

help from HANFRA



My phone rang and my paralegal said Joshua Horton is on the phone. Recalling a recent article that I had read about Mr. Horton being named the newest President of the Hamptons and North Fork REALTORS® Association (HANFRA), I quickly grabbed the phone to appease my curiosity about the call. Mr. Horton and I had never met before, but my law firm had worked with some of his agents at Corcoran in the past on a number of real estate transactions, so I wondered if this was about a new deal (Mr. Horton is a Senior Managing Director at The Corcoran Group and has direct oversight of the company's Shelter Island, North Fork and Westhampton Beach markets). It was not about a real estate deal, but instead a deal between my law firm, Lieb at Law, P.C., and HANFRA. Mr. Horton was calling because he had a vision for the future of HANFRA and wanted to collaborate with my law firm to achieve his goals. Mr. Horton knew that my law firm had owned and operated a New York State licensed real estate school for the previous two years and that we were becoming known as a leader in real estate education throughout Long Island. As the new President of HANFRA, he wanted to bring The Real Estate School to the membership of his association because he believes, as stated to me, that the Twin-Forks must lead the rest of Long Island in learning and practicing at the cutting-edge of the industry. During our conversation, Mr. Horton also stated to me that many of his own staff had attended my classes and that he felt the collaboration would be mutually beneficial. He knew that The Real Estate

School by Lieb at Law was a pro-bono project, which did not charge for classes and in appreciation of this charitable endeavor, he offered his help to minimize costs to the firm by helping to find both venues to host our classes and partners to provide food and refreshments. In exchange, Mr. Horton asked for courses throughout the Twin-Forks and for the development of additional courses



*Joshua Y. Horton
Senior Manager Director of Corcoran
Westhampton Beach, Shelter Island,
and the North Fork
President of HANFRA*

to address topics of need tailored to the local markets. Mr. Horton was correct, it was a perfect match.

The Real Estate School by Lieb at Law is the pro-bono arm of my law firm, which currently offers five continuing education courses, at three credits, each counting towards the 22.5 credits required to maintain a real estate license over the course of two years, in New York State. The five courses offered are: (1) Foreclosure and the Economy: the short sale course; (2) Mold is Money; (3) Discovering the Home Inspection; (4) Commercial Real Estate: an introductory course; and (5) Mortgage Mania. To register for any of these courses, please go to www.liebatlaw.com.



*Andrew M. Lieb, Esq., MPH,
Managing Attorney*

Of interest to the readership of Homes of the Hamptons and Homes of Eastern Long Island, Mary Thames Louis, Claudette Keeton, and Kathy Silvanovich of the magazines, were the first in the community to identify that my law firm was addressing a serious need in the Twin-Forks through our local free courses and made their magazines the first sponsor/partner of this project. My gratitude to these three outstanding professionals and to the magazines, which they run, must be expressed. Without their support, free continuing education for real estate agents throughout the Twin-Forks would just be a dream, but with them, it's a reality.

Last week, The Real Estate School offered our first class to HANFRA in Southold at Sea Tow. We thank Sea Tow for being a gracious host and both Rolling in Dough Pizza and Sacredsweets for providing food and refreshments. Upcoming classes are scheduled in Southampton, at TD Bank in Westhampton Beach, and at Lieb Family Cellars in Mattituck. Keep an eye on www.liebatlaw.com for more locations throughout the coming months. These companies believe in the future of our great community and enhancing the professionalism of our real estate industry. Mr. Horton, thank you for your leadership.

Andrew M. Lieb is the Managing Attorney of Lieb at Law, P.C. and of the firm's NYS Licensed Real Estate School. You can reach Mr. Lieb with questions or comments at Andrew@liebatlaw.com or 631.878.4455. Please see our website at liebatlaw.com to register for FREE real estate continuing education classes.