

COMING THIS OCTOBER

FRESH SUMMIT

free REALTOR® education starts here

October 5

10-11 a.m.

Five Steps to a Healthier Perspective

Christine Hansen, AHWD, C2EX, CIPS, CRB, GRI, Broker-Owner, Century 21 Hansen Realty

In this engaging session, Christine Hansen will lead you through a step-by-step plan to reshape and reinforce healthier perspectives that will ultimately lead to a more enriched life.

Often times, our ideas of success can block us from truly achieving the balance we desire and render our achievements hollow. This session is designed to explore what drives you and reveals valuable techniques to meet the challenges of life.

2-3 p.m.

Real Estate Safety Matters: Safe Business = Smart Business

Amy DeBellis, Director of Training, Prominent Properties Sotheby's International Realty

This course hopes to instill safety awareness and habits as second nature so real estate professionals—as well as their clients and customers—know how to avert or respond to dangerous situations and avoid harm as they practice their profession.

CE: 1 Core CE credit

October 8

9:30-10:30 a.m.

The Ten Hottest Issues You Have to Understand to Avoid Lawsuits

Barry Goodman, Esq., Greenbaum, Rowe, Smith & Davis, LLP

Join New Jersey Realtors® legal counsel Barry Goodman, Esq., who will cover a variety of relevant real estate topics and help you develop risk management techniques that can be immediately implemented.

CE: 1 Core CE credit

(NOTE: This will be livestreamed from Realtor®-palooza.)

11:30 a.m.-12:30 p.m. Current Issues in NJ Real Estate

Jarrod Grasso, RCE, CEO, New Jersey Realtors®; Jeff Jones, President, New Jersey Realtors®; Robert White, President, Elect, New Jersey Realtors®; Nick Manis, First Vice President, New Jersey Realtors®; Kathleen Morin, Treasurer, New Jersey Realtors®; Angela Sicoli, Immediate Past President, New Jersey Realtors®

This informative update provides real estate professionals with current information on trending industry topics that can be incorporated into everyday business. Join New Jersey Realtors® Leadership Team and CEO for an insightful discussion on the state of the industry followed by a Q&A session with the audience.

CE: 1 core CE credit

(NOTE: This will be livestreamed from Realtor®-palooza.)

October 22

10-11 a.m.

New Jersey's Clean Energy Program Incentives

John Sousa, Outreach Account Manager, NJ Clean Energy Program

The most up to date program information on mandates from the Clean Energy Act, rebate and financial incentive program changes and how they will impact you and your clients.

CE: NJ CE pending

October 27

9:30 a.m.-3:30 p.m.

New Jersey Women: That's Who We R!

Speakers TBD

Third annual Women's Conference, sponsored by New Jersey Realtors® & Women's Council of Realtors®-New Jersey, to support personal and professional development for a diverse group of women, from new professionals to entrepreneurs to senior corporate directors. Inspirational leaders will speak on a variety of topics to empower women to take their careers to the next level.

October 29

2-3 p.m.

Ambassadors of the American Dream

Paula Monthofer, ABR, e-PRO, GRI, Sole Proprietor, Focus School of Real Estate

This uplifting session reminds us of both the supreme privilege and enormous responsibility we have as frontline ambassadors of the American Dream. People's hopes and dreams for their lives dwell in our day-to-day details. We share actionable ways we can uphold the promise we give in our pre-amble to become the best ambassadors we can. It's time we remember our worth. When we stand taller we see further how to best serve. ■

*as of 8/11/21