



ELMIRA CORNING REGIONAL  
ASSOCIATION OF REALTORS®

Seating is limited and will be offered on  
a first-come, first-served basis.

**\*Virtual Protocols-**

In order to participate, you will  
need a device with a camera and  
audio. You will want to be famil-  
iar with the basics of zoom: au-  
dio, video and chat box.

A staff member will be monitor-  
ing your participation throughout  
the program. Knowing that the  
instructor, moderator, and fellow  
students will be able to see you,  
please dress appropriately. In  
order to receive credit you must  
attend the entire session.

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# “Cultural Competency and Literacy in Real Estate”

**Course Title:** “Cultural Competency and Literacy in Real Estate”  
(Fulfills NYDOS Cultural Competency req.)

**Continuing Education Hours:** 2.0 CE Hrs.

**Date:** Tuesday, September 17, 2024

**Time:** 9:30 am-11:30 am

**Location:** Virtual Via Zoom

**Instructor:** Linda Lugo

**Cost:** \$20 ECRAR members / \$30 non-members

**Registration Deadline:** September 13, 2024

**Course Description:** *Understanding cultural differences can help you solidify your real estate relationships. We will explore different cultures and understand how culture can influence a buyer's decisions. We will discuss how to build your relationship on trust and knowledge of different religions, beliefs, and global real estate practices, plus pitfalls to avoid.*

**For questions and or to register call**

**Sandy Rose at 607-562-7035.**

**Your registration and payment will be taken over the phone.**

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