

# essential education



The Real Estate School by Lieb at Law, P.C. is a free school offering continuing education credits. This is the story of how our school was born. It was the end of 2007 and the real estate market was screeching to a sudden halt. No closings were coming into our firm after more than 30 years of continuous practice. Fortunately we were a general practice law firm so we could weather the storm but what about the realtors in our community? What would they do? An associate and I decided that it was time to go out and ask realtors how we could help. While they expressed concern about the economy, we learned that they felt they needed new skills to deal with a new set of problems. They wanted to learn to do short sales. They wanted to know about foreclosures. They were ready to expand their practices in order to survive. We wanted to help.

Fast forward to the summer of 2008. Our firm had an intern, Michael Axelrod, who needed a project for his college applications. During the previous year the firm had dabbled in seminars, as many firms do, but we wanted to be different. All the pieces seemed to be in place to answer the realtors' calls for help; we were ready to open our school. Michael came into my office on his first day and asked: "What should I do?" I responded: "I want you to do something special. I was also an intern here, so I know that my father is going to have you get coffee if we don't get you started on a project now. Since you are not that familiar with the law, you can't do many legal things but you are a smart kid. So I have three ideas that I have been meaning to get started on. You can pick one and make that your project." Needless to say, he picked the school. He started by researching the



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Department of State's website and learning the requirements to get our licensing. Thereafter, he met with realtors and asked them how we can best service their needs. He surveyed them and analyzed the results. As the project got more and more underway, we

began to realize that we had come up with something great. It fulfilled so many objectives that we wanted to accomplish with our firm. My father, the founder of our firm, always talks to our employees about the importance of pro bono work. My grandfather was an active member of our community and prided himself on giving back. The Liebs are a family who believe that "It's nice to be nice." So helping three or four community members was just not cutting our pro bono goals anymore. Instead, we realized that if we

taught realtors how to minimize their clients' exposure to legal problems during a real estate transaction, we could help many people in just a little more time than we were spending on helping those three or four. It's simple math: if we train 10 realtors who each work with 100 clients, we have impacted 1,000 people's lives. It's a win-win.

Now more than a year into this project we are moving forward on all cylinders. We are currently offering classes, including: Foreclosure and the Economy; The Short Sale; Mold is Money; Intro to Commercial Real Estate; and Discovering the Home Inspection. More importantly, we have formed a strategic partnership with Homes of Eastern Long Island to get the word out.

Both organizations believe in charitable work and both believe in giving back to our community; we are both determined to help keep the members of our real estate community afloat during this challenging economy. During future months, I will continue to write educational articles within the pages of Homes of Eastern Long Island as a contributing editor and will update you about upcoming classes at the school. If you are interested in what we have to teach, the school welcomes real estate professionals as well as the general public to our classes.

Advanced registration is required and registration for January classes is now open. Go to [www.liebatlaw.com/realestateschool/register](http://www.liebatlaw.com/realestateschool/register) to register today.



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