

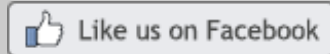


February 17, 2017

Issue No. 7



Remember to "like" us on Facebook!



9 Things You Need to Know this Week

1. Cayuga County Chapter Education Event

All GSAR members are welcomed to attend the Cayuga County Chapter education event on **March 8th** from 9:00 - 4:00 pm at the Hilton Garden Inn, Auburn. There will be a Fair Housing class in the morning and Advanced Matrix training in the afternoon covering Instanet, Authentisign and ShowingTime. This is a great deal for only \$10 for members and \$20 for non-members through March 7th **AND** lunch is included! [Click here](#) for a printable flyer and more information.

Members can [register here](#). Non-members please contact Christine at teneyck@cnyREALTOR.com.

2. MLS Dues Billing is in the Mail...Due March 15th

Second quarter MLS dues have been mailed and are due on or before **March 15th**. If payment is not made on or before March 15th, a \$15.00 late charge will be added to your account on **March 16th**. If payment, including \$15.00 late charge, is not paid on or before **April 2nd**, your service will be interrupted on **April 3rd, 2017**. On April 3rd 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 received. [Click here](#) to pay your dues.

****COMPANIES WILL BE SHUT OFF ON April 17th****

3. CRS March 9th and 10th at GSAR

On **March 9th** learn *7 Things Successful Agents Do Differently: A Proven Business System*. On **March 10th** learn *Converting Leads into Closings*.

Register for both classes by Monday, **February 20th** and receive \$25 off your registration! Questions? Contact Jennie Chapin at jen@jenniechapin.com. For more information and to register, [click here](#).

4. Raising the Bar #1 to be held at Empower

The first Raising the Bar of 2017 will be held on Thursday, **March 2nd** at Empower on 1 Member Way in Syracuse from 10 - 12:00 pm. The seminar will feature John Waugh, instructor, author and real estate broker. Let John get you inspired with his motivational presentation. [Click here](#) for a printable flyer.

[Register here](#).

5. ShowingTime Mobile App is Coming Soon!

We would like to let you know that the ShowingTime mobile app has been updated and is now available! [Click here](#) for more information on these updates. If you do not already have the ShowingTime app, [click here](#) for instructions on how to download it.

6. GRI Designation Course

Randy Templeman will be here on Tuesday, **March 7th** to teach the GRI 8 Technology course. Not only will you learn tons of tech tips from Randy, but you will also earn credits toward the GRI designation, the ePro designation and 7.5 hours of CE credit all in one day!

Already a GRI? You can audit any GRI course for only \$50, CE credit included. Registration is through NYSAR. [Click here](#) for a flyer and registration information.

7. BJ's Quarterly Sign-up

[Click here](#) for information on how to join or renew and save up to \$25! Please return to Nora DiMeis by Wednesday, **March 15th**.

8. Instanet Update to Transaction Contacts, February 22nd

Changes are being made to Instanet transaction contacts to make it easier for users to see and use what is now known as "Preferred Name". Preferred Name will now be known as Legal Name. The Legal Name, Preferred Signature and Preferred Initial fields are now on the same tab as the "regular" contact name. It will be released on the evening of Wednesday, **February 22nd**. [Click here](#) for more information.

9. Home HeadQuarters in New Location with New Loan Program

The main office of Home HeadQuarters has moved and is now located at 538 Erie Boulevard West. They now offer a loan program for those who aren't in the business of renting apartments, but find themselves with an opportunity to make a difference in their neighborhood. [Click here](#) for more information.

Second Chance....LINKS TO PAST NEWS ITEMS

Jennie's Charities! For a list of Jennie's charities for 2017, [click here.](#)

Save these education dates, [click here](#) to view.

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

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

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

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

New York State Housing Market Sets Sales Record in 2016, [read more.](#)

Syracuse Moves up on List of Best Places to Live, [read more.](#)

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!**

- Never allow unaccompanied access to property without permission.
 - Enter property only with permission even if you have a lockbox key or permission.
 - When the occupant is absent, leave the property as you found it (lights, heating, cooling, drapes, etc). If you think something is amiss (e.g., vandalism) contact the listing broker immediately.
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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

IMPORTANT DATES

Tech Tips and Training

March 27, 1:00 - 3:00 pm

Details coming soon.

Raising the Bar #2

QUICK LINKS

[2016/2017 Membership](#)

[Directory](#)

[Calendar of Events](#)

[Education Schedule](#)

[CNY Housing Stats](#)

[Important Support Numbers](#)

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

Tech Tips & Training

April 24, 1:00 - 3:00 pm
GSAR

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

Tech Tips & Training

May 22, 1:00 - 3:00 pm
GSAR

Lobby Day

May 23, Albany

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

Tech Tips & Training

[Member Benefits](#)

[Member Profile](#)

[NAR](#)

[NYSAR](#)

[Pay Your Dues](#)

[Register for Education](#)

[Register for an Event](#)

[NYSCAR Calendar of Events](#)

[CenterState CEO Essentials](#)

[CenterState CEO Events](#)

[GSAR and CNYIS Scholarship](#)

[Request Forms](#)

NEW MEMBERS

Emily McGraw

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315-682-9500

Douglas Freeman

Keller Williams Syracuse -
East Syracuse
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315-701-6900

Michelle Parrish

Hunt Real Estate ERA - Liverpool
michelle.parrish27@yahoo.com

June 26, 1:00 - 3:00 pm

315-622-5757

GSAR

GSAR Golf Outing

July 17, 12:00 pm

Links at Erie Village, E.

Syracuse

Ice Cream Social

July 20, 2:00 pm

GSAR

Tech Tips & Training

July 24, 1:00 - 3:00 pm

GSAR

Oswego County Event

August 17, 4:00 pm

Raising the Bar #4, GSAR

Wine Social & Meet the

Candidates & Voting Begins

Aug. 24, GSAR

Tech Tips & Training

Aug. 28, 1:00 - 3:00 pm

GSAR

2017 Fall Business Meetings

September 24 - 27, Turning Stone

Casino, Verona, NY.

Wine Tour

October 5 - All day

Mr. GSAR

October 19, 6:00 pm

GSAR

Tech Tips & Training

October 23, 1:00 - 3:00 pm

GSAR

NAR Conference & Expo

November 3 - 6, Chicago, Ill


**Oswego Chapter PATH
Auction & Holiday Party**

November 14


NYSAR Triple Play

December 4 - 7, Atlantic City, NJ

**Events
Calendar**



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