



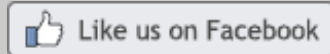
January 13, 2017

Issue No.

2



*Remember to "like" us on Facebook!*



## *6 Things You Need to Know this Week*

*(Check out some 2017 Installation Gala photos below in the STAR. Look for more coming soon on cnyREALTOR.com)*

### **1. Oswego County Chapter Meeting**

The Oswego County chapter meeting will be held **Wednesday, January 18th** at 2:00pm at Tavern on the Lock at 24 South First Street in Fulton. Please [register here](#) for accurate head count.

### **2. NYSCAR Welcome Reception & Toast**

GSAR members interested in Commercial Real Estate are welcome to attend this reception on **Wednesday, January 18th** from 4:00pm to 6:00pm at Comfort Inn and Suites on Buckley Road in Syracuse. Preview upcoming events at their 3rd annual kick-off reception. RSVP by **January 15th** to Dana Crocker at [cbsold@aol.com](mailto:cbsold@aol.com) or Lorne Cohen at [lcohen@bridgewaycr.com](mailto:lcohen@bridgewaycr.com). [Click here](#) for more information and a printable flyer.

### **3. Tech, Tips and Training**

The first T3 seminar of the new year will be held **Monday, January 23rd** from 1:00pm to 3:00pm at the GSAR building at 5958 East Taft Road, North Syracuse. Cut down on your frustration and make your job easier, learn how to use Instanet Forms with Martin Carpenter. [Register here.](#)

#### **4. Join MB Financial Bank for a VA Loan Boot Camp**

You're invited to a boot camp on VA lending with MB Financial Bank on **Wednesday, January 25th** at 10:00am at the GSAR building, 5958 East Taft Road, North Syracuse. VA specialist, Dana Yowchuang, will speak on overcoming common myths about VA lending and more. Please RSVP to Joe Dougherty at [jdougherty@mbmortgage.com](mailto:jdougherty@mbmortgage.com) if you would like to attend. For more information and to print a flyer, [click here](#).

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#### **5. GSAR Dues Reminder**

2017 GSAR Annual Dues were due on or before **December 31st**. If payment was not made on or before **December 31st**, a \$15.00 late charge was added to your account on **January 1st**. If payment, including \$15.00 late charge, is not paid on or before **January 31st, 2017**, your service will be interrupted on February 1st, 2017. On **February 1st** a \$75.00 reactivation fee will be added to your account and due at the time your service is restored. **NO FEES WILL BE WAIVED** and it may take up to 24 hours to restore your service once payment has been made. [Companies will be shut off on February 15th, 2017.](#) [Click here](#) for information on how to pay your dues.

#### **6. MLS Notice**

If you are unable to access the MLS, check the URL you are using. If you are using a URL that contains fusion or mxchange, it will not work. Please use [nys.mlsmatrix.com](http://nys.mlsmatrix.com).

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#### **Second Chance....LINKS TO PAST NEWS ITEMS**

Information on how to pay your dues [click here](#).

Connect with GSAR staff. For a staff connection form, [click here](#).

New eKEY Authorization Code Feature - Members that have an eKEY can now request an authorization code from within the eKEY app. [Click here](#). ActiveKEY Users - changes to cellular coverage may continue to affect a small percentage of ActiveKEYs. [Click here](#).

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#### **Professional Courtesies on the Pathway to Professionalism**

For the next several weeks the Hot News will provide some helpful courtesies that REALTORS® should be exercising in the course of their job. **As a REALTOR®, it is YOUR professional responsibility when showing property!**

- Inform occupants that you are leaving after showings.
- When showing an occupied home, always ring the doorbell or knock-and announce yourself loudly-before entering. Knock and announce yourself loudly before entering any closed room.
- Present a professional appearance at all times; dress appropriately and



*Member to Member News and Hot  
Chitchat*

*Send us your news!*

*Content must be about member community  
events or personal events you would like  
other members to know about.*

*NO RECRUITING!*

*Send to: teneyck@cnyrealtor.com*

Studio Jams Inspiration Awards nominees were announced and voting is underway and our own GSAR director, David Hanlon, is in the mix for Most Inspiring Drummer! Click on the link below and then click on your choice in each category. You can vote daily through **February 6th!** Vote now at <http://studiojams.com/inspiration/>

Here are some photos from the GSAR and CNYIS Installation Gala that was held at the Marriott Syracuse Downtown. The turn out was tremendous, the food was delicious and the band got folks up and dancing. Congratulations to the directors and board presidents. Congratulations to Andy Azzarello for winning this year's REALTOR® of the year, Ronda Akl with Santariello Law Firm for winning Affiliate of the Year and to Stephanie Leden for winning Shining Star of the Year.





## IMPORTANT DATES

### ***Mid-Winter Business Meetings***

February 5 - 9, The Desmond,  
Albany, NY - For details and  
information on how to register,  
[click here.](#)

For a Funds Request form for  
NASAR meetings, [click here.](#)

### ***2017 REALTOR® Broker***

***Summit*** February 14-15,  
San Diego, CA

For more info, [click here](#)

[Register here](#)

### ***REALTORS®Legislative***

***Meetings*** - May 15 - 20

Washington, DC

***Borio's Member Mixer*** - June 8

***GSAR Golf Outing*** - July 17

## QUICK LINKS

[2016/2017 Membership  
Directory](#)

[Calendar of Events](#)

[Education Schedule](#)

[CNY Housing Stats](#)

[Important Support Numbers](#)

[Member Benefits](#)

[Member Profile](#)

[NAR](#)

[NYSAR](#)

[Pay Your Dues](#)

[Register for Education](#)

[Register for an Event](#)

[Code of Ethics Deficiency  
List](#)

## NEW MEMBERS

[Stephanie Mills](#)

RE/Max One - Syracuse

**GSAR Wine Social & Meet the Candidates** - Voting Begins -  
Aug. 24

Events  
Calendar

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