

Western New York School Of Real Estate

FACULTY/STAFF LISTING

(716) 639-9009 or 444-8400 Toll-Free: (800) 735-5395 Fax: (702) 975-1213

NEW YORK STATE TEACHING REQUIREMENTS

New York State has two categories of certification for teachers of real estate and related courses: Instructors of Real Estate and Technical Instructors of Real Estate. Individuals who possess the "Instructor of Real Estate" certification may teach, without limitation, any courses for real estate salespeople or broker licensees. Individuals who possess the "Technical Instructor of Real Estate" certification may only teach individual continuing education courses for real estate salespeople and/or broker licensees. Several years ago, the New York State (Department of State) promulgated new requirements for full real estate teacher certification and requires all applicants to prove their teaching expertise, real estate or specialized experience as well as traditional college education. A minimum of 100 points must be accumulated in order to achieve full certification.

All teachers at the Western NY School of Real Estate are appropriately certified and qualified for the courses they teach.

Walter Allen, SRPA, Technical Instructor of Real Estate
Bachelor of Arts degree, State University of New York at Buffalo
Licensed General Real Estate Appraiser, State of NY

Mr. Allen is President & CEO of GAR Associates in Amherst, NY. He is an adjunct faculty member at the WNY School of Real Estate and has research interests in the areas of Appraisal, Valuation Principles and Assessments. Walter has substantial teaching experience with various organizations most recently with the Appraisal Institute.

Laura M. Almeida, Technical Instructor of Real Estate
Bachelor of Arts, State University of New York at Buffalo
Licensed Real Estate Salesperson License, State of NY

Ms. Almeida is a customer Information Specialist with Osmose Wood Preserving of Buffalo NY and serves as an adjunct-faculty member in our Center for Technology. Laura has research interests in the areas of computer software applications, spreadsheet & wordprocessing as well as advanced Microsoft Word & Excel programming. Ms. Almeida was previously with the Century 21 System in Hamburg, NY.

James R. Bird, Technical Instructor of Real Estate & Appraisal
Bachelor of Arts degree, Niagara University
Licensed Residential Appraiser

Mr. Bird is a NYS Certified Technical Instructor of Real Estate and has appraised all types of residential real estate in New York and Florida for the last ten years. He is an FHA qualified real estate appraiser and works in Amherst, NY.

Michael K. Brady, Instructor of Real Estate & Appraisal, *reMBA*
Master of Science degree, Magna Cum Laude, State University of New York College at Buffalo
Bachelor of Science degree, State University of New York, Buffalo NY
Associate of Business Administration degree, University at Albany
Associate of Science degree, Cum Laude, Medaille College
Licensed Real Estate Broker (NY past), Commonwealth of Massachusetts (current) / State Certified Home Inspector (Massachusetts) NYS Certified General and Residential Real Estate Appraiser
Registered in Apartment Management (RAM) and past designated member of the National Association of Independent Fee Appraisers (IFA program)

Mr. Brady is President of the School and has been teaching real estate since 1988. He is author of two real estate textbooks intitled: "The Concepts of Residential Real Estate Appraisal" and "Laws, Regulations and Practices Affecting New York Real Estate". Michael developed the Executive Development Program (EDP) in Real Estate at Jamestown Community College. He is a certified national trainer for Century 21 Real Estate Corporation and has trained real estate agents throughout the Northeast.

Timothy P. Collin, Technical Instructor of Real Estate

Mr. Collin is a NYS Certified Technical Instructor of Real Estate and teaches mortgage related programs at the School. He specializes in the Community Reinvestment Act as well as FHA and VA loans. He is a team leader in the mortgage department of Marine Midland Mortgage Corporation in Buffalo, NY.

William C. Curtin, Sr., Instructor of Real Estate
Bachelor of Science degree, Canisius College
Licensed Real Estate Broker in the State of New York

Mr. Curtin is a NYS Certified Instructor of Real Estate and is qualified to teach all sections of the Salesperson Qualifying Courses as well as Broker and continuing education courses. He previously owned and managed a successful real estate firm in South Buffalo and currently works as an associate broker with corporate relocation.

Julie Marie DeGlopper, Technical Instructor of Real Estate

Ms. DeGlopper is a NYS Certified Technical Instructor of Real Estate and teaches mortgage related programs at the School. She specializes in the Community Reinvestment Act as well as FHA and VA loans. She is a mortgage lending team manager at Marine Midland Mortgage Corporation in Buffalo, NY.

Lance M. Evans, Instructor of Real Estate
Master of Arts degree, SUNY Empire State College, Saratoga Springs
Bachelor of Arts degree, State University of NY College @ Potsdam

Mr. Evans is Executive Officer of the Jefferson-Lewis Board of Realtors (Watertown, NY) and teaches a variety of computer classes at the Board office for the Western NY School of Real Estate. He proctors our popular "internet-delivered" courses (along with support staff). Mr. Evans is a provisionally certified Mathematics Teacher (7-12) by the University of the State of NY.

Robert Friedman, Esq., Technical Instructor of Real Estate
Juris Doctorate degree, Hamline University School of Law, Minnesota
Bachelor of Arts degree, State University of New York at Buffalo

Mr. Friedman is a NYS Certified Technical Instructor of Real Estate and is qualified to teach continuing education programs dealing with Landlord & Tenant law as well as related programs. He is a partner with the Akron law firm of Friedman & Ranzenhofer, PC; and Prosecutor for the Town of Clarence and Village of Akron, NY. Robert is the author of numerous real estate related books including: "How to Survive Legally as a Landlord", 3rd Edition; and "The Upstart Small Business Legal Guide" [published by Enterprise /Dearborn].

Russell R. Giambrone, NYS Certified Instructor of Real Estate
Bachelor of Arts degree, Cum Laude, State University of New York, College at Fredonia

Mr. Giambrone is a NYS Certified Instructor of Real Estate and is qualified to teach qualifying & continuing education programs at the School. Russell is an experience teacher having taught at a variety of local school districts and is licensed as an Associate Broker with Century 21 Real Estate in Jamestown, NY. Russ specializes in residential and commercial real estate and has over 10 years of experience in the field.

Jennifer L. Glead, NYS Technical Instructor of Real Estate
State University of NY, College @ Buffalo, Major: Computer Information Systems
Associate in Science degree, Erie Community College
Diploma in Computer Information Technology, W.D. Ormsby Vocational Center

Ms. Glead is a NYS Certified Technical Instructor of Real Estate and teaches all introductory sections of our computer application courses through the Center for Technology. Jennifer has substantial administrative experience in real estate offices and currently works as a Listing Coordinator for a southtowns broker.

Margaret M. Hartman, NYS Technical Instructor of Real Estate
Licensed Real Estate Broker, State of New York & Florida
Certified Real Estate Broker, Certified Residential Specialist, GRI

Ms. Hartman is a NYS Certified Technical Instructor of Real Estate and teaches business development for residential agents, agency law, real estate management development courses, legal and contract related courses, working with buyers "the interview & the process", preparing comparative market analysis, qualification of buyers and case study courses at the School. Margaret has substantial office management & sales experience and works for one of the largest private real estate companies in New York State.

Bruce A. Jones, Instructor of Real Estate
Bachelor of Science degree, State University of NY College at New Paltz
Licensed Real Estate Broker in the State of New York
Accredited Residential Specialist (AcRS designation), Real Estate Council of North America
Real Estate Excellence in Management, Brokerage & Agency (reMBA) designation

Mr. Jones is a NYS Certified Instructor of Real Estate and has been in real estate for over eight years working in the capacities of salesperson, associate broker, property manager and office manager. He has won salesmanship awards at both the local and regional levels. He is a qualified residential and investment specialist in real estate and is a Certified Trainer through the Century 21 system.

Barbara A. Kagle, Instructor of Real Estate
GRI, Graduate Realtor Institute, National Association of Realtors
CRS & CRB designations, National Association of Realtors
Licensed Real Estate Broker in the State of New York
Accredited Residential Specialist (AcRS designation), Real Estate Council of North America

Ms. Kagle is a NYS Certified Instructor of Real Estate and has been in real estate for over ten years working in the capacities of salesperson, associate broker and corporate trainer. She has won numerous sales awards and also teaches for the local and State Association of Realtors. Ms. Kagle has specialized interest in Agency law and new salesperson development courses.

Scott Kelleman, Technical Instructor of Real Estate

Mr. Kelleman is a NYS Certified Technical Instructor of Real Estate and teaches mortgage related programs at the School. He specializes in the FHA & VA loans as well as the CRA Programs. He is a mortgage loan officer and team leader in the Jamestown branch of Marine Midland Mortgage Corporation.

Scott G. Kinal, Technical Instructor of Real Estate
Bachelor of Arts degree, State University of NY College at Buffalo

Mr. Kinal is a NYS Certified Technical Instructor of Real Estate and teaches environmental as well as computer-related courses at the WNY School of Real Estate. Computer classes are taught through the Center for Technology. His research interests are in Physics, water and soil contamination and other related environmental issues.

Mark A. Lillenstein, Esq., Instructor of Real Estate
Bachelor of Arts degree, State University of NY at Buffalo
Juris Doctorate degree, State University of NY at Buffalo

Mr. Lillenstein is a NYS Certified Instructor of Real Estate and teaches legal and contract related courses at the WNY School of Real Estate. Mark has substantial teaching experience at a number of colleges in the area including Jamestown Community College and Genesee Community College. Mr. Lillenstein lives in Delevan with his wife and three children and is in private practice.

Shadia Merukeb, Technical Instructor of Real Estate
Bachelor of Science degree (with honors), Cornell University

Ms. Merukeb is a NYS Certified Instructor of Real Estate and teaches all computer application courses at the WNY School of Real Estate. She specializes in Microsoft Word and Excel.

Leonard Moniz, NYS Certified Instructor of Real Estate
Bachelor of Science in Education, Commonwealth of Massachusetts Division of State Colleges
Permanent Teacher Certification, State Education Department [New York]

Mr. Moniz is a NYS Certified Instructor of Real Estate and teaches computer as well as qualifying course sections at the WNY School of Real Estate. He has research interests in the Internet, commercial real estate, property management and other related continuing education programs.

Dan O'Flaherty, Technical Instructor of Real Estate
Boston University & SUNY College at Fredonia
New York State Licensed Real Estate Salesperson

Mr. O'Flaherty is a NYS Certified Technical Instructor of Real Estate and teaches continuing education programs involving manufactured and modular housing at the School. He is on the Board of Directors for the New York Manufactured Housing Association and is Chairman of the Public Relations Committee.

Lynn H. Schintzius, Instructor of Real Estate
Nationwide Training Certification for Coldwell Banker Real Estate
Accredited Residential Specialist (AcRS designation), Real Estate Council of North America

Ms. Schintzius is a NYS Instructor of Real Estate and has been teaching and selling for over ten years. She specializes in agency, new construction, buyer qualification, buyer brokerage and real estate exchange issues.

Robert M. Scholz, Technical Instructor of Real Estate
Bachelor of Science degree, St. Bonaventure University
Designated Residential, Relocation & Management Specialist
New York State Licensed Real Estate Broker

Mr. Scholz is a NYS Technical Instructor of Real Estate and has been involved with real estate and teaching for over twenty years. He specializes in agency law, banking and mortgage courses and real estate management. Bob has lectured throughout New York State and the region and is Coordinator/Manager of the Buyer's Edge Program for a large regional real estate firm in Amherst.

Joreta Hart Speck, Technical Instructor of Real Estate
Master of Science degree, State University of NY at Buffalo
Bachelor of Science degree, Franklin College
New York State Licensed Real Estate Broker

Ms. Speck is a NYS Technical Instructor of Real Estate and has been involved with real estate and teaching for over fifteen years. She specializes in computer and Internet related courses and is Chief Executive Officer of Chautauqua Area Real Estate in Chautauqua, NY.

Timothy Trabold, Technical Instructor of Real Estate
Master of Arts degree, State University of NY at Buffalo
Bachelor of Arts degree, State University of NY at Buffalo

Mr. Trabold is affiliated with the University at Buffalo and has extensive experience teaching computer courses. He is a nationally Certified Microsoft Instructor. Tim has been affiliated with UB for over ten years and teaches all evening and weekend courses for the WNY School of Real Estate and University at Buffalo, School of Management.

George W. Watson, Technical Instructor of Real Estate
University of Illinois at Champaign and
State University of NY College at Fredonia

Mr. Watson is a NYS Certified Technical Instructor of Real Estate and owns the largest home inspection company in Western New York. He has performed thousands of home inspections throughout Western New York and teaches all courses related to home inspection, FHA 203(k) Rehabilitation programs, etc.

Harry Williams, Technical Instructor of Real Estate
State University of NY at Buffalo

Mr. Williams is owner of his own consulting firm for Real Property Assessments and is currently the Assessor for the Town of Amherst. Harry is a Technical Instructor of Real Estate at the WNY School of Real Estate and lectures throughout New York State.