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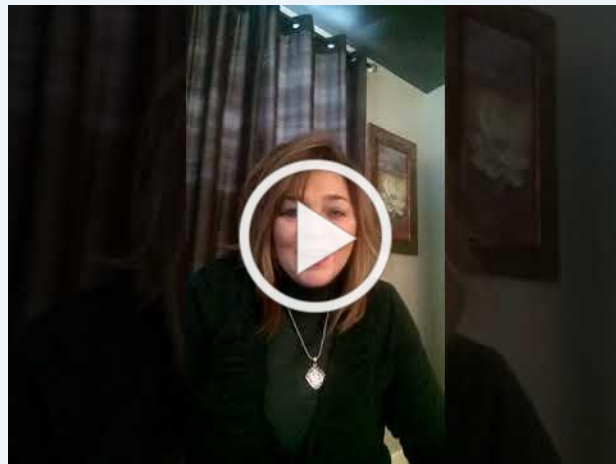
Hot News Sponsors

**Click here to pay your
GSAR dues today!**

Weekly Video

GSAR Needs Your Help and Support for the REALTORS® Care Career Closet at OCC

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!



Learn More Here!

Events



Quick Links

- [2018 Membership Directory](#)
- [Calendar of Events](#)
- [CenterState CEO Events](#)
- [CNY Housing Stats](#)
- [CNYIS Billing Change](#)
- [Education Schedule](#)
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Save These Dates for December and January 2019

- Dec 3-6 [Triple Play](#), Atlantic City, NJ
- Dec 13 [Cayuga County Chapter's Holiday Party & Fundraiser](#), 5:30 pm, Springside Inn, Auburn
- Jan 18 Installation Cocktail Reception, 5:30 pm, Syracuse Marriott Downtown

Time is Running Out - 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!](#)

Cayuga County to Hold a Holiday Party & Fundraiser!

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. [Click here](#) for event flyer.

[Register Today](#)

MLS News



MLS Tip of the Week

Square Footage within the MLS needs be entered as per the MLS Rules and Regulations:

Square Footage - Square Footage should match the tax records. If it is determined that the tax records are incorrect, it should be noted in the Realtor Remarks. For reference, Square Footage is area which is "above grade and heated living area". Best way to obtain the sq. ft. is to measure the exterior dimensions of the dwelling. Fannie

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[NAR](#)
[NAR REALTOR® Magazine](#)
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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

Mae & Freddie Mac guidelines and FHA & VA allow 50% of a below grade area to be used as sq. ft. but only if access and egress exists on two levels, such as a hillside. On a Cape Cod the second floor should be measured using the area that is at least 5 ft. or higher.

Education News



The Deadline is Near

If you find your name on the Code of Ethics 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 before December 31, 2018.

The ethics list is current as of November 20.

Code of Ethics List

Code of Ethics Courses

Code of Ethics Course Schedule - Still need to complete your ethics training for the 2017-2018 cycle? GSAR is offering one more "Ethics for REALTORS®" course (held in the GSAR classroom) on December 13, 1pm-4pm \$20 for GSAR members.

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)

Don't Miss Out on One-Day-Only Sales

Our online partner, The CE Shop, is offering GSAR members big discounts on their online courses. View the flyers below for details:

[Black Friday Sale](#) (valid on Nov. 23 only)

[Cyber Monday Sale](#) (valid on Nov. 26 only)

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](#)

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



\$1 Million Commitment to Aid Wildfire Victims

Join NAR this holiday season in helping those devastated by the worst California wildfires in history!

When major disaster strikes, the REALTORS® Relief Foundation has one goal: help families who have endured unimaginable loss. The REALTORS® Relief Foundation is currently coordinating efforts to provide relief for those affected by wildfires in California. The foundation has made a \$1 million commitment to wildfire victims. Your support will help us continue meeting the immediate housing needs of disaster victims.

[Learn How You Can Help!](#)

Get Your Nominations in by 12/14!

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](#)

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!](#)

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.

New Members

No New members due to the Thanksgiving Holiday



STAY CONNECTED

