

GSAR will be closing at 3:00 pm on January 18, 2019 to prepare for the Installation--Hope to see you there!



In This Issue

- [Weekly Video](#)
- [Important Dates](#)
- [Events](#)
- [MLS News](#)
- [Education News](#)
- [Hot News Sponsors](#)
- [Hot Topics](#)
- [Quick Links](#)
- [New Members](#)



Hot News Sponsors

**Avoid Shut Offs & Reactivation Fees
Pay Your Dues by 1/31
Click here to pay today!**

Payment Changes in Effect

For your protection and security, and at the direction of the GSAR and CNYIS board of directors, as of January 1, 2019 members are no longer going to be able to make credit card payments over the phone, in person or make any cash payments.

Please go to cnyREALTOR.com/dues to pay your dues 24 hours a day, seven days a week from your computer or ours!

Cash will not be accepted at any event, with the exception of 50/50 raffle tickets sold at various functions and smaller dollar items.



Please Don't Forget to LIKE us on Facebook

Click the button below to go to our GSAR Facebook page and LIKE us! You will find informative articles, upcoming events, and your weekly Hot News Newsletter. Join us today!

Increase
your
income.




Quick Links

[2018 Membership Directory](#)
[Calendar of Events](#)
[CenterState CEO Events](#)
[CNY Housing Stats](#)
[CNYIS Billing Change](#)
[Education Schedule](#)
[Event & Meeting Schedule](#)
[Home Headquarters](#)
[Important Support Numbers](#)
[MarketStats Newsletter](#)
[Member Benefits](#)
[Member Profile](#)
[NAR](#)
[NAR REALTOR® Magazine](#)
[NYSAR](#)
[NYSCAR Events](#)
[OCC Newsletter](#)
[Pay Your Dues](#)

[LIKE Us Here](#)

Weekly Video

Last Message from Outgoing President Jennie Chapin

Jennie wants to make sure that our members are aware of the Installation Dinner next Friday at 5:30 pm at the Marriott Syracuse Downtown. Marriott will have valet parking or you can park at the Marriott Harrison Street Garage at 100 Harrison Street. Register today! More info below.



Jennie Chapin

Events

Save These Dates for January and February 2019

- Jan 18 [Installation Dinner Reception](#), 5:30 pm, Marriott Syracuse Downtown.
- Feb 10 [2019 Mid-Winter Business Meetings](#), Desmond Hotel, Albany
- Feb 10 [Fudali Family Benefit](#)-to benefit Steve Fudali's Family, 1:00 pm, NYS Fairgrounds

Local Dignitaries to Attend Installation!

Join GSAR and CNYIS along with Congressman John Katko and County Executive Ryan McMahon on Friday, January 18th for our Installation! The event will be held at the [Marriott Syracuse Downtown](#) where you can enjoy an evening of networking and celebrate with the new Directors and Officers to be installed. Our annual awards will be presented for REALTOR® of the Year, Shining Star and Affiliate of the Year. Festivities will commence at 5:30pm. **REGISTER NOW BEFORE PRICES GO UP AGAIN!** [Click here](#) for more information.

[Register Today](#)

RPR® Webinars

Register for Education

Register for an Event

Scholarship Request Form

Syracuse Events

Important Dates

SAVE THESE DATES FOR 2019

Installation Dinner Reception

January 18, 5:30 pm, Marriott
Syracuse Downtown

2019 Mid-Winter Business Meetings

February 10-14, Desmond Hotel,
Albany

Fudali Family Benefit-to benefit
Steve Fudali's Family, 1:00pm,
NYS Fairgrounds

GSAR Fundraiser

TBD, Details coming soon!

Community Day

May 2, Time TBD

Lobby Day

May 7, Washington, DC

REALTORS® Legislative Meetings & Expo

May 13-18, Washington, DC

Borio's Member Mixer

June 6, 5:00 pm, Borio's-Oneida
Lake

GSAR's Annual Golf Outing

July 22, Time TBD, Links at Erie
Village

NYSAR Fall Business Meetings

Sept 22-25, Turning Stone Casino

Oswego County Chapter's PATH Auction & Holiday Party

November 12, TBD

Check Out this Year's Nominees

Parking Info

Register Today for the 2019 Mid-Winter Business Meetings

The New York State Association of REALTORS® 2019 Mid-Winter Business Meetings will be held Sunday, February 10 through Thursday, February 14, 2019 at the [Desmond Hotel & Conference Center](#), Albany, NY. Get your room and register early!

[Learn More & Register Here!](#)

NYSAR Offering 5 \$1000 Scholarships!

The New York State Association of REALTORS® (NYSAR) is offering up to five (5) scholarships up to \$1,000 for REALTOR® members who are first-time attendees to NYSAR's Mid-Winter Business Meeting at the [Desmond Hotel & Conference Center](#).

[Learn More Here!](#)

Benefit for Steve Fudali's Family

Steve Fudali, a longtime GSAR member, recently lost his battle with stage 4 pancreatic cancer. A benefit for his family will be held Sunday, February 10th at the International Building at the NYS Fairgrounds from 1 - 6:00 pm. Tickets ONLY \$20, which includes Food, Beer, Entertainment, Hole In One Contest, Raffles, Silent Auction & More ! Come out and show your support to the Fudali family. Presale tickets to the benefit are now available. Email fightingforefuds@yahoo.com or call Kelly at 315-476-3851 for tickets.

[Checkout Event Face Book Page](#)

MLS News



MLS Tip of the Week

Section 4.1 "For Sale" Signs: Only the for sale sign of the listing broker may be placed on a property.

Section 4.2 "Sold" Signs: Prior to closing, only the "sold" sign of the listing broker may be placed on a property, unless the listing broker authorizes the

cooperating (selling) broker to post such a sign.

New Feature Within InstaNet!

Beginning January 17, 2019 you will have the ability to import your Matrix contacts into your TransactionDesk platform. There are two ways to accomplish this:

1. Under the contacts section of a transaction, select "ADD" as you traditionally do and select "ADD CONTACT FROM MATRIX"
2. Import contacts from Matrix into the contracts section of your platform. Simply navigate to the contacts section select "ADD CONTACT FROM MATRIX"

With this new functionality, you'll be able to streamline the transaction process and save valuable time.

If you have any questions, feel free to reach out to InstaNet Support, 800-668-8768.

Message from InstaNet - TransactionDesk Update

On January 9, 2018, you will notice changes made to the document review process including:

1. Ability to scroll through the document to review each page
2. The removal of Next and Previous buttons; you can still jump to a specific page number
3. Page labels will now be formatted as Current Page/Total Pages

With this change, almost all areas of the application will be updated to support document review using a scrollbar, with a few areas that will be updated in the future. Additionally any document preview, including those outside of the document review box, will now incorporate a scrolling view as opposed to a single-page view.

These updates will provide the ability to more easily navigate document pages and quickly complete the document review process.

As an example, when agents are merging documents together, they can now save time when reviewing the file by leveraging a continuous scroll rather than navigating page by page.

If you have any questions, feel free to reach out to InstaNet Support, 800-668-8768.



Congratulations!

Most REALTORS®, including appraisers, are all compliant with the Ethics course for the cycle ending 12/31/18! THE NEXT CYCLE ENDS 12/31/2020, but you don't have to wait to take it. Click the button below and get it out of the way!

[GSAR Online Course Partners](#)

Salespersons Class Begins Soon

Know someone interested in getting their real estate license? GSAR's Winter 2019 course begins January 28. Registration deadline is January 21. The class is scheduled for 2-3 evenings/week and Saturdays through March 7. Check out the links below for a brochure with registration and course dates, and some general course and licensing information.

[Sales Course Brochure](#)

[Licensing and Course Information](#)

January CE Courses

Transaction Desk with Authentisign (InstaNet Forms) with Laurie Omans

January 17, 1pm-4pm (3.0 CEU)

Wouldn't you like to learn how to more effectively manage your transactions from start to finish?

TransactionDesk/InstaNet Forms provides you with the tools that will help you to do just that! Laurie Omans will be conducting a three hour **lecture and demonstration** on the TransactionDesk and Authentisign, available to all members through the Instanet Forms program. You will learn all about accessing forms, creating a transaction file, Authentisign setup and a whole lot more.

From Purchase Offer to Closing - A Legal Perspective with Rob Carter, Esq.

January 24, 9am - 1:00pm (4.0 CEU)

Getting the purchase offer signed is just half the battle. Sometimes, the most difficult part of a transaction occurs after the acceptance of the purchase offer. From a legal perspective, attorney Robert Carter will discuss what happens between purchase offer acceptance and the

closing and how issues that arise in the contract, title documents, mortgage commitment, etc., affect both the buying and selling sides of the transaction.

Matrix courses can be taken for CE credit (3.0 CEU) or taken for free if you don't want the CE credit. See the schedule under News and Alerts on your Matrix homepage.

One of the most important items in your real estate toolbox is the MLS. You might be surprised at how much your proficiency with the MLS can improve by taking a formal, hands-on training class. Increased proficiency with Matrix means that you'll have more time to spend on other areas of your business.

[Register for all GSAR CE Courses](#)

Hot Topics



In Case You Missed It-Helping Students Become "Suited for Success"

Our clothing drive was a great success, thanks to our wonderful members!! Check out this story from OCC.

[Read More Here!](#)

NYSAR Offering 5 \$1000 Scholarships!

The New York State Association of REALTORS® (NYSAR) is offering up to five (5) scholarships up to \$1,000 for REALTOR® members who are first-time attendees to NYSAR's Mid-Winter Business Meeting at the [Desmond Hotel & Conference Center](#).

[Learn More Here!](#)

New York REALTORS® Achieve 2018 RPAC Goal

For the seventh consecutive year, RPAC (REALTORS® Political Action committee) of New York has reached its annual RPAC goal. New York REALTORS® had a banner year by generating nearly \$1.1 million in RPAC proceeds. According to our RPAC sharing agreement with the National Association of REALTORS, New York sends 30 percent of its RPAC proceeds to NAR. New York has sent NAR a total of \$329,605 toward its \$323,419 goal and will be recognized for achieving 101 percent of its goal.

[Fundraising and Totals by Region](#)

[Board by Board Local Revenue Sharing \(LRS\) Figures](#)



Please Don't Forget to LIKE us on Facebook

Click the button below to go to our GSAR Facebook page and LIKE us! You will find informative articles, upcoming events, and your weekly Hot News Newsletter. Join us today!

[LIKE Us Here](#)

Take Action! January is National Radon Action Month

You may be familiar with concerns about radon in the air in your home, but what about your water? Radon is a naturally occurring radioactive gas that has no color, odor or taste, and comes from the natural breakdown of uranium in soil.

[Learn More Here!](#)

CenterState CEO 2019 Economic Forecast

The annual Economic Forecast event, held this past Wednesday was an opportunity to take a closer look at how a robust year of growth and investments in 2018 has set the stage for a strong 2019.

[Download Report Here!](#)

■ New Members

Hannah Mueller

Hunt Real Estate ERA
315-446-4681
hannah.mueller@huntrealestate.com

Emily Swetmon

Hunt Real Estate ERA
315-363-5533
eswetmon@icloud.com

STAY CONNECTED

