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PAY YOUR DUES HERE

Weekly Video

Meet Steven Barrett with MyTown Realty, LLC. Steve attended the second Raising the Bar held yesterday at Embassy Suites-Destiny. Patrick Reilly, New York State Association of REALTORS® Vice President of Member Board Services spoke on complaint resolution and Vaughn Lang, from Lang Law, spoke about "Coming Soon" Listings. Here were his take-aways.



Hot News Sponsors

Window to the Law: "Coming Soon" Listings Best Practices with Chloe Hecht, Senior Counsel, with the National Association of REALTORS®

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Events

Save These Dates for May and June!

- May 14-19 [REALTORS® Leg Meetings & Trade Expo](#)
 Washington, DC
- May 15 [Real Estate Staging Designation Class](#)
 10:00 am, GSAR
- May 21 [Tech Tips & Training](#), 1:00 pm, GSAR
- May 24 [Oswego Chapter Education & Networking](#)
 4:30 pm, Tavern on the Lock, Fulton
- June 4-6 [17th Annual NYS Commercial Real Estate Conference](#), Turning Stone Casino
- June 7 [Borio's Member Mixer](#), 5:00, Borio's on Oneida Lake
- June 20 [Annual Membership Meeting and Kick-off Summer Cookout](#), 12:00 pm, GSAR
- June 21 [Tech Tips and Training](#), 1:00 pm, GSAR
- June 21 [NPN Roundtable](#), 10:00 am, GSAR

Earn Your Real Estate Staging Designation

(paid ad)

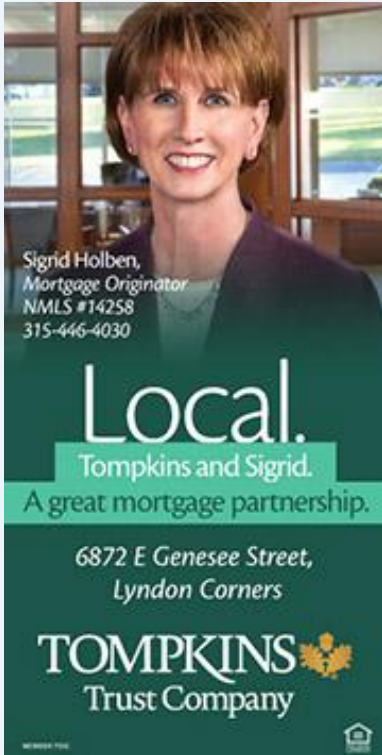
Today's real estate market is ripe with opportunity and inventory of 'move-in-ready' homes is at an all time low in many markets. [AnnieMac Home Mortgage](#) wants to help you get more listings and prepare them properly to sell fast and to sell for top dollar. Join Joseph Dougherty, AnnieMac Branch Manager, on Tuesday, May 15th from 10:00 - 12:00 pm to earn your Real Estate Staging designation. Register early to ensure your spot, seating is limited! [Click here](#) for event flyer.

[Register Today](#)

May's Tech Tips and Training, May 21st

May's T3 will be on Instanet Forms. Join Laurie Omans on Monday, May 21st from 1:00 - 3:00 pm at the GSAR office where Laurie will cover setting up the Instanet account, preparing a contract and sending the contract through Authentisign. [Click here](#) for flyer.

[Register Today](#)



Quick Links

- [2018 Membership Directory](#)
- [Calendar of Events](#)
- [CenterState CEO Events](#)
- [CNY Housing Stats](#)
- [CNYIS Billing Change](#)
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Important Dates

[REALTORS® Legislative Meetings & Trade Expo](#)
 May 14 - 19, Washington, DC

Oswego County Chapter's Education & Networking Event

The Oswego County Chapter of GSAR is proud to host an Education and Networking Event on Thursday, May 24th beginning at 4:30 pm at the [Tavern on the Lock](#). Ethics for REALTORS® will begin at 4:30 pm and networking will begin immediately after, approximately 7:00 pm. [Click here](#) for event flyer!

[Register Today](#)

Annual Borio's Member Mixer, June 7th

This year's Member mixer will be held at [Borio's Restaurant](#) Thursday, June 7th from 5:00 - 7:00. GSAR has, again, teamed up with the Home Builders & Remodelers Association and the Mortgage Bankers Association to host this very popular event. Don't miss out on early bird prices-register today! [Click here](#) for event flyer.

[Register Here](#)

Annual Meeting & Kick-off Summer Cookout

The Annual Meeting will be held at GSAR on Wednesday, June 20th at 12:00 pm followed by a cookout to kick-off the summer right! There is not cost to attend, but please register for accurate headcount so we don't run out of food. [Click here](#) for event flyer.

[Register Today](#)

NPN to Host 2nd Roundtable

After having a successful Roundtable in April, the NPNs are hosting a second Roundtable! The topics for this session will be: Continuing Education, Advertising Guidelines, Best Practices, and Contracts. Very hot topics so class will fill fast - register early! [Click here](#) for flyer.

[Register Today](#)

Tech Tips & Training on Thursday, June 21

Normally our T3 classes are held on Mondays, but June's class will be on a Thursday. Come join Ron France with Real Property Resources® as he shows you the tools to better service your clients. [Click here](#) for event flyer.

[Register Today](#)

MLS News

[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 & Annual Meeting](#)
June 7, 5:00 - 7:00 pm
Borio's, Oneida Lake

[Annual Membership Meeting & Kick-off Summer Cookout](#)
June 20, 12:00 pm, GSAR

[NPN Roundtable](#)
June 21, 10:00 am, GSAR

[Tech Tips & Training](#)
June 21, 1:00 pm, GSAR

[Annual Golf Outing](#)
July 23, 11:30 am
Links at Erie Village

[Tech Tips & Training](#)
July 30, 1:00 pm, GSAR

[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

[Tech Tips & Training](#)
September 24, 1:00pm, GSAR

[NYSAR Fall Business Meetings](#)
September 30 - Oct. 3
Turning Stone Casino



Weekly MLS Rule and Regulation Tip:

Tax Information: Enter only the Total True Taxes. Do not enter taxes reflecting any exemptions. Exemption value can vary from individual to individual. The Tax ID# must match the Tax ID# supplied by the MLS tax vendor.

Now Available on Instant Forms

Located in the folder labeled "GSAR - All Forms", an "Escalation Clause Addendum" form approved by the CNYIS Board of Directors.

Internet Data Exchange (IDX) Background and FAQ

As applications of Internet technology to the real estate business have increased in number, quality, and acceptance by the public, an increasing number of residential real estate brokerage firms have established "online identities." These Internet websites enable real estate professionals to couple the immediate, direct communication available on the Internet with the experience, expertise, and personal professional advice REALTORS® offer clients and customers. There is no question but that such "online identities" are an increasingly integral element in the prospecting and marketing programs of REALTOR® firms.

[Learn More](#)

Education News



Upcoming CE

Earn some CE credits before summer comes.

May 22 Ethics for REALTORS® 3.0 CEU 9am - 12pm

May 23 As the Appraiser Sees It: I-Selecting

Raising the Bar #4
& Main Event

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

Parade of Homes

October 13 - 28
Crown Point Summit Meadows

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

Comparables* 3.5 CEU 9am-12:30pm

May 23 As the Appraiser Sees It: II-Data Collection & Analysis* 3.5 CEU 1pm-4:30pm

*Approved for appraiser CE credit

June 6 Grievance, Arbitration, & Procuring Cause** 3.0 CEU 9am-12pm

** Satisfies Code of Ethics training requirement

June 6 Mastering the Buyer counseling Session 3.5 CEU 1pm-4:30pm

June 26, 27, and 28 Agency, Ethics, & Fair Housing: Only Good Business 22.5 CEU Class meets 8:30am-5:00pm each day. Satisfy all licensing renewal requirements and your NAR Code of Ethics training for the 2017-2018 ethics cycle!

Matrix training is available on **May 16 and 23**. Earn 3.0 hrs. CE credit per course. See the News & Alerts section on your Matrix home page for the full schedule and registration instructions

[Register Today](#)

Apply for an Education Scholarship Today!

Do you want to take a national designation course, but are finding it hard to afford? Scholarships from the NYS Real Estate Education Foundation (NYSREEF) are available - don't pass up this opportunity to take a national designation course for free!

Any individual who: has at least one year experience in real estate sales; is licensed and practicing in New York State; and holds primary REALTOR membership in New York State is eligible for one of the designation program scholarships. Applications are due July 31, 2018.

[Click here for NYSREEF scholarship application](#)

A Friendly Reminder: Code of Ethics Training Cycle Ends December 31st

The NAR Code of Ethics training cycle began on January 1, 2017 and will end on December 31, 2018. If you still have to complete your Code of Ethics training, GSAR will be offering several live courses as well as online courses. [Click here](#) to view the current Code of Ethics training opportunities. More course dates will be added in the coming months. Not sure if you've already completed your training? Please check your CE certificates of completion or your GSAR education history. If your ethics training was completed through a school other than GSAR, please forward a copy of the Code of Ethics proof of completion certificate to GSAR (education@cnyrealtor.com or fax: 315-457-5884).



Cayuga County Chapter's REALTOR® Expo

Turn out was a little less than hoped for, but the Cayuga County Chapter's REALTOR® Expo was held this past Tuesday at the Hilton Garden Inn in Auburn. There were 25 vendors and approximately 40 REALTORS®. Over \$200 was raised for the local Cayuga County Habitat for Humanity. Detective Lieutenant Brian Schenck, with the Cayuga County Sheriff's Office, spoke to the room about REALTOR® safety and provided tips and tricks to stay safe.

[View Expo Photos](#)

Another Successful RTB

The second Raising the Bar was held yesterday at the Embassy Suites-Destiny. One hundred and thirty seven members were in attendance to hear Pat Reilly, Vice President of Member Board Services with the National Association of REALTORS®. This session's topic was complaint resolution and "Coming Soon" Listings. If you missed it, view the weekly video above to get a member's take-aways.

[View RTB Photos](#)

4 GSAR Board of Directors Positions Available for 2018 Election

There will be four (4) vacant positions to fill in the upcoming election beginning in August. Nominees must be a REALTOR® Member of the Board for a minimum of two (2) years immediately preceding nomination and shall have served on one or more standing Committees and/or Task Forces or the Board of Directors for a cumulative total of two (2) years during the preceding three (3) years and shall be a member in good standing with the Association or be nominated by a unanimous vote of the serving nominating committee with the approval of the Board of Directors. If you qualify and are interested in running, please contact Christine TenEyck at 315-457-5979 or teneyck@cnyrealtor.com.

Mark Your Calendars to Send a Message on Scaffold Law Reform

Please send a message to your elected representatives on Tuesday and urge them to support much needed Scaffold

Law reform. Everything is already written for you - although you can write your own, if you would like to - more than anything we need numbers - the folks in Albany need to know that this matters to A LOT of New Yorkers.

[Review Letter Here](#)

2018 REALTORS® Conference & Expo Registration Open!

You can now register for the 2018 REALTORS® Conference & Expo, November 2-5, in Boston. It's the place to take your businesses to the next level, featuring 100 top-notch education sessions, 400 exhibitors at the largest industry trade show and 20,000 REALTORS® and guests to network and idea-share with.

[Learn More & Register](#)

Sign-up Today; 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](#)

Nominations Now Being Accepted for NYSAR's Community Service Award

The New York State Association of REALTORS® Community Service Award recognizes an individual's activities across the spectrum and not limited to just real estate or housing issues. A nominee should be an individual that is engaged in the community. All nominations must be postmarked or electronically transmitted by June 15, 2018 to Patrick Reilly.

[Community Service Award Criteria](#)

[Community Service Award Nomination Form](#)

■ New Members

NOTE: There will be no NEW MEMBER SIGN-UPS on Thursday, June 17th. NEW MEMBER SIGN-UPS will resume on Friday, June 25th at 10:00 am. Please make sure applications are in no later than Tuesday, May 22nd.

Donna Adams

The Real Estate Agency, Auburn

315-604-0718

adams.donna@aol.com

Christopher Coia

Kirnan Real Estate, North Syracuse
315-457-3356
chrisc@kirnan.com

John Gomez Jr.

Kal Real Estate, Syracuse
315-422-2949
j.gomez61@aol.com

Alena Hayden

Cuse Realty, Syracuse
315-403-0800
alona.cuserealty@gmail.com

Kevin McMahon

Longley Jones Residential RE, East Syracuse
315-424-0200
kevin.mcmahon@longley-jones.com

Michael Miceli

Century 21 Leah's Signature, Fulton
315-598-1165
mmiceli002@gmail.com

Yasmine Prasad

Reppi Real Estate Company, North Syracuse
315-254-3120
yasmine.prasad@gmail.com



STAY CONNECTED

