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Hot News Sponsors

MLS Dues-Don't Get Turned Off

If you have not already paid your MLS dues, that were due Monday, September 17th, the late fees have been applied and bills are now due by Monday, October 1st. **SHUT OFFS WILL BEGIN ON TUESDAY, OCTOBER 2nd.**

Click here to pay your MLS dues

For Those Who Have Not Changed Your MLS Password...

Just a friendly reminder that the system will now mandate you to change your MLS password if you have not already done so in the last 90 days. See the screen shot below to "Change Password."



Weekly Video

How to Become a Listing Machine!

Real Estate Coach, Darryl Davis, came to GSAR today and spoke on:

welcome
to our home

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- How to explain to a homeowner why NOW is the time to sell
- The #1 Secret to delivering a listing appointment without a memorized script
- The 4 Parts of a successful listing conversation
- And MUCH more!



Stacey Kelso-O'Connor and Dawn DiCroce, both with Howard Hanna Real Estate, talk about today's seminar with Darryl Davis.



Events

Save These Dates for September & October

Sept 24 [Tech Tips and Training](#), 1:00 pm, GSAR

LANG LAW OFFICES

Vaughn Lang, Esq.
6838 East Genesee Street
Fayetteville, NY 13066
315.445.1831

Quick Links

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Important Dates

Microsoft Reps come to GSAR!
Sept 30- [NYSAR Fall Business Meetings, Turning Stone Resort & Casino](#)

Oct 4 [Raising the Bar #4 & The Main Event](#),
10:00 am, [Embassy Suites-Destiny](#)

Oct 13- [Parade of Homes](#), Crown Point Summit
28 Meadows, Jamesville

Oct 17 [REALTOR Morning at the Parade](#), 9-12:00pm

Oct 22 [Tech Tips & Training](#), 1:00 pm, GSAR

September's Tech Tips & Training: You and Microsoft!

Microsoft reps will present: Building Your Brand with LinkedIn & Getting to Know Windows 10 on Monday, September 24th at 1:00 pm at GSAR. [Click here](#) for flyer. Seating is limited register today!

[Register Today](#)

Register 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!](#)

RPAC Karaoke Night Monday, 7:15 - 11 p.m.

Join your fellow REALTORS for a fun, competitive and exciting night of karaoke, costumes and auctions, all in support of RPAC! Tickets cost \$60 each and will be sold on a first-come, first-served basis. Please see the event flyer for full details.

[More Details Here!](#)

2018 REALTORS® Conference & Expo November 2-5

Register now for the 2018 REALTORS® Conference & Expo, taking place November 2-5 at the Boston Convention & Exhibition Center (BCEC) in Boston, MA.

[Learn More & Register!](#)

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

[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

estate products and services.

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

October Tech Tips & Training

Seminar Focus for October: Michael Connors, from Corelogic, will perform a high level overview of Matrix 360, touch on GONYSMLS and demonstrate the InstaNet upload to Matrix incomplete listing. [Click here](#) for flyer.

[Register Today](#)

■ **MLS News**



MLS Tip of the Week

Exempt Listings - If the seller refuses to permit the listing to be disseminated by the Service, the Participant may then take the listing (Office Exclusive) and such listing shall be filed with the Service but not disseminated to the Participants. Filing of the listing should be accompanied by certification ("office exclusive form") signed by the seller that he does not desire the listing to be disseminated by the Service. The listing contract and certification form (office exclusive) must be received at the service within 2 business days of the listing date on the contract.

Supra Has Some Exciting Changes Coming Soon!

Supra is working on completely refreshing their Supra® eKEY® app and a new Supra Home Tour app for eKEY Professional subscribers!

The new eKEY app is scheduled for release in October. Below are some highlights of changes coming soon to the new eKEY app:

- Modern look and feel with an Obtain Key button that is easy to reach with either left or right thumb
- Listing information displayed after opening a keybox (if a data agreement is in place)
- Showing details available in app (previously only for eKEY Professional subscribers)
- Send an alert email or text to up to 3 people
- Supports use phone's biometric capabilities to open a keybox
- Supports use of Apple Watch in conjunction with iPhone to open a keybox
- Enable entering PIN only once per day

New features coming soon for eKEY Professional subscribers:

- Invite buyers to rate homes using an all new Supra Home Tour app
- New buyer roster
- New buyer feedback
- Send real-time listing-specific showing notes to keybox without visiting listing; these showing notes are displayed in the eKEY app when the keybox is opened
- Listing information in app updated more frequently

Supra will be provide us with further announcements and information on the refreshed eKEY app over the next several weeks that we will pass on to you.

■ 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):

- 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.

[Course & General Licensing Information](#)

[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](#)

Hot Topics



September is REALTOR Safety Month!



Visit 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](#)

[NAR releases 2018 Member Safety Report](#)

The National Association of REALTORS released its 2018 Member Safety Report, which surveyed more than 3,000 REALTORS as a part of REALTOR Safety Month. The survey questioned how safe they feel on the job, their personal safety experiences and what safety procedures they follow. The report determined that 43 percent of REALTORS carry self-defense weapons and that nearly a third experienced a situation that made them fear for their personal safety or the safety of their personal information.

[Learn More](#)

Recognize Our Outstanding Members with the 2018 REALTOR Honor Society

The 2018 REALTOR Honor Society recognizes board/association members for their involvement during the 2017 elective year. The Honor Society Report Form must be completed, signed by an officer or executive officer of the board/association and returned to NYSAR by Friday, October 12th.

[Learn More Here](#)

[Honor Society Report Form](#)

■ New Members

Cassandra Bolen

Coldwell Banker Prime Properties
315 446-2910
cassandra.bolen@cbpp.com

Crysta Born

Eagle River Realty
845 397-1937
cborn.eagleriver@gmail.com

Michael Paduano

Hunt Real Estate ERA
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Paduano10@yahoo.com

Shahram Ziaie

Oak Tree Real Estate
315 727-9177
sziaie@yahoo.com



STAY CONNECTED

