

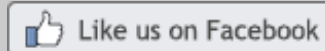


January 20, 2017

Issue No. 3



Remember to "like" us on Facebook!



7 Things You Need to Know this Week

1. February Tech Tips and Training

Because the first T3 session filled up so fast for January, there will be another T3 session on Instanet Forms **Monday, February 27th** taught by Laurie Omans. Registration for this event will begin on **Wednesday, February 1st** at cnyREALTOR.com and will be on a first come, first served basis until full.

[Click here](#) for a printable flyer.

2. 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. [Click here](#) for information on how to pay your dues.

Companies will be shut off on **February 15th, 2017.**

3. New Member Sign-Up

On **Thursday, January 26th**, new member sign-up will be at 1:00 pm instead of 10:00 am. All applications need to be into GSAR by 12:00 pm on **Wednesday, January 25th**.

4. MLS Data Input Forms Now Available on Instanet

The MLS Data Input forms are now available for use on Instanet Forms. You can find them in a folder labeled "CNYIS MLS Data Input Forms" or in the "GSAR - All Forms" folder. Thank you for your patience during this process of getting them created and ready for use.

5. 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 GSAR, 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 if you would like to attend. For more information and to print a flyer, [click here.](#)

6. NYSAR's 2017 Mid-Winter Business Meetings

The New York State Association of REALTORS® 2017 Mid-Winter Business Meetings will be held at The Desmond Hotel and Conference Center in Albany, NY on **February 5th - 9th, 2017**. For more information and to register, [click here.](#)

For a GSAR and CNYIS Scholarship Request form for NAR and NYSAR meetings, [click here.](#)

7. NAR's 2017 REALTOR® Broker Summit

NAR's REALTOR® Broker Summit will be held on **February 14th & 15th, 2017** in San Diego, CA. This event is designed exclusively for brokers to come together and learn from keynote presenters, peers and industry leaders. Offering fresh insights and best practices to improve the success of brokerages, and anticipate what's next in real estate. The theme for this event is "Think outside the box", where attendees will gain knowledge on management topics ranging from risk management and growth strategies to economic trends and technology game changers. For more information and to register, [click here.](#)

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.](#)

[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!**

- If occupants are home during showings, ask their permission before using the telephone or bathroom.
 - Encourage clients of other brokers to direct questions to their agent or representative.
 - Communicate clearly; don't use jargon or slang that may not be readily understood.
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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 newly remodeled Marriott Syracuse Downtown on January 12th, 2017. The turn out was tremendous, the food was delicious and the band, Atlas, got folks up and dancing. Congratulations to the directors and to GSAR president, Jennie Chapin and CNYIS president, Martin Carpenter. Congratulations to Andrew Azzarello from Keller Williams, Syracuse for winning this year's REALTOR® of the Year, to Ronda Akl with Santariello, Akl & Associates for winning Affiliate of the Year and to Stephanie Leden from RealtyUSA.com for winning Shining Star of the Year. **For more pictures, [click here.](#)**



IMPORTANT DATES

Raising the Bar #1

March 2, 10:00 - 12:00 pm,
Empower

Raising the Bar #2

April 7, 10:00 - 12:00 pm,
Empower

Birdhouse Auction

April 13, 5:30 pm
Community Arts Center East
Genesee St., Syracuse

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](#)

Community Day

May 10, 10:00 - 12:00 pm, GSAR

REALTORS®Legislative Meetings

May 15 - 20, Washington, DC

Borio's Member Mixer

June 8, 5:00 pm

Borio's Restaurant, Cicero, NY

Raising the Bar #3 & Annual Meeting

June 14, 10:00 - 12:00 pm

Empower

GSAR Golf Outing

July 17, 12:00 pm

Links at Erie Village, E.Syracuse

Raising the Bar #4, GSAR Wine Social & Meet the Candidates & Voting Begins

Aug. 24, GSAR

2017 Fall Business Meetings

September 24 - 27, Turning Stone Casino, Verona, NY.

NAR Conference & Expo

November 3 - 6, Chicago, IL

NYSAR Triple Play

December 4 - 7, Atlantic City, NJ

[Register for an Event](#)

[Code of Ethics Deficiency](#)

[List](#)

[NYSCAR Calendar of Events](#)

NEW MEMBERS

Staciane Almonte

RE/Max Masters - Fayetteville

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Brian Brzuszkiewicz

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**Events
Calendar**



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