

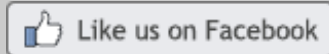


January 12, 2018

Issue No. 2



Remember to "like" us on Facebook!



8 Things You Need to Know this Week

Pay Your Dues Here

1. Today is Last Day for Early Bird Price for Installation!

Register today for this year's Installation Cocktail Reception before prices rise! This event 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. Make a night of it and stay at the Marriott Syracuse Downtown, they are offering rooms for only \$129 that evening!

[Click here](#) for event flyer with more information.

[Click here](#) to register.

[Click here](#) to see who's been nominated for REALTOR® of the Year, Affiliate of the Year, and Shining Star.

[Click here](#) to reserve a room at Marriott Syracuse Downtown **for only \$129.**

2. IMPORTANT! 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.

3. Building an Exceptional Customer Service Referral Business

This CRS class is a highly interactive course designed to deliver all the essentials for refocusing the student's business plan to a customer service-centered, repeat and referral business. It will be held at GSAR on **Monday, January 22 and Tuesday, January 23rd** from 8:30 - 5:00 pm. [Click here](#) for more course and registration information.

4. Tech Tips and Training is Back by Popular Demand!

The first T3 class of 2018 is scheduled for **Monday, January 29th** from 1:00 - 3:00 pm at GSAR. The topic for January is *Photography for REALTORS® - Level II*. [Click here](#) for more information. [Register here!](#)

5. GSAR Gets a Shout Out From Upstate Cancer Center!

[Click here](#) to check out this month's Upstate Cancer Center Buzz, a monthly newsletter, as they thank GSAR for all of the Christmas toys and gift cards that YOU, our members, donated last month (bottom of page 5). Thank you to everyone that made that possible!

6. Commemorating 50 Years of the Fair Housing Act

Fair housing is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. As stewards of the right to own, use and transfer private property, fair housing protects our livelihood and business as REALTORS® and depends on a free, open market that embraces equal opportunity. [Read more here!](#)

7. Getting Started with RPR!

Register today for upcoming residential workshops to gain a basic understanding of how to use RPR's (Realtors Property Resource®) dynamic data and best-in-class tools to help attract, retain and lead clients to the closing table [Click here](#) to view all available webinars.

8. 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.



Member to Member News and Hot
Chitchat

Send us your news!

Content must be about member community
events or personal events you would like

Important News from NAR and the IRS

In case you missed it: Two tax pros explain how the new tax reform law impacts your treatment of business income in a video you can share.

Among other things, the law creates a 20% business income deduction that you can take as independent contractors.

Income and other limits apply.

[Click here](#) for more helpful information (NAR)

[Click here](#) for FAQ Withholding Tables (IRS)

[Click here](#) for video "How the Law Affects Your Taxes as a Business"(NAR)

Help Wanted

CNY Signature Properties is looking for a part-time administrative assistant, preferably a licensed real estate sales person. If you know of anyone that may be interested, please call 315-382-4444.

IMPORTANT DATES

(subject to change)

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 (see details above)

2018 Mid-Winter Business

Meetings, February 4 - 8

Desmond Hotel, Albany

MS-TER GSAR Fundraiser

March 8, 6:00 pm, GSAR

QUICK LINKS

[2017 Membership Directory](#)

[Calendar of Events](#)

[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](#)

[Register for an Event](#)

Raising the Bar #1

March 15, 10 - 12:00 pm

Details coming soon!

Lobby Day

March 20, Albany

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

Turning Stone Casino

[NYSCAR Calendar of Events](#)

[GSAR and CNYIS Scholarship](#)

[Request Forms](#)

NEW MEMBERS

Andrea Cornell

Hunt Real Estate, Fayetteville

315-446-4681

andrea@hodgkinshomes.com

Shaun LaFave

Gilbo Realty, Syracuse

315-752-9513

MyFirstNewHome@mail.com

Stephanie Wickham

Coldwell Banker Prime Prop,

Sylvan Beach

315-762-4032

stephanie.Wickham@cbpp.com

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

