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**Hot News Sponsors**

**Click here to pay your MLS fees. They are due 9/15**

**HAVE YOU HEARD?** There is a mandatory password change coming for your MLS - see below under **MLS News!**

**Weekly Video**

**JMan on Social Media!**

Check out JMan, who will be our speaker at Raising the Bar #4/The Main Event! "All Things Social Media!" Be there October 4th, it's going to be a great event! [Click here](http://www.cnyrealtor.com/event) for more info. on the event, and register on [www.cnyrealtor.com/event!](http://www.cnyrealtor.com/event)



Jeremias (JMan) Maneiro

**Events**





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## Quick Links

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## Important Dates

24th at 1:00 pm, will be all about Microsoft with Microsoft experts on hand to answer your questions! [Click here](#) for flyer.

[Register Today](#)

**Registration for Triple Play is now open!**

**December 3 - 6, 2018 - Atlantic City, NJ**

Every year since 2000, the Triple Play REALTOR® Convention & Trade Expo has attracted thousands of REALTORS®, brokers, appraisers, and other real estate professionals to the largest real estate convention and trade show of its kind in the U.S. Last year, participants traveled from coast-to-coast and Canada to learn about the newest and most exciting developments in real estate products and services.

[Click here for more info. on Triple Play!](#)

**Register Today for the 2018 Fall Business Meetings**

The New York State Association of REALTORS' 2018 Fall Business Meetings will be held Sunday, September 30 through Wednesday, October 3, 2018 at the Turning Stone Resort & Casino, Verona, NY. [Click here](#) for business meetings FAQs. [Click here](#) to download the full registration brochure with a preliminary agenda, session descriptions and special event information.

[Learn More & Register Today!](#)

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## MLS News



### MLS Tip of the Week

**Owner's Name:** The Owner's Name must always be filled in with the actual name(s) as appears on the deed. If the owner(s) do not wish their name to appear in the MLS, then a letter from the owner must be required by the listing agent or noted on the listing agreement and filed with the service for approval. Authorizations must be on file with the MLS. The listing should state "Authorization on file" in owner's name.

### 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

December 13, 5:30 pm  
Springside Inn, Auburn

### **ATTENTION MLS USERS - Mandatory Password Change**

We have been notified by Clariety/Corelogic that a mandatory password change has not been requested for two years. For security purposes, they have set September 20th as the date for a forced password change. If you have changed your password after June 20th, you will not be required to change your password again. We suggest that you change your password at your convenience prior to Sept. 20th, so that you will not be mandated to change it on the 20th! See the screen shot below to "Change Password."

[Click Here to Change Your Password Today!](#)

## Education News



### **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 - **FULL**
- 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!](#)

### **Salesperson Course Begins Soon**

Know someone interested in getting into real estate? GSAR's fall course begins on October 6 and is held evenings and Saturdays through November 10. For details, visit our website or call the education department at 315-457-5979x224.

Registration Brochure

**Polish Your Listing Presentation Skills**

Discover the power of pictures and props. Wouldn't you like to deliver more effective listing presentations and develop stronger client relationships? Then don't miss Randy Templeman's class on September 26. Randy will show you how to convert presentations into signed listing agreements.

**Put More Show and Less Tell in Your Listing Presentation**

Sept. 26th, 9am-noon

\$36 for GSAR members/ \$45 for non-members

[Click here for course flyer](#)

[Click here to register](#)

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**Hot Topics**



**September is REALTOR Safety Month!**



Visit [www.realtor.org/safety](http://www.realtor.org/safety) for many safety resources!

Here are a variety of pre-designed safety forms that you can customize and use in your office.

[Agent Identification Form](#) (DOC: 26 KB)

[Agent Itinerary](#) (DOC: 33 KB)

[Office Safety Action Plan](#) (DOC: 35 KB)

[Prospect Identification Form](#) (DOC: 31 KB)

Great articles to help keep you and your office safe:

[14 Simple Steps for Safeguarding your Office](#)

[56 Safety Tips for REALTORS](#)

[The 10 Second Rule](#)

[10 Tips for Holding a Safe Open House](#)

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## ■ New Members

### Betty Dambach

Keller Williams

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### Todd Frendak

Howard Hanna

315 685-0111

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### Jacob Kippen

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### Tammy Murray

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STAY CONNECTED

