



In This Issue

- [Weekly Video](#)
- [Important Dates](#)
- [Events](#)
- [MLS News](#)
- [Education News](#)
- [Hot News Sponsors](#)
- [Hot Topics](#)
- [Quick Links](#)
- [New Members](#)



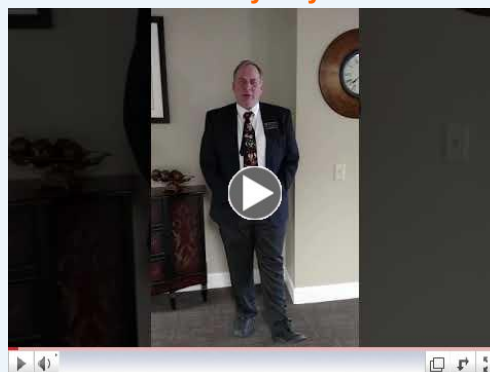
Hot News Sponsors

We hope you are enjoying our new Hot News layout!
Please feel free to provide us with any feedback.

Provide Your Feedback Here

Weekly Video

Lobby Day!



**Karl Ashley, Legislative
Committee Chairperson**

Events

Save These Dates for March and April!

- March 8, MS-TER GSAR 6:00 pm, GSAR office
- March 13, Cayuga County Affiliate Drive, Prison City Pub & Brewery, Time TBD
- March 15, Raising the Bar #1, 10:00 am, Embassy Suites - Destiny
- March 20, Lobby Day, Albany
- March 26, Tech Tips & Training, 1:00 pm, GSAR Office
- April 5, NPN Roundtable, 2:00 pm, GSAR office
- April 11, Bird houses for Fair Housing, 5:30 pm,

HH&K

Hinman, Howard & Kattell LLP
ATTORNEYS

Edwina C. Schleider
224 Harrison Street, Suite 500
Syracuse, NY 13202
P:(315) 473-9414
E: eschleider@hbk.com

Binghamton, NY	Syracuse, NY
New York, NY	White Plains, NY
Capital District, NY	Oneonta, NY
Saddle Brook, NJ	Manchester, NH
Scranton, PA	Boynton Beach, FL
Tunkhannock, PA	Palm Beach Gardens, FL

www.hbk.com

ATTORNEY ADVERTISING

LANG LAW OFFICES

Vaughn Lang, Esq.
6838 East Genesee Street
Fayetteville, NY 13066
315.445.1831

Increase
your
income.



Quick Links

[2017 Membership Directory](#)
[Calendar of Events](#)
[CenterState CEO Events](#)

- 805 E. Genesee St., Syracuse
- April 12. Community Day, 10:00 am , GSAR office
- April 18. RPAC Fundraising Dinner, 5:00 pm,
Stada Mia
- April 19. Oswego County Chapter's REALTOR® Expo

February Tech Tips & Training

This month's T3 seminar will be on Monday, February 26th at the GSAR office from 1:00 - 3:00 pm. This month join Martin Carpenter for InstaNet forms focusing on how to use the many tools included with InstaNet. [Click here](#) for more T3 information.

[Register Today](#)

Come for the Fun, Leave with Some Great Stuff

Come join us for MS-TER GSAR on Thursday, March 8 at 6:00 pm at the GSAR office for an evening of fun while raising money for Upstate Cancer Center. You will have the chance to bid on different packages that our participants have to offer. Anything from dinner prepared at your home to overnight stays at some of the finest hotels around CNY. Ticket price includes 2 dinner stations and a cash bar. [Click here](#) for event flyer.

[Register Today](#)

Raising the Bar #1 With Jeff Rogers

The first Raising the Bar of 2018 will be held on March 15th! **REMEMBER:** Any GSAR member that attends all four RTBs (**or** three RTBs and Community Day, April 12th at GSAR) will receive **20% off** of their 2019 GSAR annual dues. [Click here](#) for more event information! Don't forget - Costco will be at this Raising the Bar doing a membership drive, [click here](#) for more information.

[Register Today](#)

Make Your REALTOR Voice Heard!

NYSAR's annual Lobby Day is Tuesday, March 20, 2018 beginning at 9 a.m. in the Empire State Plaza (Meeting Rooms 1-5) in Albany. Breakfast, lunch, lobbying orientation and lobbying materials will be provided. Book your hotel room by March 12, 2018 at the Hampton Inn & Suites in downtown Albany under the NYSAR room block.

[Learn More Here](#)

Registration Now Open for the REALTORS® Legislative Meetings & Trade Show

Registration is now open for NAR's Legislative Meetings and Trade Show, May 14 - 19, in Washington, DC. [Click here](#) to learn more! [Click here](#) for scholarship form to

[CNY Housing Stats](#)
[CNYIS Billing Change](#)
[Syracuse Events](#)
[Education Schedule](#)
[Event & Meeting Schedule](#)
[Important Support Numbers](#)
[Member Benefits](#)
[Member Profile](#)
[NAR](#)
[NAR REALTOR® Magazine](#)
[NYSAR](#)
[NYSAR Events](#)
[Pay Your Dues](#)
[Register for Education](#)
[Register for an Event](#)
[Scholarship Request Form](#)

Important Dates

[MS-TER GSAR Fundraiser](#)

March 8, 6pm at GSAR

[Raising the Bar #1](#)

March 15, 10am-12pm
Embassy Suites-Destiny

[Lobby Day](#)

March 20, Albany

[Tech Tips & Training](#)

March 26, 1:00 pm, GSAR

[NPN Roundtable](#)

April 5, 2pm at GSAR

[Community Day](#)

April 12, 10am-12pm at GSAR

[Oswego County REALTOR®](#)

[Expo](#)

April 19, 4-7pm in Fulton

[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

[Annual Golf Outing](#)

July 23, 11:30 am
Links at Erie Village

[Raising the Bar #3, Meet the Candidates, Election Begins](#)

August 22, details coming soon!

help offset some of the costs associated with attending.

[Register Today](#)

MLS News



NYSAR's Rodney Gansho's ML Issues PowerPoint

It was great to see many of you at the NYSAR Mid-winter business meetings last week. Some of you asked if Rodney Gansho's ML Issues PowerPoint would be available and it is!

[Access PowerPoint Here](#)

MLS Rule and Regulation Tip:

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 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



Salesperson Course Begins April 3

If you know of anyone interested in becoming a real estate salesperson, let them know that GSAR's spring prelicensing course begins on April 3, 2018. This course

[Parade of Homes](#)

September 8 - 23
Crown Point
Summit Meadows

[NYSAR Fall Business Meetings](#)

September 30 - Oct. 3 Turning
Stone Casino

[Raising the Bar #4 & Main Event](#)

Date TBD, 10 - 2:00 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

will be held evenings and Saturdays through May 14.
Registration opens on Monday, February 12. Details and
registration form will be posted on cnyREALTOR.com.

Code of Ethics Training

If you still need to complete your NAR Code of Ethics
training for the 2017-2018 cycle, consider registering for
Don Radke's "Code of Ethics for Realtors®" on February
15, 9am-noon. Only \$20 for GSAR members!

[Register Here](#)

Scholarship Winners Announced

The New York State Real Estate Education Foundation
announced the award of \$22,283 in scholarships recently
at the New York State Association of REALTORS®, Inc.
business meetings held at The Desmond Hotel and
Conference Center in Albany, NY. Scholarships are now
awarded twice each year.

[Learn More Here](#)

Hot Topics



CNYIS Dues Bills are in the Mail

Please be on the lookout for the CNYIS invoices that were
mailed Thursday, February 15th. If you do not receive an
invoice by the end of the next week (February 23rd),
please call Sue Clark, 315-457-5979 ext: 226.

Just a reminder - invoices are mailed to your broker's
office.

[Pay Your Dues Today](#)

Understanding Your Agent's Safety Policies and Procedures

The recent shooting this past week in Florida has inspired
us to remind all of our members how important it is to
practice good safety. When it comes to personal on-the-job
safety, real estate professionals are in a unique position.
They often share their contact information and photo openly
with others, they meet unknown clients, and they walk
through vacant properties.

[Learn Safety Tips](#)

**DEADLINE APPROACHING! Update Your Information
For Our 2018 GSAR & CNYIS Membership
Directory!**

Once again, we are printing COLOR PHOTOS of our REALTOR® members in our annual directory. Make sure your information and photo are up to date. February 26th is the deadline!

[Learn More Here](#)

House Passes New Bipartisan Bill

Recently the House passed HR 620, the ADA Education and Reform Act, by a vote of 225-192. HR 620 is a bipartisan bill that adds a crucial "notice-and-cure" period to the Americans with Disabilities Act (ADA), giving business owners accused of a violation the opportunity to fix it before a costly legal process begins. NAR strongly supported this bill and engaged in an advocacy campaign to help its passage. Thank you to those Commercial members who responded to the call for action!

It's Time to Renew Your Membership at BJ's

You don't have to come to the GSAR office anymore! Just access the form, fill it out, and e-mail back to dimeis@cnyrealtor.com. If you are paying by check, please make check out to BJ's and mail it with your form to: GSAR at 5958 E. Taft Rd, N. Syracuse, NY 13212, ATTN: Nora

[Access Form Here](#)

New Members

Denise Hendee

TJMG Properties, Liverpool
315-299-4277
dahendee@outlook.com

Ryan Zellar

Oak Tree Real Estate, Fayetteville
315-727-9177
ryan.zellar@gmail.com

Melissa Miner

Hunt Real Estate, Liverpool
315-622-5757
miner60199@aol.com

Stephanie Goppelt

Farnett Real Estate, Central Square
315-505-6609
sgoppelt9@gmail.com

Forward this email

STAY CONNECTED

