



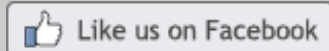
April 7, 2017

Issue No.

13



Remember to "like" us on Facebook!



8 Things You Need to Know this Week

*****GSAR Office will be closed Friday, April 14th*****

1. April is Fair Housing Month!

April is Fair Housing Month and April 2017 marks the 49th anniversary of the 1968 landmark Fair Housing Act. Each year REALTORS® recognize the significance of this event and reconfirm our commitment to upholding fair housing law as well as our commitment to offering equal professional service to all in their search for real property. Learn more about Fair Housing Month 2017 and for a Fair Housing Focus Poster, [click here](#).

2. The Results are in and New York is in the Winners' Circle

It was a fierce competition among 20 state associations and REALTORS® made a huge impact for RPAC over the last several weeks through our REALTOR® State Competition. In fact, REALTORS® across America raised a grand total of \$91,109 through 571 individual investors! [Click here](#) to see the winners!

3. Demystifying Sellers Concessions

MB Financial will hold a seminar on Tuesday, **April 11th**, from 10:00 - 12:00 pm at GSAR. [Click here](#) for flyer with more information.

[Register here](#).

4. CNY Fair Housing Birdhouse Auction and Contest, April 12th

April is Fair Housing Month and this year's birdhouse auction will be held at the Community Arts Center on East Genesee St. at 5:30 pm on Wednesday, **April 12th**. The REALTOR® with the highest bid will win 22.5 hours of GSAR CE.

[Click here](#) for more information.

5. Defensive Driving Class April 13th is Canceled

Due to low registration, the Liberty Mutual Insurance defensive driving class presented by the National Traffic Safety Institute for GSAR members as been

canceled until further notice.

6. Cayuga County Chapter Meeting, April 25th

Cayuga County will kick off it's first chapter meeting to discuss future plans and to network on **April 25th** in Auburn from 5:00 pm - 7:00 pm. [Click here](#) for more information. [Register here.](#)

7. Chief Economist & Senior VP of Research at NAR to Speak to GSAR

Dr. Lawrence Yun will be at Empower Federal Credit Union Friday, **April 28th** at 10:00 am. Don't miss this unique opportunity! [Register here.](#) To learn more about Dr. Lawrence Yun [click here.](#)

8. 'Coming Soon' Should Not Be Used Solely as a Marketing Tool

The use of "Coming Soon" has been the topic of many Hotline calls. Licensees should be aware that the use of such terms in marketing a property should only be done in specific situations. This article by Anthony Gatto, Esq., NYSAR Legal Counsel, will discuss the permitted and prohibited uses of "Coming Soon." [Click here](#) to read full article.

[Second Chance...LINKS TO PAST NEWS ITEMS](#)

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

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.



*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

CALLING ALL VOLUNTEERS

GSAR Director, Andy Azzarello, will be hosting his third annual softball tournament Saturday, April 29th beginning at 8:00 am to benefit the Upstate Cancer Center, the Autism Society and the Salvation Army. For more information n volunteering or donating a raffle item, [click here.](#)

Questions? PLease contact Andy at andya@kw.com

Another successful Raising the Bar was held this morning at Empower Federal

Credit Union. Sally Santangelo, Executive Director of Fair Housing, spoke on fair housing issues and provided some legal updates.

It was a packed house!



IMPORTANT DATES

CNY Fair Housing

Birdhouse Auction

April 12, 5:30 pm
Community Arts Center
East Genesee St., Syracuse
[Click here](#) for flyer

Tech Tips & Training

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

Cayuga County

Chapter Meeting

April 25, 5:00 - 7:00 pm
JB's Wall St. Grill, Auburn
[Click here](#) for flyer

Dr. Lawrence Yun

April 28th, 10:00 am

QUICK LINKS

[2016/2017 Membership](#)

[Directory](#)

[Calendar of Events](#)

[Education Schedule](#)

[CNY Housing Stats](#)

[Important Support Numbers](#)

[Member Benefits](#)

[Member Profile](#)

[NAR](#)

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[Pay Your Dues](#)

[Register for Education](#)

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[NYSCAR Calendar of Events](#)

[CenterState CEO Essentials](#)

[CenterState CEO Events](#)

[GSAR and CNYIS Scholarship](#)

[Request Forms](#)

NEW MEMBERS

Empower Federal Credit Union
[Click here](#) for flyer

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, [click here](#) for flyer

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

Kelly Loya

Procopio Real Estate, Inc -
Syracuse
kelly.loya@icloud.com
315-928-5394

Rebecca Russell

Christmas & Assoc Country Home
Camden
becky@landandcamps.com
315-245-5761

Carmella Cummings

Hunt Real Estate ERA - Liverpool
ccummings4482@icloud.com
315-622-5757

Wendy Letis

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315-373-0440

Ryan Long

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315-622-2800

James Bowden

Hunt Real Estate ERA - Liverpool
jbowd@gmail.com
315-622-5757

Ida Waterman

Keller Williams Syracuse - East
Syracuse
jean.ida@gmail.com
315-701-6900

GSAR

Tech Tips & Training

July 24, 1:00 - 3:00 pm

GSAR

Tina Nunez

Keller Williams Syracuse - East
Syracuse

tina.nunez@gmail.com

315-701-6900

Oswego REALTOR® Expo

August 17, 4:00 pm

River Vista, Fulton

Matthew Hughes

Keller Williams Syracuse - East
Syracuse

matt@halloffamecny.com

315-701-6900

Raising the Bar #4, GSAR

Wine Social & Meet the

Candidates & Voting Begins

Aug. 24, GSAR

Amanda Wiedenbeck

Aspect Real Estate & Con, - North
Syracuse

amandaw@aspectrealestate.com

315-218-6443

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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