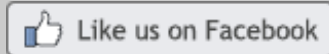




January 5, 2018
Issue No. 1



Remember to "like" us on Facebook!



7 Things You Need to Know this Week

Pay Your Dues Here

1. Come Celebrate Syracuse!

This year's Installation Cocktail Reception 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. After dinner 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 the Marriott Syracuse Downtown for only \$129.

2. 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. Salesperson Course Begins January 13

If you know of anyone interested in becoming a real estate salesperson, let them know that GSAR's winter prelicensing course begins on Saturday, January 13, 2018. **Registration deadline is Sunday, January 7.** For general information [click here](#). For a course brochure [click here](#).

4. 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.

5. 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!](#)

6. 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.

7. Consumer Home Buying Plans Up in Fourth Quarter 2017

According to the latest poll by the Siena Research Institute (SRI), New York State consumer home buying plans were up 7.6 percent in the fourth quarter of 2017. Overall, New York State consumer confidence remained strong, up 2.1 points to 92.3 from the third quarter. New York's overall consumer confidence is 3.6 points below the nation's index of 95.9. Buying plans were also up for consumer electronics, furniture, and major home improvements. Buying plans were down for cars/trucks. [Learn more here!](#)



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!

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

Raising the Bar #1

March 15, 10 - 12:00 pm
Details coming soon!

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

QUICK LINKS

[2017 Membership Directory](#)

[Calendar of Events](#)

[CenterState CEO Essentials](#)

[CenterState CEO Events](#)

[CNY Housing Stats](#)

[CNYIS Billing Change](#)

[Congressman John Katko](#)

[Downtown Syracuse Events](#)

[Education Schedule](#)

[Important Support Numbers](#)

[Member Benefits](#)

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[Register for Education](#)

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[GSAR and CNYIS Scholarship](#)

[Request Forms](#)

NEW MEMBERS

Andrea Bucci

Longley Jones Residential, E.

Syracuse

andrea.bucci@longley-jones.com

315-424-0200

Adele Cole-Brown

Keller Williams, E. Syracuse

acolebrown@kw.com

315-701-6900

Mary Hankin

Keller Williams, E. Syracuse

More details coming soon!

agentphillips1@gmail.com

315-701-6900

REALTORS® Legislative Meetings & Trade Expo

May 14 - 19, Washington, DC

Jozlyn Keller

Keller Williams, E. Syracuse

jozlyn.keller@gmail.com

315-701-6900

Borio's Member Mixer

June 7, 5:00 - 7:00 pm

Borio's, Oneida Lake

Simone Scalici

Keller Williams, E. Syracuse

simone.scalici@kw.com

315-701-6900

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!

Sara Wright

Howard Hanna, North Syracuse

mrswright1012@gmail.com

315-458-9100

NYSAR Fall Business Meetings

September 23 - 26

Turning Stone Casino

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

Increase
your
income.
 nysar



welcome
to our home

Let us
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Lender.

PARAGON
HOME LOANS

NMLS #130952
Licensed Mortgage Banker - NYS Department of Financial Services 