



February 12, 2016  
Issue no. 7



[2016 Designation Courses](#) | [NEW "HotSpot" section](#)

## ***Top 3 Things YOU Need to Know This Week!***

### **1. Attention Affiliates: Now's the time to secure your ad space in the annual membership directory.**

The GSAR/CNYIS Membership Directory is a valuable resource that is distributed to over 1400 GSAR REALTOR® and affiliate members to use throughout the year. Your advertising dollars will be well spent, our members love this resource and ask for it year after year. If you'd like to advertise your business in the 2016 Directory you can do so by filling out this [ad agreement](#). On the agreement you will find specific ad sizes and pricing. Please note that all ads are to be submitted in a PDF format and must be "camera ready". **Deadline is Friday, February 26th.**

### **2. Last call to update your contact personal info. for the Directory**

We will be pulling your photo from the MLS and your contact information from our membership database very soon for the annual GSAR/CNYIS Membership Directory. It is your responsibility that we have the correct data listed for you! Make sure your email address and cell phone number are up-to-date by going to [cnyRealtor.com](#), "Your Account", "Your Information". You also don't want to be the "faceless agent" in the directory so make sure you have a head-shot uploaded into the "Agent Photo" slot in your MLXchange/Fusion account. **Brokers:** Please contact [Denise Yerdon](#) to update any company contact information.

### **3. Fake charities are on IRS' list of Tax Scams for 2016**

Groups are masquerading as charitable organizations to attract donations from unsuspecting contributors. Annually, the Internal Revenue Service compiles the "Dirty Dozen" list, a variety of common scams that taxpayers may encounter anytime. Many of these schemes peak during filing season as people prepare their returns. You can easily find legitimate and qualified charities with the IRS' [Select Check](#) search tool. Read the [full story](#) and learn some basic tips to stick to when making charitable donations.

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## **IMPORTANT DATES**

**Admin User Group**  
**Feb. 22nd**

2:00 pm, GSAR office

[Register by Feb.17th](#)

*\*Open to Brokers/Managers*

### **Tech Tips & Training (T3)**

**Feb. 29th**

1-3 pm, GSAR office

[More details](#)

*\*Register under EVENTS*

### **BJ's Membership enrollment period**

**March 1st-15th**

*\*You must come into the GSAR office to sign-up or renew*

### **Raising the Bar #1**

**March 3rd**

10 am- 12 pm, Empower (1 Member Way)

[Register here](#)

### **Save the dates**

**Craig Grant**- March 23rd

**Raising the Bar #2** -April 7th

**Community Day** - May 6th

**Lobby Day** - May 24th

**Member Mixer at Borio's** -June 2nd

[GSAR Calendar](#)

### **QUICK LINKS**

[2015 Membership Directory](#)

[Education Schedule](#)

[CNY Housing Stats](#)

[Important Support Numbers](#)

[Member Benefits](#)

[Member Profile](#)

[NAR](#)

[NYSAR](#)

[Pay Your Dues](#)

[Register for Education](#)

[Register for an Event](#)

### **NEW MEMBERS**

#### ***Ross Argir***

Keller Williams Syracuse

[soldbyross@gmail.com](mailto:soldbyross@gmail.com)

315-701-6900

#### ***Shawn Cregg***

Keller Williams Syracuse

[scregg@kw.com](mailto:scregg@kw.com)

315-701-6900

#### ***Rosemarie Korthas Prunoske***

Farnett Real Estate

[rose.korthas.prunoske@gmail.com](mailto:rose.korthas.prunoske@gmail.com)

315-505-6609



### **Have you completed your Code of Ethics training for this cycle?**

The current ethics cycle began January 1, 2013, and ends December 31, 2016. REALTORS® are required to complete ethics training of not less than 2 hours, 30 min. of instructional time within each four-year ethics cycle.

Register for an [ethics course](#) now.

Submit your "HotSpot" ideas to [Mech@cnyrealtor.com](mailto:Mech@cnyrealtor.com)

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