

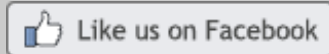


January 27, 2017

Issue No. 4



*Remember to "like" us on Facebook!*



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

### **1. Important MLS Heads-Up**

Beginning February 1st, upon signing into the Portal (MLS), a new MLS Subscriber Agreement will automatically pop up. Please read the Terms of Use and check the "I Agree" box to proceed. You will only be asked to do this one time.

### **2. Service Interruption on February 1st**

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\*\***

### **3. 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.](#)

#### **4. 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](http://cnyREALTOR.com) and will be on a first come, first served basis until full.

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

#### **5. Save These Education Dates**

**February 16th**, 9:00 - 12:30 pm, As the Appraiser Sees It I: Selecting Comparables.

**February 16th**, 1:15 - 4:45 pm, As the Appraiser Sees It II: Data Collection & Analysis.

**March 2nd**, 1:00 - 5:00 pm, Buyer's Agents in the 21st Century.

**March 23rd**, 9:00 - 1:00 pm, From Purchase Offer to Closing - A Legal Perspective.

**March 30th**, 9:00 - 12:00 pm, Multiple Offers - Handle with Care.

**March 30th**, 1:00 - 4:00 pm, Did you Disclose...?

For more information on Continuing Education Courses, [click here](#).

For more information on Designation Courses, [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](#).

NAR's REALTOR® Broker Summit information 2/14 & 2/15, [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!**

- Be aware and respect cultural differences.
- Show courtesy and respect to everyone.
- Be aware of - and meet - all deadlines.



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](mailto: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/>

## IMPORTANT DATES

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

March 2, 10:00 - 12:00 pm,  
Empower. [Click here](#) for flyer

### ***Raising the Bar #2***

April 7, 10:00 - 12:00 pm,  
Empower. [Click here](#) for flyer

### ***CNY Fair Housing***

#### ***Birdhouse Auction***

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

### ***Celebrity Bartending Event***

May 5, 4:30 - 6:30 pm  
Aster Pantry & Parlor  
[Click here](#) for flyer

### ***Community Day***

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

### ***REALTORS®Legislative***

#### ***Meetings***

May 15 - 20, Washington, DC

## 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](#)

[NYSCAR Calendar of Events](#)

## NEW MEMBERS

*Lorne Cohen*

Syracuse Realty Group - North  
Syracuse

[lcohen@syracuserealtygroup.com](mailto:lcohen@syracuserealtygroup.com)

315-410-0373

*Rebecca Ewald*

Coldwell Banker Prime Prop -

Liverpool

[rebecca.ewald@cbpp.com](mailto:rebecca.ewald@cbpp.com)

315-622-0161

***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.

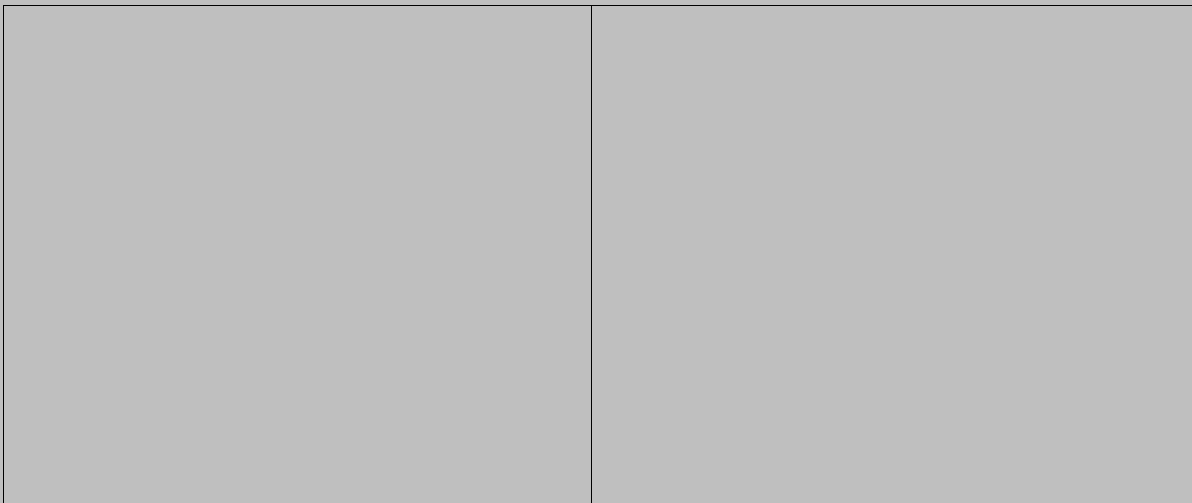
***NAR Conference & Expo***

November 3 - 6, Chicago, IL

***NYSAR Triple Play***

December 4 - 7, Atlantic City, NJ

**Events  
Calendar**





- Local Processing & Underwriting
- Experts in FHA, 203k, USDA & VA
- Competitive Pricing
- Responsive Loan Officers

*Ask US how to  
buy a home with NO  
monthly mortgage payment!*

Call Paragon Home Loans today!  
315-445-2000  
or [www.paragonhomeloans.com](http://www.paragonhomeloans.com)

NMLS #33052  
Licensed Mortgage Banker-NYS Financial Service Dept.



24/7 access  
to top  
industry and  
association  
resources

