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Hot News Sponsors

Weekly Video

Be Careful! "Loveletters" Could Get You in Trouble
 Don Radke speaks to you about the risks of "Love letters".



Don Radke

Join NYSAR for Free Flood Zone Webinars This Month!

In or out of a flood zone? Flood zone errors and confusion are rampant, and real estate agents need to know what information they can really count on! MyFloodStatus is the answer. Join one of their upcoming webinars to learn about their low-cost, pinpoint accurate, insured flood determination reports and the discount pricing you receive with your NYSAR membership! Register now for one of the upcoming webinars scheduled for August 13, 20 and 27 at 9:30 a.m. Choose the date that works best for you!

Our mortgage experts will make you feel right at home.

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Quick Links

2018 Membership Directory

Events

Save These Dates for August & September

- Aug 14 [NYSCAR's Meet, Greet & Networking Event](#), 8:15 am, Cavalry Club, 4801 Troop K Rd., Manlius
- Aug 22 [Raising the Bar #3, Meet the Candidates, & GSAR Election Begins](#), 9:00 am, GSAR
- Aug 28 BOD Election: Voting in Oswego County, [Oswego Public Library](#), 4:00 - 7:00 pm, 120 2nd St., Oswego
- Aug 29 BOD Election: Voting in Cayuga County, [Seymour Library](#), 4:00 - 7:00 pm, 176-178 Genesee St., Auburn
- Sept 5 Cayuga County Chapter Education and Networking Event, Time TBD, [Hilton Garden Inn](#), Auburn
- Sept 6 Oswego County Chapter Education and Networking Event, 4:30 pm, [Tavern on the Lock](#), Fulton
- Sept 14 [12th Annual Block Blitz](#), 9 - 3 pm, Syracuse's Elmwood Neighborhood on the Southside
- Sept 24 [Tech Tips and Training](#), 1:00 pm, GSAR Microsoft

NYSCAR to Hold a Meet, Greet and Networking Event!

Jim Keib, of [FOCUS Greater Syracuse](#), will be the key note speaker at this NYSCAR event. FOCUS (Forging Our Communities United Strength) is a citizen driven organization that taps citizen creativity to bring about change in Central New York by enabling citizens, organizations, and government to work together to enhance the quality of our lives and our economic future. Of you wish to attend, please RSVP by August 10th to Dana at cbSold@aol.com or Steve at steve@yaman.com.

Click Here for More Information!

Meet this Year's Candidates After Raising the Bar #3!

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

This Year's Nominees for the Board of Directors Bios!

[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](#)
[OCC Newsletter](#)
[Pay Your Dues](#)
[RPR® Webinars](#)
[Register for Education](#)
[Register for an Event](#)
[Scholarship Request Form](#)
[Syracuse Events](#)

Important Dates

[NYSCAR Meet, Greet & Networking Event](#)

August 14, 8:15 am,
Cavalry Club, Manlius

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

August 22, 9:00 am, GSAR

[Satellite Voting in Oswego County](#)

August 28, 4 - 7:00 pm,
Oswego Public Library

[Satellite Voting in Cayuga County](#)

August 29, 4 - 7:00 pm,
Seymour Library

[Cayuga County Chapter Education and Networking Event](#)

September 5, Time TBD,
Hilton Garden Inn, Auburn

[Oswego County Chapter Education and Networking Event](#)

September 6, 4:30 pm,
Tavern on the Lock, Fulton

[12th Annual Home Headquarters BLOCK BLITZ](#)

September 14, 9:00 - 3:00 pm
Elmwood Neighborhood, Syracuse

[Tech Tips & Training](#)

September 24, 1:00pm, GSAR

The election of candidates for the GSAR Board of Directors whose terms of service commence January 1, 2019, will be held at the GSAR office. Voting will be open for TWO WEEKS and must be done in person. Voting begins August 22nd and ends September 5th, 2018. Monday through Friday, 9am-4pm (except September 3rd, Labor Day). There are four open director positions.

[Meet the Candidates!](#)

[Satellite Voting in Cayuga and Oswego Counties](#)

To help accommodate our Cayuga and Oswego Chapters, GSAR will have satellite voting again this year for our members! Any member will be able to vote in Oswego County at the [Oswego Public Library](#), located at 120 E. 2nd St., Oswego, on August 28th from 4-7:00pm. Also, any member will be able to vote in Cayuga County at the [Seymour Library](#), located at 176-178 Genesee St, Auburn, on August 29th from 4-7:00 pm.

[12th Annual Block Blitz](#)

[Home Headquarters](#) (HHQ), with the assistance of an army of volunteers, is hoping to improve as many as 50 homes during this year's [Block Blitz](#) on Friday, September 14, 9am-3pm. Lunch will be served at 1:00 pm and all volunteers are asked to be there by noon. GSAR is a lunch sponsor and we need some help serving lunch to the hundreds of volunteers working the event. The event is taking place in Syracuse's Elmwood neighborhood on the Southside. Would you like to help? [Click here](#) to print event flyer.

[More Info Here!](#)

[Volunteer for Lunch Duty Today!](#)

HHQ is also in need of skilled contractors. Contact HHQ at 315-474-1939 or karens@homehq.org if you want to donate your skills.

[September's Tech Tips & Training: You and Microsoft!](#)

This month's Tech Tips & Training will be all about Microsoft with Microsoft experts on hand to answer your questions!

[Register Today](#)

MLS News

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

December 13, 5:30 pm

Springside Inn, Auburn



MLS Tip of the Week

Proper MLS Area/Property Type: All properties must be listed according to address and assessment jurisdiction only. CNYIS will not accept an additional listing for a property because the listing office wants to emphasize the school district, zip code, etc.

Attention Supra eKey Users; Price Change Notice

A CPI increase will be included starting with your August 20th, 2018 Supra eKey automatic payment. eKey Basic Service will go from \$19.43 to \$19.53 and eKey Professional Service will go from \$32.18 to \$32.52. All pricing includes tax.

Education News



Forget Something?

The NAR code of Ethics training deadline is **December 31, 2018**. All NAR members must complete a Code of Ethics course of no less than 2.5 hours during the 2017-2018 training cycle.

Updated ethics training deficiency lists will be posted on Matrix News and Alerts next week. If you find your name on the list, it means that GSAR has no record of your completing ethics training for this cycle. If you took a Code of Ethics course at a school other than GSAR, send a copy of the certificate to education@cnyrealtor.com or fax to 315-457-5884. Please submit **ONLY ETHICS CERTIFICATES**. We don't need copies of any other coursework you've taken through other schools.

Code of Ethics Course Schedule

Still need to complete your ethics training for the 2017-2018 cycle? GSAR has scheduled several dates for the "Ethics for Realtors" course (held in the GSAR

classroom):

- September 20, 1pm-4pm
- November 20, 9am-12pm
- December 13, 1pm-4pm

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.

[Register for GSAR Classes Today!](#)

Hot Topics



Listen to Our New Commercial Spots!

We've been working hard to come up with some fresh, new commercial spots for radio and TV. Let us know what you think by emailing teneyck@cnyrealtor.com!

[Commercial #1](#)

[Commercial #2](#)

[Commercial #3](#)

[Commercial #4](#)

Big Win for REALTORS® on IRS Guidance for 20% Income Deduction

If you were tuned to the news Aug. 8 you might have heard the IRS released proposed regulations on the new 20 percent business income deduction for pass through businesses. The deduction was part of the big tax reform law Congress passed at the end of last year and it was a huge win for REALTORS®. But it was unclear who would be eligible for the deduction. Now that proposed regulations are out, it's clear the new deduction will be available to a wide range of real estate professionals.

[Read More!](#)

NEXT BJ's Promotion to Begin Soon!

The next BJ's promotion will be held September 1- 15TH. Get registered for the first time or renew!

New Membership Application

Renewing Membership Application

■ New Members

Donna Bonney

Century 21 Leah's Signature
315 598-1165
donnabc21@gmail.com

Christina Alberici

Keller Williams E. Syracuse
315 701-6900
roechrissy713@gmail.com

Dominick Falcone III

Century 21 Tucci Realty
315 458-9000
dickfalcone@falconeinsurance.com

Ryan Benz

Acropolis Realty Group
315 396-0493
rbenz@acropolisrealty.com

Makayla Malone

Wenwood Inc.
315 399-3583
makayla@wenwoodrealty.com

Linda Romagnoli Vanderhoof

Howard Hanna Onieda
315 343-2300
lmvanderhoof@gmail.com

STAY CONNECTED

