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The Cusack Center Events & Classes

Your Independent Source for Need-to-Know Housing Trends & Issues

February 2012

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Newsworthy Notes



The Cusack Center is pleased to announce that Tom Cusack has been invited to join the NYS Department of State Bureau of Educational Standards panel charged to review the existing Broker curriculum. This advisory panel will review and

Never Enough Time for Continuing Education?

No excuses this year.....February 29th is your extra day! Join us for this special Leap Year event and use the Customer Appreciation Coupon below when you preregister!

Vacant Land Valuation

January 20th: Meets 9:00 AM - 4:30 PM



Click Image For Video!

7.5 Hour NYS CE for Real Estate & Appraisal. Course Fee: \$75.00.
Meets January 20, 9:00 AM - 4:30 PM.

Add a new dimension to your practice! Learn about the tools and documents that define the art of land valuation. Explore attributes that contribute to

value, including timber, mineral rights, wind rights & easements and how tax assessments can be affected. Open to the public.

Speaker Profile: Steve Andrews, owner of Independent Timber Appraisal Services, brings over 25 years of experience to the discussion of land valuation. His services include locating & establishing property boundaries, providing topography, soil type, vegetation and wildlife habitat reports. He appraises current standing timber and predicts future capital timber value. His evaluations include determining highest and best use of subject properties for sellers, buyers and land speculators. He also speaks to the valuation of wind and mineral rights, leases and contracts.

recommend modifications to the current mandated syllabus. "It is certainly an opportunity to contribute to the knowledge base of practicing real estate brokers" commented Cusack "and it is certainly beneficial to have someone from Upstate New York contributing to decisions about this course content", he concluded.



Home Inspection Winter Evening Series

Module #2
Inside the Envelope;
Interior, Insulation,
Ventilation & Electrical
Systems

Starts February 7th
Meets Tues & Thurs
5:15 PM - 10:15 PM
Course Fee: \$450.00

Module #3
Mechanicals of the
House; Heating, Cooling
& Plumbing

Starts February 28th
Meets Tues & Thurs
5:15 PM - 10:15 PM
Course Fee: \$450.00

*Part of the 140-Hour Home
Inspection Qualifying Series for
NYS Licensing.*

Modules may be taken in any
order. Prerequisites: None.

Housing Patterns & Fair Housing Laws January 27th: Meets 9:00 AM - 12:45 PM



discussed.

Speaker Profile: Tom Cusack: shares his interactive teaching style, developed with hundreds of students over 38 years of experience in his WNY classrooms.

3 .75 Hour NYS CE for Real Estate & Appraisal CE. Course Fee: \$40.00. Meets January 27, 9:00 AM -12:45 PM. Instructed by Tom Cusack. Compliance with Fair Housing laws at the federal, state & local levels will be the focus of this discussion. Background, current cases & housing issues will be

Why Zoning Matters in Real Estate Transactions February 3rd: Meets 9:00 AM - 4:30 PM



[Click for Video!](#)

7.5 Hour NYS CE for Real Estate & Appraisal. Course Fee: \$75.00. Meets February 3, 9:00 AM -4:30 PM.

Get a behind the scenes glimpse into common land use control practices that impact the use and value of both residential & commercial property. Land use regulations, environmental requirements; and how municipalities differ in policy will be discussed. Open to the public.

Speaker Profile: Jo Nasoff-Finton engages in planning and consulting for the ECIDA and other not-for-profit corporations such as the Roycroft Campus Corporation. She achieved the degree of M.S. in Urban & Regional Planning and holds the national certification of the American Institute of Certified Planners

Financing, Housing Values & The Credit Market February 29th: Meets 9:00 AM - 4:30 PM



7.50 Hour NYS CE for Real Estate & Appraisal. Course Fee: \$75.00. Meets February 29, 9:00 AM -4:30 PM.

Revisit current value trends and market conditions. Residential valuation, current lending practices and foreclosure impact upon market



Home Inspection Winter Evening Series

Field Inspections Module #5

Starts February 4th
Meets Saturdays
8:30 AM - 1:30 PM
Course Fee: \$895.00

Part of the 140-Hour Home
Inspection Qualifying Series for
NYS Licensing.

Modules may be taken in any
order. Prerequisites: None.

Buffalo Walks with Chuck LaChiusa coming in April!



Click for Talks & Tours

New Walks for 2012
Millionaires Row
Downtown Delaware
Central Park
Historic Allentown
East Aurora

**Real Estate
Transactions,
Consulting Services
&**

value will be considered. Strains on municipal resources become an unexpected part of the discussion. Almost 4 years later, have we found solutions to the housing market? Open to the public.

Speaker Profile: **Tom Cusack & Guests:** share in this interactive discussion of current events and market conditions.

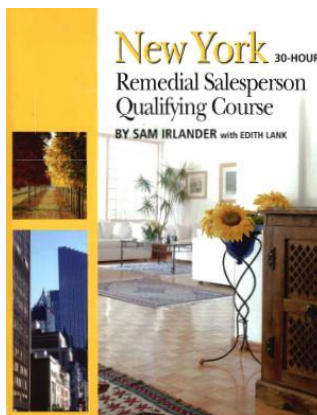
**Save
15%**

Customer Appreciation Coupon!

This coupon must be printed and presented with registration form for Financing, Housing Values & the Credit Market. This coupon is non-transferable & cannot be redeemed for cash. It cannot be used as a credit toward future courses if registration for this course is cancelled on or before the event date.

Offer Expires: 2/29/2012

NY Real Estate 30-Hour Remedial (Gap) Course Evenings & Saturdays Program Starts January 28th

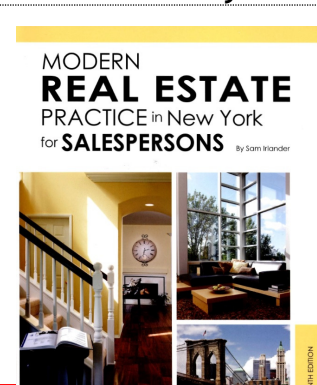


NYSalesperson's Remedial Gap Course:
\$249.00 includes textbook.
Sessions start Saturday January 28, 8:30
AM- 4:45 PM Saturdays & 5:30 PM- 10:30
PM Mon & Wed. Approved for 22.5 hours
of Real Estate CE, but does not include
3-Hour Fair Housing requirement.

This course covers modifications to the
NY Licensing syllabus which became
effective July 2008 and must be taken by
salespersons licensed prior to July 2008
who wish to obtain a NY Broker's License.

Topics include Contract Preparation, Predatory Lending, Pricing
Property, Municipal Agencies, Property insurance, Taxes &
Assessments, Condominiums & Cooperatives, Commercial &
Investment Properties, Income Tax Issues, Mortgage Brokerage and
Property Management. This program is instructor-led by Tom Cusack.

NY Salesperson's 75-Hour Qualifying Course Accelerated Daytime Program - Starts February 6th



NY Salesperson's Licensing Course:
\$549.00 includes Text & Review
Manual. Starts on February 6th through
the 17th. Meets Monday through Friday,
9:00 AM - 5:00 PM.

This course meets the current NYS
standards for real estate licensing and
covers the 75-Hour syllabus
which became effective July 1, 2008.

Short Sale Specialist

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 Hughes & Wray
 Attorneys at Law

63 Kenmore Avenue #1
 Buffalo, NY 14226
 Office: 716-856-0400

Quick Links...

- CE Courses
- Licensing Courses
- Course Registration
- Driving Directions

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More Quick Links...

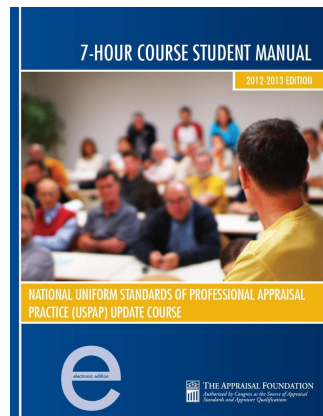
- Online Real Estate CE
- NYS Home Inspection Licensing
- NYS Appraisal Licensing
- Florida Real Estate Licensing

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Our proven learning system offers thorough preparation for the NY State licensing exam and is led by real estate expert, Tom Cusack, who shares his interactive teaching style, developed with hundreds of licensing candidates over 38 years of experience in his WNY classrooms.

2012 - 2013 7-Hour National USPAP Update Daytime Class February 7th



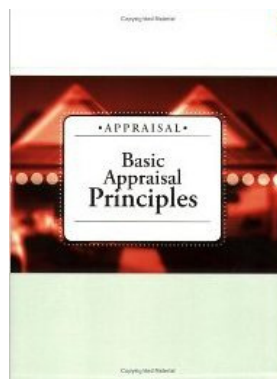
The National USPAP Update course is a 7-Hour requirement for existing appraisers. May also be taken by Assessors to satisfy the ethics requirements. Course cost: \$219.00 includes text materials.

Meets February 7, from 8:30 AM to 5:00 PM, no exam. Course prerequisite: Existing appraisers only. Certified USPAP Instructor: John P. Zukowski

Speaker Profile:

John P. Zukowski, MAI, SRA, IAO, NYS Certified General Appraiser and experienced USPAP instructor. John is the owner of Arrow Appraisal Services, a Division of ENPM, providing residential, commercial and industrial valuations, expert witness testimony, among other consultancy offerings.

Residential Appraisal - R-5 Basic Appraisal Principles Daytime Classes Start February 7th

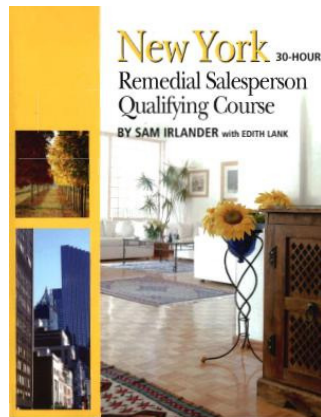


The NY Residential Appraisal Qualifying Series begins daytime sessions with R-5: Basic Appraisal Principles, a 30-Hour program, starting February 7. This course meets on Tuesdays & Wednesdays, from 8:30 AM to 4:30 PM for 4 sessions & exam. The appraisal series may be taken on a "pay-as-you-go" basis, or prepaid for a discounted bundle price on the entire series.

Course fee: \$439.00 includes textbook, which is available at time of class. For more information on the NYS Appraisal Qualifying Requisites go to Quick Links section of this newsletter.

Appraisal certification courses may now be taken in any sequence.

NY Real Estate 30-Hour Remedial (Gap) Course Accelerated Daytime Program Starts February 14th

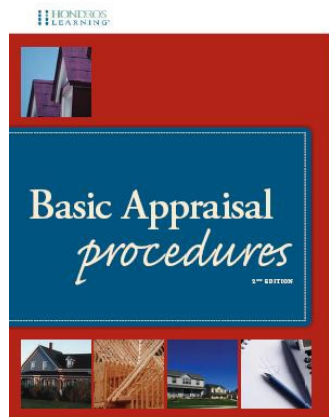


NY Salesperson's Remedial Gap Course: \$249.00 includes textbook. Evenings sessions starts February 14th, 9:00 AM - 5:00 PM, and meets February 14, 15, 16 & 17. Approved for 22.5 hours of Real Estate CE, but does not include 3-Hour Fair Housing requirement.

This course covers modifications to the NY Licensing syllabus which became effective July, 2008 and must be taken by salespersons licensed prior to July 2008 who wish to obtain a NY Brokers License.

Topics include Contract Preparation, Predatory Lending, Pricing Property, Municipal Agencies, Property insurance, Taxes & Assessments, Condominiums & Cooperatives, Commercial & Investment Properties, Income Tax Issues, Mortgage Brokerage and Property Management. This program is instructor-led by Tom Cusack.

Residential Appraisal - R-6 Basic Appraisal Procedures Daytime Classes Start February 21st



The NY Residential Appraisal Qualifying Series continues daytime sessions with R-6: **Basic Appraisal Procedures**, a 30-Hour program, starting February 21. This course meets on Tuesdays & Thursdays, from 8:30 AM to 4:30 PM for 4 sessions & exam. The appraisal series may be taken on a "pay-as-you-go" basis, or prepaid for a discounted bundle price on the entire series.

Course fee: \$439.00 includes textbook, which is available at time of class. For more information on the NYS Appraisal Qualifying Requisites go to Quick Links section of this newsletter.

Appraisal certification courses may now be taken in any sequence.

NY Salesperson's 75-Hour Qualifying Course Evenings & Saturdays Program - Starts February 27th



NY Salesperson's Licensing Course: \$499.00 includes Text & Review Manual. Starts **February 27**. Meets Monday & Wednesday 5:30 PM - 10:30 PM, Saturday 8:30 AM - 4:45 PM.



This course meets the current NYS standards for real estate licensing and covers the 75-Hour syllabus which became effective July 1, 2008.

Our proven learning system offers thorough preparation for the NY State licensing exam and is led by real estate expert, Tom Cusack, who shares his interactive teaching style, developed with hundreds of licensing candidates over 38 years of experience in his WNY classrooms.

"Featured Notable Quote"

"A person with a new idea is a crank until the idea succeeds."

- Mark Twain

Cusack Center thanks you for your continued patronage!

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