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**Hot News Sponsors**

**Weekly Video**

**Meet Matrix Trainer Bill Roesser**

Bill Roesser teaches Matrix at GSAR three Wednesdays per month. Hear the importance of taking all three Matrix classes!



**Events**

**Save These Dates for July and August!**

- July 23 [GSAR Annual Golf Outing](#), 11:30, Links at Erie Village
- July 30 [Tech Tips & Training](#), 1:00 pm, GSAR
- Aug 22 [Raising the Bar #3, Meet the Candidates, & GSAR Election Begins](#), 9:00 am, GSAR

**2018 Annual GSAR Golf Outing!**

This year's Golf Outing will be held on Monday, July 23rd at [The Links at Erie Village](#), 5904 North Burdick Street, East Syracuse. Check-in will begin at 11:00 am with lunch on the deck beginning at 11:30 am, Captain & Crew Shotgun at 12:30 pm, and a steak bake dinner at 6:00

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#### Quick Links

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pm. This event always fills up fast, so don't delay, register today! [Click here](#) for flyer.

[Register to Golf](#)

[Register for Dinner Only](#)

#### Tech Tips & Training July 30

For the first time, July's T3 will be all about managing your day with the iPad. Don't miss out...this class will fill up fast! [Click here](#) for printable flyer.

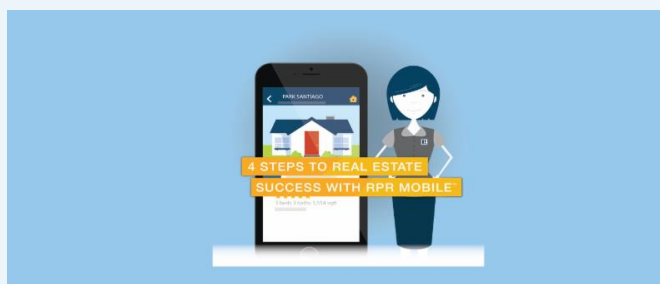
[Register Today](#)

#### Raising the Bar #3, Meet the Candidates & GSAR Election Begins

This year's 3rd Raising the Bar will be held at GSAR on Wednesday, August 22nd at 9:00 am. This session will focus on REO's, foreclosures, and HUD homes. Immediately following RTB, stay and hear from the nominees for the open GSAR Director positions for 2019! Don't forget...Voting starts this day at GSAR and will be open daily, M-F from 9:00 am - 4:00 pm through September 5th (except Labor Day). [Click here](#) for event flyer.

[Register Today](#)

## MLS News



#### Penalties Went Into Effect for Delayed Showing/Negotiations Violations July 1

Effective July 1st, 2018, the following penalties, in red below, went into effect for violations of the Delayed Showing/Negotiations Rule within the MLS Rules and Regulations:

Delayed Showings/Negotiations: Delayed Showings/Negotiations (DNS notices) are allowed. All listings in the Service that are not immediately available for showing/negotiations must have the owner(s) complete the required Delayed Showing/Negotiation Form. This form **MUST BE** filed as an attachment to the listing **AT THE SAME TIME** the listing is entered into the MLS. The date(s) that the property will be available for showing

## Important Dates

### 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, 9:00 am, GSAR

### 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

### 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

### REALTOR® Morning @ The Parade of Homes

October 17, 9:00 - 11:00 am  
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

and/or negotiations **MUST** be put into the **PRIVATE & PUBLIC** Remarks. Open houses are not to be scheduled during the "No showing" time frame. Note: The property is to be considered "Active" and days on market will continue to be counted

**\$100.00 penalty for any violation of this rule. \$500.00 penalty for breaking any terms of the "Delayed Showing/Negotiation" Addendum Form.**

The most up to date version of the "Delayed Showing/Negotiations" Addendum form can be found on InstaNet Forms

### **MLS Tip of the Week**

**Address:** The address field requires the house number and street name only. DO NOT put any other information in this space (ex. Bonus, EZ Show, LBEC, ASSUME, etc.) "Bonus" information should be located in the "Private Remarks" section. If there is a directional, such as "N" for north, enter in the Pre or Post directional field. Other directional input should go in the "Directions" section

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## Education News



### **Salesperson Prelicensing Course Begins July 9**

Know someone interested in getting into real estate? GSAR's summer salesperson prelicensing course begins on July 9. The course runs Monday-Friday, 9am-5:30pm from July 9 through the 20th, with the final exam on July 21.

Registration deadline is July 2. Click here [add link to sales course page] for more information.

### **Summer School**

If your license is up for renewal soon, why not pick up a few hours of continuing education during July and August.

July 24 - Five Steps of the Loyalty Ladder  
9:00am - 12:00pm Instructor: Randy Templeman

August 2 - Ethics for REALTORS®

[Click here](#) to register

GSAR offers online courses through The CE Shop, Hondros Learning, and OnCourse Learning. [Click here](#) for a list of online courses.

### **Matrix Training**

How well do you really know Matrix? If you haven't taken Matrix 2, you might be missing out on features of the program that could save you time and cut down on frustration. In Matrix 3, you'll learn how to create a CMA and the instructor will discuss the Realist tax program (did you know that you can print mailing labels from Realist?).

View Matrix News and Alerts on your Matrix homepage for the schedule and registration instructions.

## ■ Hot Topics



### **Last Chance to Get Your Company's Name on a Hole at the Annual Golf Outing!**

There are several sponsorship opportunities for you at our Annual Golf Outing. Everything from hole sponsors to dinner sponsors are available to get your company's name out there. Hurry...they won't last!

[Sponsorship Opportunities](#)

### **4 Mistakes Real Estate Pros Make on Social Media**

Though it is one of the most effective real estate marketing tools, social media must be used with finesse and know-how. Avoid these missteps and you'll be on your way to creating a robust community around your brand.

[Read More Here!](#)

### **Delta Sonic Has Special Offers for You!**

We know that keeping your car clean is a top priority for REALTORS®. Delta Sonic has deep corporate discounts just for you!

[View Discount Sheet](#)

## ■ New Members

We will have this week's and next week's new members in the Hot News on 7/13.



STAY CONNECTED

