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**Hot News Sponsors**

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

**Typo on GSAR Invoices**

In the body of your 2019 GSAR dues bill, it states that it is "2018 GSAR Dues". That is incorrect, all GSAR bills are for 2019. We apologize for any confusion this may have caused.

**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 cash payments.** Please go to [cnyREALTOR.com/dues](http://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.

**Now's the Time to Clean Your Closet!**

Before you pack all of your clothes away for winter, please consider donating them to a great cause! We are holding a clothing drive for OCC's Career Closet where students can go to receive gently used business clothing and accessories for job interviews and meetings. Dressing for success boasts confidence and self-esteem. Won't you be a part of this worthwhile clothing drive? Stay tuned for drop off date and time. OCC accepts clothing everyday, if you can't wait. THANK YOU FOR YOUR SUPPORT!



Quick Links

- [2018 Membership Directory](#)
- [Calendar of Events](#)
- [CenterState CEO Events](#)
- [CNY Housing Stats](#)
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Weekly Video

RPAC Chairperson has a Challenge for YOU!

Nancy Quigg, RPAC Chairperson, has challenged GSAR members to donate in 2019. Our goal for 2019 is 100% participation, and we can do it! Any donations made after November 1st automatically go towards 2019. So when you pay your dues and you elect to pay the \$25 donation, it will go towards our 2019 goal. GSAR would like to thank Nancy for all of her hard work with RPAC.



Nancy Quigg

Events

Save These Dates for November and December

- Nov 13 [Oswego County Chapter's PATH Auction & Holiday Party](#), 6:00 pm, River Vista, Fulton
- Nov 15 [NYSAR Breakfast Meeting & Tour](#), 8:30 am, Aloft Hotel, Kirkpatrick Street.
- Nov 15 [Cayuga County Chapter Education & Networking Event](#), 4:30 pm, Hilton Garden Inn, Auburn
- 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

Oswego County Chapter's Annual PATH Auction & Holiday Party

This year's PATH Auction will be held on Tuesday,

[Member Profile](#)  
[NAR](#)  
[NAR REALTOR® Magazine](#)  
[NYSAR](#)  
[NYSCAR Events](#)  
[OCC Newsletter](#)  
[Pay Your Dues](#)  
[RPR® Webinars](#)  
[Register for Education](#)  
[Register for an Event](#)  
[Scholarship Request Form](#)  
[Syracuse Events](#)

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### **Important Dates**

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

**[November 13, 6:00 pm, Fulton](#)**

#### **[NYSCAR Meeting & Tour](#)**

**[November 15, 8:30 am, Aloft Hotel, Kirkpatrick St.](#)**

#### **[Cayuga County Chapter's Education & Networking Event](#)**

**[November 15, 4:30 pm, Hilton Garden Inn, Auburn](#)**

#### **[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, 5:00 pm, Marriott Syracuse Downtown](#)**

##### **[2019 Mid-Winter Business Meetings](#)**

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

##### **[Ms-ter GSAR](#)**

**[March 7, Time TBD, GSAR](#)**

##### **[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](#)**

November 13th at 6:00 pm at the River Vista in Fulton.

This event is always a ton of fun and all monies raised will benefit [Oswego County Opportunities PATH Program](#). Please bring an item to contribute to the auction. Last year we raised over \$7,000...let's beat that number!!

**Register Today!**

#### **Join NYSCAR for a Breakfast Meeting and Tour**

Join the Syracuse Chapter of the New York State Commercial Association of REALTORS® (NYSCAR) November 15th at 8:30 am at the [Aloft Hotel](#) on 310 W Kirkpatrick Street Syracuse. Learn about the \$350MM investment in our Inner Harbor adding a 1.2M square foot mix of class A office space, retail and restaurants, residential units and hotel rooms. Breakfast will be at 8:45 with the project spokesperson a little after 9:00. Then enjoy a tour of the [Iron Pier Apartments](#) and retail space around the corner on Van Rensselaer Street. Please RSVP by November 12th.

**View Marketing Brochure**

**RSVP Today**

#### **Cayuga County Chapter's Education & Networking Event...FREE through November 12th!**

Please join the Cayuga County Chapter as they host another Education & Networking Event on Thursday, November 15th at the [Hilton Garden Inn, Auburn](#). Don Radke will teach a one hour Agency Class (1 hr. CE) and a three hour Fair Housing Class (3 hrs CE). Following all of that intense learning, enjoy cocktails and light appetizers in the bar area from 8:30 - 9:30 pm. [Click here](#) for flyer.

**Sign Up Here!**

#### **Don't Miss This Year's Triple Play!**

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 Today**

NYSAR Fall Business Meetings  
Sept 22-25, Turning Stone Casino

Oswego County Chapter's PATH  
Auction & Holiday Party  
November 12, TBD



### MLS Tip of the Week

As a reminder of when listing statuses should be updated, please review Section 1.4, Change of Status of Listing **Section 1.4 Change of Status of Listing** - Any change in listed price or other change in the original listing agreement shall be made only when authorized in writing by the seller and shall be filed with the service within twenty-four (24) hours (excepting weekends, holidays, and postal holidays) after the authorized change is received by the listing broker.

#### Change of Status Listing Explanations

### MLS Policy Amended to Reinforce Cooperation on Offer Presentations

The NAR Board of Directors at its meeting in Boston today amended 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

## 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 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](mailto: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!](#)

### **November Continuing Education**

Short Sales with Donovan Pieterse

November 13, 9am-1pm 4.0 CEUs

Creative Financing with Donovan Pieterse

November 14, 9am-1pm 4.0 CEUs

Ethics for REALTORS® with Don Radke

November 20, 9am-12pm 3.0 CEUs

[Register and View December Offerings](#)

### **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)

## 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](#)

### **Get Ready for Filing Season**

The new tax laws will impact everyone. Below is useful information for all and the New IRS Publication 5307, which helps individuals understand Tax Cuts and Jobs Act.

[Learn About New Tax Laws](#)

[What You Need to Know from NAR](#)

### **REALTORS® Highlight the Importance of Defending Against a Data Breach**

REALTORS® discussed the risks of real estate fraud and approaches to avoid falling victim to scams in the marketplace at the 2018 REALTORS® Conference & Expo in Boston. The forum, officially titled, "Defending against the Data Breach: Protect from Spyware, Malware, Ransomware & Keyloggers," was led by Robert Siciliano, CEO of Safr.Me, who presented a host of tips on how Realtors® can stay safe from data breaches.

[Read Full Article](#)

### **Dues Discount on the Rise**

We had 93 members take advantage of the 20 % dues discount for attending all 4 Raising the Bars or 3 Raising the Bars and Community Day, up from 85 the year before. We will offer the same opportunity to our members in 2019, so be on the lookout for dates and times so you too can receive a 20% discount!

### **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](#)

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

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## ■ New Members

### **Christopher Braun**

L. Wilson Realty  
315-252-5203  
[braunrealtor@gmail.com](mailto:braunrealtor@gmail.com)

### **Haley Everts**

Kirman Real Estate  
315-457-3356  
[haley@firstchoicehometeam.com](mailto:haley@firstchoicehometeam.com)

### **John Carbona**

Acropolis Realty  
315-396-0493  
[johnrcarbona@gmail.com](mailto:johnrcarbona@gmail.com)

### **Elizabeth DuFore**

Century 21 Galloway Realty  
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### **Deanna Diliberto-Cordell**

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### **Jeanette Evans**

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**Amanda Faatz**

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**Veronica Halligan**

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**Michael LaCava**

Howard Hanna

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**Sara Wojtaszek**

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**Tanya Woolridge**

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STAY CONNECTED

