

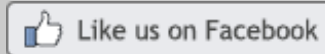


March 3, 2017

Issue No. 9



Remember to "like" us on Facebook!



10 Things You Need to Know this Week

1. The Crowd was Awesome In Spite of the Weather

Yesterday's first Raising the Bar was attended by over 130 members even though the weather did not cooperate. Our next Raising the Bar will be **April 7th** at Empower Federal Credit Union with Sally Santangelo. Learn how you can earn 20% off of 2018 GSAR local dues by attending, [click here](#) for RTB flyer. Here are a couple of pictures from yesterday's Raising the Bar.



2. Save The Date! Dr. Lawrence Yun to Speak to GSAR Members

GSAR is pleased to announce that Dr. Lawrence Yun, Chief Economist and Senior Vice President of Research at the National Association of REALTORS® will be at Empower Federal Credit Union on **April 28th**. Time and registration information to come, stay tuned! To learn more about Dr. Lawrence Yun, [click here](#).

3. March is Wounded Warriors Month

GSAR's president, Jennie Chapin, has chosen March to be wounded warriors month and is encouraging members to donate their money and/or time to the [Wounded](#)

Warrior Foundation. For a complete list of Jennie's charities for 2017, [click here.](#)

4. Tech Training with Randy Templeman

Join Randy for an 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. [Click here](#) for a flyer and registration information.

5. Cayuga County Chapter Education Event

Members and non-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. 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.

6. 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 For more information and to register, [click here.](#)

7. 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!

8. Three New York Housing Markets Top Affordability Chart

Buffalo-Cheetowaga-Niagara Falls and Syracuse both ranked in the top five affordable major housing markets in the country according to the most recent National Association of Home Builders (NAHB)/Wells Fargo Housing Opportunity Index (HOI). [Click here](#) to learn more.

9. Oswego County Chapter Education Event

Members and non-members are welcome to attend the Oswego County Chapter Education event on Wednesday, **April 5th** from 9:00 - 4:00 pm at the River Vista, Fulton. ONLY \$15 for members and \$25 for non-members through April 4th 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.

10. MLS Dues are 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****

Second Chance...LINKS TO PAST NEWS ITEMS

Jennies 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, [click here](#) for a staff connection form.

Syracuse moves up on the list of best places to live, [read more](#).

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

Instanet update to transaction contracts, [click here](#) to learn 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!**

- Identify your REALTOR® and professional status in all contacts with other REALTORS®.
- Respond to other agents' calls, faxes and emails promptly and courteously.
- Be aware that large electronic files with attachments or lengthy faxes may be a burden on recipients.

*Member to Member News and Hot
Chitchat*

Send us your news!

Content must be about member community

IMPORTANT DATES

Tech Tips and Training

March 27, 1:00 - 3:00 pm

[Click here](#) for flyer.

Oswego County Chapter

Education Event April 5,

9:00 - 4:00 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

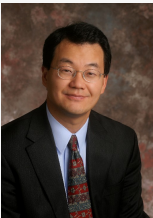
East Genesee St., Syracuse

Tech Tips & Training

April 24, 1:00 - 3:00 pm

GSAR

Dr. Lawrence Yun



April 28, time TBD

Empower FCU

More details to follow

Celebrity Bartending Event

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](#)

NEW MEMBERS

Donna Jordan

RealtyUSA.com - Liverpool

smartstartk9@yahoo.com

315-622-2111

Peter Penizotto

Keller Williams Syracuse - East

Syracuse

penizottop@gmail.com

315-701-6900

Antoinette Montgomery

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

July 24, 1:00 - 3:00 pm

Kirnan Real Estate - Liverpool
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315-457-3356

Christian Kantak

Inquire Realty - Baldwinsville
chris@inquirerealty.com
315-622-0161

Caroline Shue

Century 21 Leah's Signature -
Fulton
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315-598-1165

Abbey Graser

Excel, REALTORS® - Liverpool
graserb@gmail.com
315-458-8121

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

**Events
Calendar**

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