

News Release

The Steven L. Newman Real Estate Institute
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Key Position Filled at Newman Institute: Associate Director for Education Programs Appointed

Industry Veteran Brings New-Media Expertise to Mission

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A key staff position at the Steven L. Newman Real Estate Institute has been filled: Maria T. Rivera has assumed the position of Associate Director, Real Estate Education Programs.

Education programs are central to the Institute's mission, observes Jack S. Nyman, the Institute's director. The Institute's certificate programs and individual course offerings serve a diverse student body in crucial ways, helping individuals enter the real estate industry, or pursue second and even third careers. Established professionals take continuing education courses to maintain their professional status, and they rely on the Institute to expand their knowledge and skills. Nyman stresses that "because we strive to equip our students to compete in a dynamic marketplace, our focus goes beyond training to *jobs*. Maria's strong background in both real estate and education, and her exceptional skill set, will directly further this aim."

Rivera has extensive experience conducting real estate sales and technology training, and in web development, applications of new media, project management, and instructional design, delivery, and evaluation. She gained her experience at Fortune 500 companies and educational institutions, including Prudential Douglas Elliman, Burgdorff Realtors-ERA/NRT/Realogy, Medco, Johnson & Johnson, AT&T, Chubb Computer Services, Long Island University, The Berkeley School, and Johnson & Johnson Pharmaceutical Research & Development, LLC.

She received her BA from Lehman College and her MA in Adult Education & Training from the University of Phoenix. She's a Certified Real Estate Instructor in New York and New Jersey and holds salesperson's licenses in those states. She also holds the National Association of Realtors' Green Designation and its Senior Real Estate Specialist Designation.

Rivera reflects that she's enjoyed training thousands of adult learners successfully over the years, in many different educational and corporate settings. She believes "these are especially exciting times in the field of education." The reason, she explains, is that "the Internet and social media are creating so many possibilities for rich and transformative learning experiences for adult learners, as course delivery options evolve." She says she's impressed by the high caliber of the Institute's faculty and eager to work with them "to exploit the potential of these technologies to link the Institute's course content, instructors, and students even more closely to the marketplace."

Nyman predicts that Rivera will deliver these benefits handsomely and also help connect students more closely to each other and their instructors. But he stresses that, as powerful as electronic forms of communication are, in-person relationships will always remain important at the Institute. Classroom interactions, the Institute's Open Houses, and its many public events, which students are encouraged to attend, can offer valuable networking opportunities, he points out, adding that "we want our students to feel valued as individuals, and to remain connected to us as alumni. They represent us to the world, we want them to succeed, and we're enormously proud of them!"

Rivera welcomes inquiries about the Institute's education programs. She can be reached at Maria.Rivera@baruch.cuny.edu.

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