

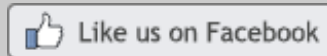


February 24, 2017

Issue No. 8



*Remember to "like" us on Facebook!*



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

### **1. Raising the Bar #1, Sign up Today!**

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.](#)

### **2. Members in the News**

At the recent NYSAR Business Meetings, several GSAR members were recognized for earning their GRI designations and others were awarded scholarships.

#### **Congratulations go out to:**

**GRI Graduates:** Chris Cheney, Anthony Aragoni, Carolyn Reid and Jennifer Young

**Scholarship awardees:** Kathleen Cifra, Mary Anne Cramer, Chatarina Etoil and Glenn Riemenschneider.

[Click here](#) to learn how YOU can apply for a scholarship or earn a designation.

### **3. Tech Training with Randy Templeman**

Want to learn the latest and best tech tools to help you streamline your business and connect with new clients? Join Randy for a lively and informative discussion of how to put tech tools to use to boost your business. Register now for GRI-8 Technology on Tuesday, **March 7th**, 8:30 - 5:30 pm. Even if you are not working on the GRI designation, you will earn 7.5 hrs. of CE credit. Already a GRI? You can audit the course for \$50, CE included! [Click here](#) for a flyer and registration information.

### **4. Cayuga County Chapter Education Event**

All GSAR members are welcome to attend the Cayuga County Chapter education

event on Wednesday, **March 8th** from 9:00 - 4:00 pm at the Hilton Garden Inn, Auburn. There will be a Fair Housing class in the morning with Fran Carroll and Advanced Matrix training in the afternoon with Bill Roesser. Also in the afternoon Martin Carpenter will cover Instanet, Authentisign and ShowingTime. Updates on GSAR, CNYIS and MLS with Denise Yerdon and Susan Proch. 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](mailto:teneyck@cnyREALTOR.com).

#### **5. CRS March 9th and 10th at GSAR**

On Thursday, **March 9th** learn *7 Things Successful Agents Do Differently: A Proven Business System*. On Friday, **March 10th** learn *Converting Leads into Closings*. Questions? Contact Jennie Chapin at [jen@jenniechapin.com](mailto:jen@jenniechapin.com). For more information and to register, [click here](#).

#### **6. A la Carte Sponsorship Opportunities for 2017**

GSAR affiliates and brokers, NOW is the time to lock in your sponsorships for 2017! We have several valuable sponsorship items that can help bring your name and your company's name to the minds of GSAR REALTORS®. [Click here](#) for a sponsorship form, time is running out!

#### **7. MLS Dues Billing is 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\*\***

#### **8. Thank You Notes from Recipients of PATH Auction Fundraiser**

GSAR received a thank letter from Oswego County Opportunities, Inc., along with a couple of hand written thank you notes from the actual recipients.

Greater Syracuse Board of Realtors  
5958 East Taft Road  
North Syracuse, NY 13212

February 16, 2017

Dear Board of Realtors (and those who participated in the PATH auction):

A heartfelt thank you for another wonderful holiday made possible by your generosity and continued support!

Thank you for all of your hard work in making the PATH auction such a resounding success!

Enclosed are a few thank you cards from the youth and some pictures.

If there is anything I can do to assist with any future activities, please do not hesitate to contact me.

Sincerely,

*Karen Merrill*

**Karen Merrill**  
Comprehensive Care Coordinator





On behalf of everyone in OLO's the Path,  
I would like to sincerely thank all of you for  
your generous donations and gifts. You've brought  
joy to all of us kids, and spreading happiness  
is the greatest gift of all.  
I wish you good luck in the future.



I wanted to say  
thank you to the  
board of realtors  
for donating  
money to the PATH  
program to buy  
us Christmas gifts!  
Thanks Agdin!

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### **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](#).

ShowingTime Mobile App is Coming Soon! [More info here](#). [Instructions here](#).

BJ's Quarterly Sign-up, [click here](#) for more information, save up to \$25!

Instanet Update to Transaction Contacts, for more information, [learn more](#).

Home Headquarters in New Location with New Loan Program, [read more](#).

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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!**

- Be considerate of the seller's property. Do not allow anyone to eat, drink, smoke, dispose of trash, use bathing or sleeping facilities or bring pets. Leave the house as you found if unless instructed otherwise.
- Use sidewalks; if weather is bad, take off shoes and boots inside property.
- Respects seller's instructions about photographing or video-graphing their properties interiors or exteriors.



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)

## IMPORTANT DATES

### ***Tech Tips and Training***

March 27, 1:00 - 3:00 pm  
Details coming soon.

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

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

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

### ***Birdhouse Auction***

April 12, 5:30 pm  
Community Arts Center  
East Genesee St., Syracuse

### ***Tech Tips & Training***

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

## 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](#)

[CenterState CEO Essentials](#)

[CenterState CEO Events](#)

[GSAR and CNYIS Scholarship](#)

[Request Forms](#)



### ***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***

June 26, 1:00 - 3:00 pm

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***

### **NEW MEMBERS**

#### ***Jason Maxon***

Acropolis Development, LLC -

Syracuse

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315-802-6959

#### ***Jery Augustin***

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Syracuse

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315-701-6900

#### ***Nicholas Masterpol, Jr.***

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Syracuse

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#### ***Brigitte Harris***

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#### ***Celeste Greiner***

WEICHERT, REALTORS - The

Bollinger Group, Inc.

[celeste@thebollingergroup.net](mailto:celeste@thebollingergroup.net)

315-637-0555

#### ***Kevin Dewan***

Berkshire Hathaway CNY Realty -

Cazenovia

[kdewan@bhhsnyrealty.com](mailto:kdewan@bhhsnyrealty.com)

315-815-5111

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July 24, 1:00 - 3:00 pm

GSAR

***Oswego REALTOR® Expo***

August 17, 4:00 pm River Vista,  
Fulton

***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

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# HH&K

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