



**In This Issue**

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

PAY YOUR DUES HERE

**Weekly Video**

**Meet Don Radke, CNYIS President. He has a few words about those pesky "love letters"**



**Events**

**Save These Dates for April and May!**

- April 19. [Oswego County Chapter's REALTOR® Expo](#)  
4:00 pm, River Vista, 801 S 1st St., Fulton
- April 30. [Tech Tips & Training](#), 1:00 pm, GSAR
- May 8. [Cayuga County Chapter's REALTOR® EXPO](#)  
5:00 pm, Hilton garden Inn, Auburn
- May 10. [Raising the Bar #2 & Annual Meeting](#)  
10:00 am, Embassy Suites-Destiny
- May 14-19 [REALTORS® Leg Meetings & Trade Expo](#)  
Washington, DC

**Hot News Sponsors**

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May 21 Tech Tips & Training, 1:00 pm GSAR  
May 24 Oswego Chapter Education & Networking, details coming soon!

**Seats Are Filling Fast - Register Today for the Oswego County Chapter REALTOR® Expo!**

The Oswego County Chapter of GSAR is proud to host their annual REALTOR® Expo on April 19th at the River Vista in Fulton from 4:00 - 7:00 pm. The key note speaker will be Oswego Mayor William Barlow speaking on current and upcoming Oswego projects and issues. There will be a buffet dinner, cash bar and raffles. **Please bring a non-perishable food item** with you the night of the event or you can drop off monetary or non-perishable food items to Century 21-Galloway, 7 Bridie Square, Oswego. [Click here](#) for event flyer.

**Register Today**

**A Few Seats are Still Available for March's Tech Tips & Training - Photography for Realtors®**

Because today's buyers are most likely to begin searching for their new home on the internet, competitive picture quality matters more than ever. This short seminar is aimed at showing the basic concepts and techniques agents may use to improve their listing photos. Limited seating. [Click here](#) for flyer.

**Register Today**

**MLS News**



**Weekly MLS Rule and Regulation Tip: Coming Soon Listings**

CNYIS is starting to receive phone calls and emails asking about the use of "Coming Soon" listings. NYSAR LegalLine featured an article on, "Coming Soon" should not be used solely as a marketing tool, in their Fourth Quarter 2015 edition. Below are some bullet points about the use of "Coming Soon" listings.

- Real Property Law 441-c(1)(a) licensees are prohibited from placing misleading and/or untruthful advertisements
- Use must be truthful and at seller's legitimate request
- Not an alternative marketing technique

## UPSTATE PREMIER MORTGAGE



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### Quick Links

[2017 Membership Directory](#)  
[Calendar of Events](#)  
[CenterState CEO Events](#)  
[CNY Housing Stats](#)  
[CNYIS Billing Change](#)  
[Education Schedule](#)  
[Event & Meeting Schedule](#)  
[Important Support Numbers](#)  
[Member Benefits](#)  
[Member Profile](#)  
[NAR](#)  
[NAR REALTOR® Magazine](#)  
[NYSAR](#)  
[NYSCAR Events](#)  
[Pay Your Dues](#)  
[Register for Education](#)  
[Register for an Event](#)  
[Scholarship Request Form](#)  
[Syracuse Events](#)

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### Important Dates

[Oswego County  
REALTOR® Expo](#)

April 19, 4-7pm in Fulton

[Tech Tips & Training](#)

April 30, 1:00 pm, GSAR  
Beginners Photography

[Cayuga County Chapter](#)

- Not to be used to compile list of buyers
- All brokers must be given same access as listing office
- Do not "suggest" the use of a Coming Soon listing unless Sellers circumstances specifically warrant it

[Read Full Article Here](#)

### Who Owns Your Property Photos?

Listing content fuels the real estate industry, and displaying photographs of real properties online is now a vital part of the real estate professional's marketing plan. Improper use of listing photographs, however, can create legal problems for agents, brokerages and MLSs. NAR sample agreements are NOW on Instanet. You can find these forms in a folder called "Copyright Listing Photo Agreements - Samples by NAR". Please refer to your Broker for guidance on using the forms.

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## Education News



### April Continuing Education

Curious About Commercial Real Estate?

Wouldn't it be nice if your doctor, dentist, hairstylist, etc., paid you for a change? Learn how to make it happen in Commercial Real Estate - You Can Do It on April 24, 9:00am - 12:00pm.

[Get More Information Here](#)

Matrix training is available on April 18, and 25. Earn 3.0 hrs. CE credit per course. See the News & Alerts section on your Matrix home page for the schedule and registration instructions

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## Hot Topics



## REALTOR® Expo

May 8, 4:30 pm, Auburn

## Raising the Bar #2

### & Annual Meeting

May 10, 10:00 am,

Embassy Suites-Destiny

## REALTORS® Legislative

### Meetings & Trade Expo

May 14 - 19, Washington, DC

## Tech Tips & Training

May 21, 1:00 pm, GSAR

## Oswego County Chapter Education & Networking Event

May 24, details coming soon!

## 17th Annual NYS Commercial Real Estate Conference

June 4-6, Turning Stone

Casino & Resort

## Borio's Member Mixer

June 7, 5:00 - 7:00 pm

Borio's, Oneida Lake

## Tech Tips & Training

June 21, 1:00 pm, GSAR

## 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!

## Cayuga County Chapter Education and Networking Event

September 5, 4:30 pm, Hilton

Garden Inn, Auburn

## Oswego County Chapter Education and Networking Event

September 6, 4:30 pm, Tavern on

the Lock, Fulton

## NPN Celebrity Bartending Event

September 6, Details coming!

## Tech Tips & Training

September 24, 1:00pm, GSAR



## **"Best Community Day Ever" Said Everyone!**

This year's Community Day was held on April 12th and it was standing room only! Over 115 were in attendance to listen to the President of OCC, Dr. Casey Crabill, Executive Director of Home HeadQuarters, Kerry Quaglia, and Syracuse City Deputy Mayor, Sharon Owens. A lot of information was provided to members on different programs offered by these different organizations.

[View Community Day Photos](#)

[View Home HeadQuarters' Presentation](#)

[View Deputy Mayor's Presentation](#)

[View OCC President's Presentation](#)

## **Community Day Testimonial from Kelly Loya from the Scripa Group, LLC.**



## **City of Syracuse Police Chief Search**

Deputy Mayor, Sharon Owens, who spoke at Community Day this year, informed the members that the city is on a national search for the next Police Chief and the city would like your input! There will be Community Sessions on April 17th at St. Lucy Gym 425 Gifford St., April 23rd at Blessed Sacrament Church 3127 James St., April 25th at Southwest Community Center 401 South Ave., and April 30th at CNY Philanthropy Center 431 E. Fayette St. All meetings are from 5:30 - 7:00 pm.

[Let Your Voice Be Heard](#)

### [NYSAR Fall Business Meetings](#)

September 30 - Oct. 3  
Turning Stone Casino

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

October 4, 10 - 2:00 pm  
Details to follow!

### [Tech Tips & Training](#)

October 22, 1:00 pm, GSAR

### [REALTORS® Conference & Expo](#)

November 2 - 5,  
Boston, MA

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

November 13, 5:00 pm, Fulton

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

December 13, 5:30 pm  
Springside Inn, Auburn

### **Warning: Spam Email Alert**

Members should be aware of a suspicious email being deployed with the subject line: "ANNUAL REPORT TO ALL MEMBERS OF NATIONAL ASSOCIATION OF REALTOR (NAR)" from the email address presiidentceo@usa.com (link sends e-mail). Please note that official NAR emails will come from a realtor.org or realtors.org email address and include proper branding, messaging, contact information and opt-out provisions. NAR has already reached out to the domain provider to report this issue. Do not click on any links within this email. The National Association of REALTORS® urges its members and state and local REALTOR® associations to be on high alert for email and online fraud.

[More Information on Cyberscams and  
Cybersecurity Best Practices Here](#)

### **Watch for the Weekly Auburn Pub**

The Auburn Pub will be sharing a Real Estate Tip of the Week at the bottom of their FL page. Their electronic paper will link to our website, cnyREALTOR.com, to a page where all agents will have a chance to buy a space for \$25/year for their name and contact information.

[Sign Up Today](#)

## **New Members**

### **Nicholas Barletta**

Illuminate Real Estate, Liverpool  
315-937-5892  
nickb@illuminateRES.com

### **Chibu Ezidiegwu**

Keller Williams Realty, Syracuse  
315-701-6900  
chibuezid@kw.com

### **Karen Whalen**

Keller Williams Realty, Syracuse  
315-701-6900  
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### **Gabe Williams**

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