

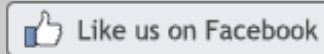


December 29, 2017

Issue No. 51



*Remember to "like" us on Facebook!*



## 8 Things You Need to Know this Week



The GSAR office will be closing at 3:00 pm on Friday, December 29th  
The office will remain closed on  
Monday, January 1st and Tuesday, January 2nd

**Reminder:  
GSAR Dues  
Due By  
12/31/17**

**1. GSAR Annual Dues are Due, Pay Today and Avoid Late Fees!**

Just a friendly reminder that GSAR dues are due. [Click here](#) for easy instructions to pay online. [Click here](#) to pay online today!

**2. Come Celebrate Syracuse!**

This year's Installation Cocktail Reception will be held from 5:30 - 7:30 pm on **Friday, January 19th** at the Landmark Theatre, downtown Syracuse. Celebrate Syracuse, stay after the reception and have dinner downtown! We have arranged for special pricing at three downtown restaurants. After dinner stay at the Marriott Syracuse Downtown, they are offering rooms for only \$139 that evening! [Click here](#) for event flyer with more information. [Click here](#) to register.

### **3. The Tax Cuts and Jobs Act**

The Tax Reform bill has passed. The National Association of REALTORS® has produced a comprehensive document that summarizes the changes affecting real estate. [Click here](#) to read the changes that will affect our industry.

### **4. Governor Signs Executive Order**

This week, Congress passed a tax bill that drastically limits the ability to deduct state and local taxes beginning on January 1. This move will have a devastating effect on thousands of New York homeowners. Governor Cuomo has signed an emergency Executive Order that will allow New Yorkers to pre-pay next year's property taxes this year, before the new tax law takes effect. Payments must be postmarked by December 31. [Click here](#) to read more!

### **5. Are You in Compliance?**

All members of the National Association of REALTORS® are required to complete Code of Ethics training between Jan. 1, 2017 and Dec. 31, 2018. [Click here](#) to check your education history to confirm that GSAR has a record of your ethics course completion.

Upcoming courses that satisfy the NAR Code of Ethics training:

Jan. 10 Grievance, Arbitration & Procuring Cause 9am-12pm

Feb. 15 Ethics for REALTORS® 9am-12pm

[Click here](#) to register.

### **6. Salesperson Course Begins January 13**

If you know of anyone interested in becoming a real estate salesperson, let them know that GSAR's winter prelicensing course begins on Saturday, January 13, 2018. **Registration deadline is Sunday, January 7.** For general information [click here](#). For a course brochure [click here](#).

### **7. Register and Reserve Your Room at the Desmond Today!**

The [Mid-Winter Business Meetings](#) are your opportunity to get directly involved with your state association and make your voice heard about important industry and association issues. [Click here](#) for more information and to register.

## **8. Apply for an Education Scholarship Today!**

Do you want to take a national designation course, but are finding it hard to afford? Scholarships from the NYS Real Estate Education Foundation (NYSREEF) are available - don't pass up this opportunity to take a national designation course for free!

Any individual who: has at least one year experience in real estate sales; is licensed and practicing in New York State; and holds primary REALTOR® membership in New York State is eligible for one of the designation program scholarships. ***Applications are due December 31, 2017.***

[Click here](#) for NYSREEF Scholarship Application.

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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](mailto:teneyck@cnyrealtor.com)*

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### **IMPORTANT DATES**

*(subject to change)*

#### ***GSAR Office Holiday Schedule***

Dec. 29 office closing at 3:00pm  
January 1st and 2nd - Closed

#### **2018**

#### ***Installation Cocktail***

#### ***Reception***

January 19, 5:30 pm  
Landmark Theatre  
(see details above)

#### ***Tech Tip & Training***

Photography for REALTORS®  
January 29, 1:00 - 3:00 pm  
GSAR, details coming soon!

#### ***2018 Mid-Winter Business***

### **QUICK LINKS**

[2017 Membership Directory](#)  
[Calendar of Events](#)  
[CenterState CEO Essentials](#)  
[CenterState CEO Events](#)  
[CNY Housing Stats](#)  
[CNYIS Billing Change](#)  
[Congressman John Katko](#)  
[Downtown Syracuse Events](#)  
[Education Schedule](#)  
[Important Support Numbers](#)  
[Member Benefits](#)  
[Member Profile](#)  
[NAR](#)  
[NAR - REALTOR® Magazine](#)  
[NYSAR](#)  
[NYSCAR Calendar of Events](#)  
[Pay Your Dues](#)  
[Register for Education](#)

**Meetings**, February 4 - 8  
Desmond Hotel, Albany

**Ms-ter GSAR Fundraiser**  
March 8, 6:00 pm, GSAR

**Raising the Bar #1**  
March 15, 10 - 12:00 pm  
Details coming soon!

**Community Day**  
April 12, 10 -12:00 pm, GSAR

**Oswego County Chapter's  
REALTOR® Expo**  
April 19, 4:00 - 7:00 pm, Fulton

**Cayuga County Chapter's  
Wine Tour**  
May 5, details coming soon!

**Raising the Bar #2 & Annual  
Meeting**  
May 10, 10 - 12:00 pm  
More details coming soon!

**REALTORS® Legislative  
Meetings & Trade Expo**  
May 14 - 19, Washington, DC

**Borio's Member Mixer**  
June 7, 5:00 - 7:00 pm  
Borio's, Oneida Lake

**GSAR's Annual Golf Outing**  
July 23, Links at Erie Village

**Raising the Bar #3, Meet the  
Candidates, Election begins**  
August 22, details coming soon!

**NYSAR Fall Business Meetings**  
September 23 - 26

[Register for an Event](#)  
[NYSCAR Calendar of Events](#)  
[GSAR and CNYIS Scholarship  
Request Forms](#)

### **NEW MEMBERS**

*No new member sign-ups this  
week*

**Raising the Bar #4**

October 4, 12 - 3:00 pm

Details to follow!

**REALTORS® Conference & Expo**

November 2 - 5, Boston, MA

**Oswego County Chapter's PATH Auction & Holiday Party**

November 29, 5:00 pm,

Fulton

**Events Calendar**



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