

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

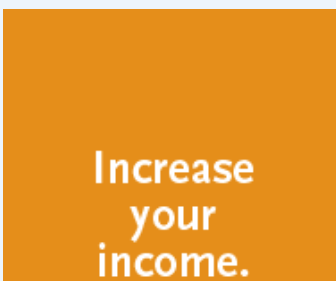


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Hot News Sponsors



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

Payment Changes Now 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!

LIKE Us Here

Weekly Video

FREE, FREE, FREE!

Linda Lerch, a longtime affiliate member, has free tickets for you to come see the Syracuse University Women's Basketball team play on Monday, February 25th at 6:00 pm against Notre Dame and help set the record attendance! Come out and show your support for the SU women! If you are interested in receiving free tickets, email linda.lerch@VGRTI.com and she will bring them to your office! See you there!





Linda

Events

Save These Dates for January and March 2019

- 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
- Mar 21 Raising the Bar #1, 10am, Embassy Suites-Destiny

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!](#)

Congratulations Lucas Ferrin!

Congratulations go out to Lucas Ferrin for being one of the five recipients of the first-time attendee scholarship to the NYSAR Business Meeting. Good work!

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](#)

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](#)
- [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

MLS News



MLS Tip of the Week

Square Footage within the MLS needs be entered as per the MLS Rules and Regulations:

Square Footage - Square Footage should match the tax records. If it is determined that the tax records are incorrect, it should be noted in the Realtor Remarks. For reference, Square Footage is area which is "above grade and heated living area". Best way to obtain the sq. ft. is to measure the exterior dimensions of the dwelling. Fannie Mae &

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

Raising the Bar #1
March 21, Embassy Suites

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

to obtain the sq. ft. to measure the exterior dimensions of the dwelling. Freddie Mac guidelines and FHA & VA allow 50% of a below grade area to be used as sq. ft. but only if access and egress exists on two levels, such as a hillside. On a Cape Cod the second floor should be measured using the area that is at least 5 ft. or higher.

Message from Supra on the Rollout of their new Supra® eKEY® app

We are excited to share an update with you on the release of our new Supra® eKEY® app. The rollout is going well and thousands of keyholders are updating their app each day. Based on customer feedback, we identified a few tips that we want to pass along:

- Do not delete the existing eKEY app and then install the new one, which requires obtaining a new authorization code. Existing eKEY users should use the update feature in their app store. This process does not require a new authorization code.
- The Android™ operating system now requires "location services" be enabled when using Bluetooth® devices. This applies to all Bluetooth devices including iBox BT LE as well as other Bluetooth devices such as speakers or a vehicle. We added a page on our website with instructions on how to turn on location services:<http://www.supraekey.com/CustomerSupport/Pages/Support/eKEY/Android-Location-Services-eKEY.aspx>
- An updated version of the Android app will be released in the coming days to improve a few isolated icon and text items, as well as rare updating issues with specific devices.

Please feel free to visit the following web page containing links to all of the agent eKEY resources available: www.supraekey.com/ekey

Message from InstaNet - TransactionDesk Update

As of January 9, 2018, there were successful 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

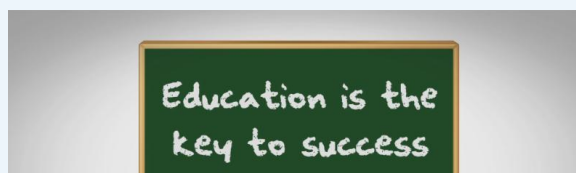
With this change, almost all areas of the application will be updated to support document review using a scrollbar, with a few areas that will be updated in the future. Additionally any document preview, including those outside of the document review box, will now incorporate a scrolling view as opposed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

Education News





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 Sales Course Information](#)

January-February CE Courses

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.

Fair Housing - It's Everyone's Right*

with Don Radke

February 5, 9am-12pm (3.0 CEU)

*License renewal requirement

Did you know that if charged with a fair housing violation, you are guilty until proven innocent? Or, that you could be fined in excess of \$10,000? As a REALTOR, you are charged with advocating for and protecting fair housing rights. Come and learn how to stay compliant with the fair housing laws, from record keeping to advertising.

Grievance, Arbitration, & Procuring Cause** with Fran Carroll

February 7, 9am-12pm (3.0 CEU)

**Satisfies Code of Ethics requirement for 2019-2020 cycle.

Exactly what is procuring cause? In a commission dispute, what factors are used to determine? Learn how procuring cause is determined as your instructor discusses the grievance and arbitration process.

*** This course fulfills NAR's mandatory ethics requirement.***

Matrix 1, 2, & 3 Three Wednesdays/month. 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.

Matrix courses can be taken for CE credit (3.0 CEU) or taken for free if you don't want the CE credit.

[Register for GSAR CE Courses Here!](#)

Hot Topics



Very Important Security Message-Please Read!

We want you to be aware of a very official looking e-mail appearing to be coming from a person of authority in your firm. It is spam - DO NOT REPLY to the message. Instructions for reporting phishing e-mails are posted below.

First message:

"I'll need you to run a task ASAP, let me know if you're unoccupied. Will appreciate a swift correspondence via email".

Second message (if you reply to the first):

"I need you to make provisions for some gift cards which are to be sent out. I need some Google Play Gift Cards of \$100 face value. I need 15 of the cards, that's \$100 X 15. \$1500. Get the physical cards from the store scratch out the back and email me pictures of the codes here as an attachment. Ensure you keep the cards until I ask you to dispose off".

Forward phishing emails to spam@uce.gov - and to the organization impersonated in the email. Your report is most effective when you include the full email header, but most email programs hide this information. To ensure the header is included, search the name of your email service with "full email header" into your favorite search engine.

- File a report with the Federal Trade Commission at [FTC.gov/complaint](https://www.ftc.gov/complaint).
- Visit [Identitytheft.gov](https://www.identitytheft.gov). Victims of phishing could become victims of identity theft; there are steps you can take to minimize your risk.
- You can also report phishing email to reportphishing@apwg.org. The Anti-Phishing Working Group - which includes ISPs, security vendors, financial institutions and law enforcement agencies - uses these reports to fight phishing

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](#)

National Association of REALTORS® 2019 Advocacy Agenda

The National Association of REALTORS® (NAR) represents 1.3 million residential and commercial practitioners involved in all facets of the industry as brokers, sales agents, property managers, appraisers and counselors. As the largest professional trade association in the United States, NAR advocates policy initiatives that promote and protect a dynamic U.S. real estate market fostering homeownership and investment opportunities for qualified purchasers of real property.

[Learn More 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!](#)

■ New Members

Rebecca Battles

Weichert Realtors - The Bollinger Group

315-637-0555

becca@thebollingergroup.net

Elizabeth Chelton

Elizabeth Chaitain
Coldwell Banker Prime Properties
315-752-0320
Elizabeth.chaitain@cbpp.com

Jessica Shephard
Salmon River Realty
315-298-7060
jesssalmonrr@gmail.com



STAY CONNECTED

