



March 11, 2016  
Issue no.11



**"Granny Pods" are a new option | Sell with these 6 Staging Secrets**

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

**1. Lenders are reluctant to share closing docs with Realtors since T.R.I.D.**

Lenders are now on the hook for the accuracy of the closing document, which had previously been the purview of closing agents. As a result, less than 30% of lenders said they are willing to show the closing document to a Realtor. When the closing document isn't shared, Realtors are finding it generally takes longer for the loan to close, according to an article by American Banker. Read full article [here](#). The National Association of REALTORS® recently conducted a survey of members to see how sales are being impacted since T.R.I.D. went into affect on October 3rd, 2015. [Click here to see](#) the results.

**2. Supra Reminder**

In order to better serve you, if you need Supra related assistance, please try to call ahead before stopping in to the GSAR office. Staff are very busy with committees, classes, and GSAR meetings so if you decide to do a "walk-in" you may need to wait to be helped. To provide you with a more helpful and streamline process please call Nora at 457-5979 and she will make sure to set aside time just for you! You can always call Supra Key Support, 7 days a week, at 1.877.699.6787.

**3. Do you have a booth at the Home & Garden Show?**

If you have a booth at HBR's Home & Garden Show, March 17th-20th, feel free to stop in at the GSAR office and pick up some 99¢ Dunkin Donuts coupons to use as a give away. On the reverse side of the coupon there is a promotion for people to go to the Find a Builder page on cnyRealtor.com. If you want to make sure you get some of these coupons before we run out you can always call ahead.

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### **IMPORTANT DATES**

**BJ's Membership  
enrollment period  
March 1-15**

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

**HBR of CNY  
Home & Garden Show  
March 17-20**  
NYS Fairgrounds

**Craig Grant  
March 23rd**  
9-12:15pm and  
1- 4:15 pm, GSAR  
[Details](#)

**Tech Tips & Training  
March 28th**  
1 - 3pm, GSAR  
[Details](#)

*\*Register under events*

**Save the dates**

**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**

***No New Members this week***



**How many of you pay your household bills online?**

You can easily pay your GSAR/CNYIS bills online too!

Just follow these few quick steps. Go to:

- 1. Members' side of [cnyRealtor.com](#)**
- 2. "Your Account"**
- 3. "Pay Dues"**

Once you log in you can pay whichever bill you choose  
by clicking on the link under "My Services"

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

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