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Hot News Sponsors

Click here to pay your GSAR dues today!

IMPORTANT NOTICE-Security is our Priority!

At the direction of the GSAR and CNYIS board of directors beginning January 1, 2019 members will no longer be able to make **credit card payments over the phone, in person or make any cash payments.**

Please go to cnyREALTOR.com/dues to pay your dues 24 hours a day, seven days a week from your computer or ours!

Cash will not be accepted at any event, with the exception of 50/50 raffle tickets sold at various functions and smaller dollar items.

Weekly Video

REALTORS® Care Career Closet

Lynnore Fetyko, GSAR's CEO, announces November 29th and 30th, from 9:00 - 4:00 pm, for our clothing drive for OCC's REALTORS® Care Career Closet. Click on the video for more details! Thank you to Suzanne Thompson who is the chairperson of the task force working on this project. THANK YOU IN ADVANCE FOR YOUR SUPPORT!



Quick Links

- [2018 Membership Directory](#)
- [Calendar of Events](#)
- [CenterState CEO Events](#)
- [CNY Housing Stats](#)
- [CNYIS Billing Change](#)
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- [Event & Meeting Schedule](#)
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[Learn More Here!](#)

Events

Save These Dates for November and December

Nov 20 GSAR Office closing at 3:00 pm - Staff Training

Nov 21 GSAR Office closing at 3:00 pm

Nov 22 & 23 GSAR office closed for Thanksgiving

Dec 3-6 [Triple Play](#), Atlantic City, NJ

Dec 13 [Cayuga County Chapter's Holiday Party & Fundraiser](#), 5:30 pm, Springside Inn, Auburn

Register for Triple Play by 11/30 and SAVE!

Register online by November 30 to save money on Triple Play! Online registration for members is \$109 and \$199 for non-members until November 30.

Don't get stuck paying at the door! On-site registration is \$139 for members and \$219 for non-members.

Triple Play offers more than 100 sessions to choose from including up to 18 CE credits over the course of four days.

Make sure you're one of the more than 8,000 REALTORS, brokers, appraisers, and other real estate professionals attending Triple Play.

[Register Now!](#)

Enjoy Some Holiday Spirit and Camaraderie!

Please plan on attending the Cayuga County Chapter's Holiday Party & Fundraiser on Thursday, December 13th at 5:30 pm at the [Springside Inn](#), 6141 West Lake Road, Auburn. Each attendee will enjoy a free drink ticket, food, entertainment and a live auction to benefit Cayuga County's Habitat for Humanity and The Christmas Elf.

[Member Profile](#)
[NAR](#)
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[NYSAR](#)
[NYSCAR Events](#)
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[Pay Your Dues](#)
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Important Dates

[Triple Play](#)

[December 3 - 6, Atlantic City, NJ](#)

[Cayuga County Chapter Holiday Party & Fundraiser](#)

[December 13, 5:30 pm](#)

[Springside Inn, Auburn](#)

[SAVE THESE DATES FOR 2019](#)

[Installation Cocktail Reception](#)

[January 18, 5:30 pm, Marriott Syracuse Downtown](#)

[2019 Mid-Winter Business Meetings](#)

[February 10-14, Desmond Hotel, Albany](#)

[REALTORS® Legislative Meetings & Expo](#)

[May 13-18, Washington, DC](#)

[Borio's Member Mixer](#)

[June 6, 5:00 pm, Borio's-Oneida Lake](#)

[GSAR's Annual Golf Outing](#)

[July 22, Time TBD, Links at Erie Village](#)

[NYSAR Fall Business Meetings](#)

[Sept 22-25, Turning Stone Casino](#)

[Oswego County Chapter's PATH Auction & Holiday Party](#)

[November 12, TBD](#)

[Click here](#) for event flyer.

Register Today

MLS News



MLS Tip of the Week

Remarks Section:

1. "Public" Remarks Section - This section is reserved to further describe the property being offered for sale or lease. It should NOT contain: personal information; company information; web addresses; phone numbers; co-listers; links; bonus information; other inappropriate information.
2. "Private" Remarks Section - This section is reserved for information to be shared with other MLS Participants. This includes: bonus information; lock box location; appointment information; and web addresses.

Note: It is the responsibility of the Designated REALTOR to ensure accuracy at all times. The responsibility of data accuracy when entered in the MLS cannot be placed on another party such as the buyer or buyer's agent.

ShowingTime MarketStats Newsletter

The November newsletter is here. ShowingTime is excited to share with our members their latest blog on MarketStats' live charts.

This month, they are also introducing a new section, "Tips of the Month," that highlight ideas on how agents can use MarketStats to promote themselves.

November Newsletter

Education News



Broker Course Begins November 26

The first step to take in obtaining your real estate broker/associate broker license is to complete the NYS Broker 45 Hour Qualifying Course. The next Broker Qualifying Course will begin on Monday, November 26. Registration deadline is November 19. Course fee: \$329.00, includes the textbook.

[Click here](#) for list of class dates and times and general licensing information.

Code of Ethics Training Requirement

If you find your name on the list below, it means that GSAR doesn't have a record of your Code of Ethics training for the current cycle (1/1/2017 - 12/31/2018). Please submit your proof of completion to

education@cnyrealtor.com or fax to 315-457-5884.

The ethics deficiency list is current as of October 29:

[List by Firm Name](#)

[List by Member Name](#)

ETHICS

Still need to complete your ethics training for the 2017-2018 cycle? Two "Ethics for Realtors®" courses will be held at GSAR:

- November 20, 9am-12pm \$20 for GSAR members
- December 13, 1pm-4pm \$20 for GSAR members

[Register Today!](#)

December Continuing Education

December 6 Commercial Real Estate - You Can Do It!
9:00am - 12:00pm 3.0 CEU Instructor: Ozzie Crisalli

December 12 Killer House You Have There (Environmental issues)

9:00am - 12:00pm 3.0 CEU Instructor: Mike Smith

December 12 Multiple Offers: Handle with Care

1:00pm - 4:00pm 3.0 CEU Instructor: Mike Smith

December 13 Ethics for REALTORS®

1:00pm - 4:00pm 3.0 CEU Instructor: Don Radke

Matrix 1, Matrix 2, and Matrix 3 can be taken for CE credit. See "Matrix Training Schedule" under News & Alerts for the schedule.

[Register Today](#)

Can't attend a live class?

Online courses are also available.

- [Click here](#) for offerings from GSAR online course partners
- [Click here](#) for NAR's online Code of Ethics courses (Free and CE courses)

Designation Courses Coming to GSAR in 2019

GRI 1 - Ethics

April 19 (7.5 hours CE)

Instructor: Don Cummins, Esq.

GRI 8 - Technology

September 10 (7.5 hours CE)

Instructor: Jeremias Maniero

GRI 3 - Agency

October 23 (7.5 hours CE)

Instructor: Jim Braman, Esq.

If you already hold the GRI designation, you can audit any GRI course for \$50. It's a great way to refresh your skills, and the CE is included!

ABR - Accredited Buyer Representative

June 12-13 (2-day course; 15 hours CE)

Instructor: Randy Templeman

[Register for Designation Courses](#)

[Download Registration Form](#)

Hot Topics



2019 Award Nominations Now Being Accepted

GSAR is pleased to continue the REALTOR® of the Year, Affiliate of the Year and Shining Star awards. These awards will be presented at our Installation Event, Friday, January 18th at the Marriott Syracuse Downtown. Nominations are due no later than Friday, December 14th.

[Nomination Form](#)

Oswego's PATH Auction Raises the Most Money Ever!

The Oswego County Chapter's Annual PATH Auction was held this past Tuesday and raised \$10,250 in just a couple of hours! Once matched by the state and federal governments, that's almost \$31,000! Thank you to everyone that attended and donated to this worthwhile cause. This successful event is because of you!



[View More Pics Here!](#)

BJ's Sign-up and Renewal Time!

Get Rewarded: Join or renew as a **BJ's Perks Rewards®** Member for just \$80, and earn 2% cash back on most purchases. You'll also receive 1 bonus month! [Click here](#) for flyer. All applications are due no later than December 15th.

[New Customer Application](#)

[Renewing Customer Application](#)

Introducing Commitment to Excellence (C2EX)

Competition for business is fierce. So what if you could demonstrate to clients how you stand apart as a professional? You can, through the new Commitment to Excellence (C2EX).

This innovative tool, created by real estate professionals, is not a designation or a course. It's a self-directed platform that you can use to learn, grow, and promote your expertise. C2EX is not a membership requirement but a benefit available to all NAR members at no additional cost. Get started today by logging in to www.C2EX.realtor and taking the self-assessment to measure your proficiency in 10 aspects of professionalism (11 for brokers), ranging from customer service to use of technology. The platform will

generate a customized learning path for you and recommend experiences and resources to enhance your skillset.

[Get Started!](#)

MLS Policy Amended to Reinforce Cooperation on Offer Presentations

The NAR Board of Directors at its meeting in Boston amended the MLS policy regarding the rights of cooperating brokers in the presentation of offers.

The policy reinforces cooperation and brings MLS policy in line with the Code of Ethics. Under the rule, listing brokers will be required to provide written affirmation or notification to cooperating brokers, if they request the certification in writing, on the disposition of their offer. The action amends MLS Policy Statement 7.73 to reflect a newly established duty in Standard of Practice 1-7 of the Code of Ethics.

[More on the Code of Ethics and other NAR Governance Documents](#)

■ New Members

Sabina Clark

Hunt Real Estate ERA
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Mark Anthony DeAngelis

Howard Hanna Real Estate
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Kathleen Kellogg

Century 21 Arquette Properties
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STAY CONNECTED

