

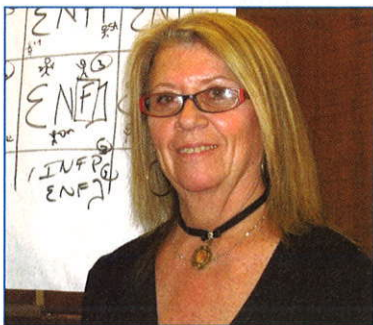
CERTIFIED REAL ESTATE ADVISOR (CRA) PROGRAM RAISES THE BAR ON EDUCATION

Professor Esther Muller, co-founder of the Real Estate Academy, in association with the Graduate School of Business at Touro College, provides her CRA students with the best speakers to teach and inspire them. The purpose of the curriculum is to increase the quality and amount of education for real estate agents, helping them to the next level of their careers.

A few words about the class from those enrolled: “Each week at Esther’s class, I meet another person who shows you that

hard work and perseverance pay off, that you should always be seeking to improve yourself, and that surrounding yourself with a successful team is paramount. They are great classes; everyone should take them,” said Jon Goodell.

“The end-result is definitely that of a more professional agent, with improved value to clients, especially in this Digital Era!” said Chet London. And “Esther is a dynamic teacher with contagious energy, and a living example that all business is really about relationships and trust,” said Sarah Saltzberg. ■



Professor Esther Muller, Co-Founder of the Real Estate Academy and Certified Master Coach



Guest speaker Ana Maria Sencovici discussed blogging as a branding venue. Ms. Sencovici is a blogger for the Margolis Advisory Partners. TheApplePeeled.com



Certified Real Estate Advisor (CRA) class members Anoop Punjabi and Cheryl Julien, with guest speaker Gordon Hoppe of Corcoran Sunshine Marketing; and Professor Esther Muller



Professor Esther Muller with guest speaker, Greg Easton from Kahr Real Estate



Professor Esther Muller with CRA students Ivan Prochko, Nicole Dallis and Britney Hatcher, all City Connections Realty agents



Professor Esther Muller with guest speaker Howard Margolis, Prudential Douglas Elliman



Guest speaker Andrew Hinkley, branding and marketing expert for the Plaza Hotel, with Professor Esther Muller, Certified Master Coach



Prof Esther Muller with special guest speaker, Richard Dickson, President and Chief Executive Officer Branded Businesses of Jones Apparel Group, Inc.



Lars Bye, coach and guest speaker with CRA student real estate agent Daniel Dmitry Kramp



Guest speaker Lars Bye



Guest speaker Matthew Rolnick, with Con Edison's "Multifamily Energy Efficiency Program," Professor Esther Muller, and guest speaker Jerry Feeney, residential real estate attorney



Tuval Mor, City Connections Realty; guest speaker C. Jaye Berger, Esq., attorney at law; Don Mann, City Connections Realty; Professor Esther Muller; and Doug Hochlerin, City Connections Realty



Advisory-Based Selling, guest speaker Michelle Shirian, of Shirian Communications



Michael Spampinato, Marketing Director, Graduate School of Business at Touro College and Ramon Ray, SmallBizTechnology.com



Michael Spampinato, Professor Esther Muller, and Dawn Doherty, StreetEasy.com



Michael Williams, PhD, with guest speaker Michele Conte, Senior Vice President, Associate Broker, The Corcoran Group



Randy Baruh, Sarah Saltzberg, and Jon Goodell



Michael Williams, PhD, Dean and Michael Spampinato with Mardy Sitzer, Bumblebee Design and Marketing



Guest Speaker Rolan Shnayder, Director of New Development Lending, Home Owners Mortgage Express
Photo Credit: Karen Loew



Guest speaker Stan Ponte, Associate Broker, Sothebys, with CRA students Shira Averbuch and Sarah Saltzberg



Dan Howald, Steven Biegel and Corey Gottlieb, social Networking guest presenters from Scarlet Heifer, LLC.