such as a disabling illness, accident, or death in the immediate family, GBR shall meet with the student and come to an agreement that is fair to both parties.

# Continuing Education



**2E/  
1A/  
1FH**

**2 ETHICS/  
1 AGENCY/  
1 FAIR HOUSING**

## CODE OF ETHICS & AGENCY & FAIR HOUSING

Tuesday, February 17, 2026 –

9:00am to 1:00pm

Instructor: Evelyn Paladino

**Virtual Only  
Via Zoom**

**SPONSORED BY:**



**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | Real estate agents today need to clearly understand the issues around Fair Housing. This course gives key information about topics such as discrimination, steering, blockbusting, and more. It also explains the 17 articles of the REALTOR® Code of Ethics, which cover duties to your peers, the public, and clients. With the agency facing new federal regulations, this course provides a clear explanation of the steps agents must take to demonstrate value and comply with industry requirements. It meets the requirements of the Real Estate Commission N.J.A.45:15-16.2E of the Act.



**3C**

**3 CORE**

## PERSONAL FINANCIAL PLANNING FOR REAL ESTATE AGENTS

Friday, February 20, 2026 –

9:00am to 12:00pm

Instructor: John Kuhn

**Virtual Only  
Via Zoom**

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | This course provides an overview of what agents need to know to manage their personal finances as a real estate professional. It covers self-employment income, tax strategies, insurance, retirement plans, investing, wealth management strategies, asset and liability protection, estate planning concerns, goal setting, and more. This course is designed to help new agents who are getting started as well as established agents who are growing their wealth, to those who have made it, and want to keep it.



**3A**

**1 AGENCY/  
2 CORE**

## AGENCY: HOW DO WE DEFINE IT?

Friday, February 20, 2026 –

1:00pm to 4:00pm

Instructor: Evelyn Paladino

**Virtual Only  
Via Zoom**

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | This course provides a comprehensive understanding of agency relationships as defined by the New Jersey Consumer Information Statement. Students will have the opportunity to understand the roles, responsibilities, and duties associated with Sellers' Agency and Buyers' Agency. The course also explains their place in Designated Agency, Disclosed Dual Agency, and Transaction Brokerage. Participants will be able to differentiate between the aspects of each agency relationship. They will learn to fulfill their duties, uphold transparency, and maintain professionalism in every transaction.



# Continuing Education



## REAL ESTATE LITIGATION AND THINGS THAT CAN KILL A SALE

Tuesday, February 24, 2026 – 9:00am to 12:00pm

Instructor: Dan Barli (Virtual) from 



**FREE FOR ALL GBR MEMBERS ONLY** | Have you ever had a transaction go wrong and wondered what you could do to help your clients? This course teaches you various options clients have when a real estate transaction does not successfully close or is canceled by the other party. Learn different tactics to help your clients get the help they need. Position yourself as a valued advisor even when things do not go their way. Learn when to suggest to your client to take legal action based on their situation, including measures for specific performance, orders to show cause or general litigation matters.



## MORTGAGE 101

Friday, March 6, 2026 – 9:00AM to 12:00pm

Instructor: Sheetal Sawhney (Virtual) from 



**FREE FOR ALL GBR MEMBERS ONLY** | This course will provide an understanding of pre-approvals and the role real estate agents play; a study of condominium financing and discussions of various types of mortgages available today.

- FHA
- VA
- 203k guidelines
- 2023 updates for conventional mortgage options including affordable loans
- Adjustable-rate mortgage
- Rate buy down
- Non-qualified mortgages – perfect for self-employed buyers
- Condo financing and red flags
- Mortgage prequalification versus mortgage preapproval
- Trid



## IRC & 1031 TAX DEFERRED EXCHANGES OF REAL PROPERTY

Friday, March 6, 2026 – 1:00pm to 3:00pm

Instructor: John Lee from 



**FREE FOR ALL GBR MEMBERS ONLY** | This course is designed to provide real estate agents with not only an overview of IRC §1031 Like-Kind Exchanges but also provide winning strategies to leverage the most powerful tax deferral mechanism in real estate. The course will also cover the benefits of utilizing a 1031 and tips to maximizing property owners' portfolio and learn how to seamlessly close an exchange within the Federal and State IRS guidelines.

Under IRC §1031 and the deferred exchange regulations, a taxpayer can defer hefty capital gains taxes by selling his relinquished property and acquiring replacement property at a later date, and provided that all of the rules are followed, the transaction is considered an exchange rather than a sale followed by a purchase. For this to happen, the taxpayer cannot have actual or constructive receipt of the proceeds from the sale (the "exchange funds").



# Continuing Education



**3 ELECTIVE**

## UNDERSTANDING CREDIT & CREDIT REPAIR

Wednesday, March 11, 2026 – 9:00am to 12:00pm

Instructor: Doug Vairo (Virtual)

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | In this course, we will focus on the Fair Credit Reporting Act. This will help real estate licensees understand everything about credit reports. You will gain a firm understanding about credit, ranging from how credit scores are created and used, to sample letters used to correct inaccurate information.

Fair and equitable treatment in credit and real estate transactions is a right by law. The United States Congress and your state legislatures have made it clear that ensuring everyone equal access to their credit report is an important goal for our society. REALTORS® will benefit greatly from the knowledge they gain from this class.



**3 AGENCY**

## AGENCY IS AN OLD CAR

Wednesday, March 11, 2026 – 1:00pm to 4:00pm

Instructor: Doug Vairo (Virtual)

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | This course is designed to teach the Real Estate professionals the basics of Agency. Agents will walk away understanding how important Agency is in a transaction. The student will also remember KEY parts of Agency using the acronym O.L.D C.A.R. Students will also learn WHO they represent in a transaction and why their FIDUCIARY responsibility needs to be followed.



**2E/  
1A/  
1FH**  
2 ETHICS/  
1 AGENCY/  
1 FAIR HOUSING

## CODE OF ETHICS & AGENCY & FAIR HOUSING

Monday, March 23, 2026 – 9:00am to 1:00pm

Instructor: Evelyn Paladino

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | Real estate agents today need to clearly understand the issues around Fair Housing. This course gives key information about topics such as discrimination, steering, blockbusting, and more. It also explains the 17 articles of the REALTOR® Code of Ethics, which cover duties to your peers, the public, and clients. With the agency facing new federal regulations, this course provides a clear explanation of the steps agents must take to demonstrate value and comply with industry requirements. It meets the requirements of the Real Estate Commission N.J.A.45:15-16.2E of the Act.



# Continuing Education



## THE REAL ESTATE CONTRACTS, MORE THAN JUST FILLING IN THE BLANKS

Monday, March 23, 2026 – 1:00pm to 4:00pm

Instructor: Evelyn Paladino

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | The student will understand the importance of working as a Buyer's Agent. Course topics include: explaining the value of a Buyer Presentation Meeting, guiding the buyer through each step of the process, building a sphere of influence by reviewing necessary forms, fully explaining the contract of sale, and clarifying the entire home purchasing process and what to expect.



## FINANCIAL LITERACY

Thursday, March 31, 2026 – 9:00am to 12:00pm

Instructor: Robert Oppenheimer

**\$15 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | This course provides real estate professionals with a practical foundation in financial literacy for both business and personal use. Topics include budgeting, debt management, tax considerations specific to real estate, savings and investment strategies, retirement planning, and estate planning essentials. Participants will gain a clearer understanding of how financial decisions impact long-term stability, productivity, and retirement readiness. The course also emphasizes how improved financial literacy enhances a REALTOR®'s ability to guide clients through the financial aspects of homeownership.



# Continuing Education



## HOME BUYERS...LICENSE, LAW AND BEST BUSINESS PRACTICES

Thursday, April 9, 2026 – 9:00am to 12:00pm

Instructor: Evelyn Paladino

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | This class will demonstrate how important students need to understand the Initial Buyer Consultation and the ability to present to the client. "Your words are your Value". Learn the importance of the Buyer Agent Compensation, and how to properly communicate and sign this important document. In addition, you will learn about the 2024 Consumer Enhancement Act, how the Agency is designated, and the Consumer Information Statement! Initial presentation, either by zoom, telephone, or in-person, is key to showing your value towards clients. More key takeaways from this class will include:

- What's the Difference between Pre-Approval and Pre-Qualification?
- Home Inspections.
- Sellers Property Disclosure Forms. and much more.



## BIAS OVERRIDE

Thursday, April 9, 2026 – 1:00pm to 4:00pm

Instructor: Rhoda Moss-Latimer



**\$35 FOR GBR MEMBERS / \$45 FOR NON-MEMBERS** | Bias Override: Overcoming Barriers to Fair Housing helps real estate professionals interrupt stereotypical thinking so they can avoid fair housing pitfalls and provide equal professional service to every customer or client. Participants will examine the history of bias in real estate, learn about the mind science of identity, study how implicit bias can result in fair housing violations, and engage in interactive exercises to enhance communication skills and business relationships with clients of all backgrounds. At the conclusion of the course, participants will be able to:

- Explain how implicit bias may result in violations of Fair Housing laws and industry ethics.
- Identify interventions to prevent implicit bias, identity anxiety, and stereotype threat from influencing behavior.
- Increase personal motivation to confront these phenomena in their business and community.



# Continuing Education



## CODE OF ETHICS & AGENCY & FAIR HOUSING



Friday, April 10, 2026 – 9:00am to 1:00pm  
Instructor: Evelyn Paladino & Rhoda Moss-Latimer

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | Real estate agents today need to clearly understand the issues around Fair Housing. This course gives key information about topics such as discrimination, steering, blockbusting, and more. It also explains the 17 articles of the REALTOR® Code of Ethics, which cover duties to your peers, the public, and clients. With the agency facing new federal regulations, this course provides a clear explanation of the steps agents must take to demonstrate value and comply with industry requirements. It meets the requirements of the Real Estate Commission N.J.A.45:15-16.2E of the Act.



## CODE OF ETHICS & AGENCY & FAIR HOUSING




Friday, April 24, 2026 – 9:00am to 1:00pm  
Instructor: Evelyn Paladino & Rhoda Moss-Latimer

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | Real estate agents today need to clearly understand the issues around Fair Housing. This course gives key information about topics such as discrimination, steering, blockbusting, and more. It also explains the 17 articles of the REALTOR® Code of Ethics, which cover duties to your peers, the public, and clients. With the agency facing new federal regulations, this course provides a clear explanation of the steps agents must take to demonstrate value and comply with industry requirements. It meets the requirements of the Real Estate Commission N.J.A.45:15-16.2E of the Act.



## MORTGAGE BASICS FOR REALTORS®



Tuesday, April 28, 2026 – 9:00am to 12:00pm  
Instructor: Luke Chamberlin from 

**FREE FOR ALL GBR MEMBERS ONLY** | This course will allow REALTORS® to become familiar with the workings of the mortgage industry. Students will learn the methods of qualifying borrowers as well as an explanation of the terms used by mortgage professionals. Additionally, this course will cover the mortgage process from a high-level and discuss why it is essential for REALTORS® to understand how the mortgage industry works.



# Continuing Education



**3E**  
**3 ELECTIVE**

## SHORT SALES: NAVIGATING THROUGH MUDDY WATERS

Friday, May 8, 2026 – 9:00am to 12:00pm

Instructor: Dan Barli (Virtual) from **BARLI LAW**



**FREE FOR ALL GBR MEMBERS ONLY** | This course will educate students on the Details of a Short Sale Transaction and how to Manage each party's expectations. Learn more about the current market conditions and why short sales will be prevalent with the changing economy. This course will cover Agent Liability and Responsibilities and Negotiating with Banks to Speed Up the Process. At the end of this course, you will have the tools to ensure you give the proper advice to your client, whether the buyer or seller, and protect yourself in the process.



**3E**  
**3 ELECTIVE**

## REAL TRUTH ABOUT REVERSE MORTGAGES

Wednesday, May 13, 2026 – 9:00am to 12:00pm

Instructor: Doug Vairo (Virtual)

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | Although Reverse Mortgages have been around for more than 20 years in the United States, there remains a wide gap between how the program truly works and the knowledge of even the most seasoned REALTORS® and Mortgage Loan Officers. That lack of knowledge translates to a poor understanding of the homeowner and the many great benefits available to them.

Course Takeaways:

- Learn about the two different types of Reverse Mortgages.
- Purchase Reverse and Refinance Reverse.
- The inner workings of a Reverse Mortgage in areas ranging from borrower qualifications.
- And, the six ways they qualify to receive their money.



**3E**  
**3 ELECTIVE**

## CONTRACT TO CLOSING FROM A REAL ESTATE PERSPECTIVE

Wednesday, May 13, 2026 – 1:00pm to 4:00pm

Instructor: Doug Vairo (Virtual)

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | This course will teach REALTORS® how to close more sales by better understanding not only the basics but also the details of the real estate life cycle and the role of the Attorney on key elements of the transaction. Ranging from the following:

- Pre-Contract.
- The Contract.
- Title Insurance, The Survey and The Mortgage Commitment.
- Closing Preparation.
- Closing.



# Continuing Education



## OVERCOMING OBSTACLES IN THE SALE AND MARKETING OF OIL-HEATED LISTINGS

Friday, May 15, 2026 – 10:00am to 12:00pm

Instructor: Susan Janett from Oil Heat Pros

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | This class, led by Susan Janett, will cover how to identify indicators of a buried oil tank, including three key warning signs that a tank may be at imminent risk. Participants will also learn about oil tank replacement options and associated costs, enabling you to confidently share this information with your customers.

Topics Include:

- How to effectively discuss antiquated heating systems while still moving toward a contract.
- Key factors that influence heating oil prices.
- Best practices for addressing both aboveground and underground tank issues, and more.



## THE DO'S AND DON'TS OF REAL ESTATE

Monday, May 18, 2026 – 1:00pm to 4:00pm

Instructor: Evelyn Paladino

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | Understanding the many aspects of a real estate transaction. The student will be provided with all the do's and don't of how and when to navigate through a real estate transaction with the guidelines of the License Law. Everything from Marketing concepts -to forms representations and presentation, contractual obligations navigating both buyer and seller through and much more.



## CODE OF ETHICS & AGENCY & FAIR HOUSING

Monday, May 28, 2026 – 9:00am to 1:00pm

Instructor: Evelyn Paladino

**\$25 FOR GBR MEMBERS / \$35 FOR NON-MEMBERS** | Real estate agents today need to clearly understand the issues around Fair Housing. This course gives key information about topics such as discrimination, steering, blockbusting, and more. It also explains the 17 articles of the REALTOR® Code of Ethics, which cover duties to your peers, the public, and clients. With the agency facing new federal regulations, this course provides a clear explanation of the steps agents must take to demonstrate value and comply with industry requirements. It meets the requirements of the Real Estate Commission N.J.A.45:15-16.2E of the Act.





**GREATER BERGEN REALTORS®**  
CENTER FOR PROFESSIONAL DEVELOPMENT

# START AND GROW YOUR REAL ESTATE CAREER HERE



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- ✓ Only \$895.00 (Regularly \$995.00)
- ✓ Includes All Course Materials & Book
- ✓ Hybrid Learning (Your Choice: In Person Or Virtual)

This Accelerated Format Is Ideal For  
Licensed Agents Ready To Grow!

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**TAKE YOUR CAREER TO THE NEXT LEVEL WITH \$100.00 OFF!**

For Any Questions,  
Please Contact Us At (201) 244-7000 OR  
Email: [Education@GreaterBergenRealtors.com](mailto:Education@GreaterBergenRealtors.com)

405 N. Midland Ave, Saddle Brook, NJ 07663  
**[www.RealtorEducationCenter.com](http://www.RealtorEducationCenter.com)**



# GREATER BERGEN REALTORS®

Please Contact The Education Department  
With Any Questions

**Education@GreaterBergenRealtors.com**

**WWW.GREATERBERGENREALTORS.COM**

**(201) 244-7000**

