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Hot News Sponsors

**GSAR Dues were due
MONDAY, 12/31/18
Click here to pay today!**

Changes as of January 1, 2019

At the direction of the GSAR and CNYIS board of directors beginning January 1, 2019

members will no longer 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.



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Quick Links

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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

Book Your Room for the Installation Thru Jan 4 to Receive Special Pricing!

Join the Greater Syracuse Association of REALTORS® and Central New York Information Service, Inc. on Friday, January 18th at the [Marriott Syracuse Downtown](#) for an evening of networking and celebration 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 TO GET EARLY BIRD PRICING!** [Click here](#) for more information.

[Register Today](#)

[Book Your Room for Only \\$109
Thru Jan. 4](#)

[Check Out this Year's Nominees](#)

[Parking Info](#)

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!](#)

MLS News

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

GSAR Fundraiser
TBD, Details coming soon!

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



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

Message from InstaNet - TransactionDesk Update

On January 9, 2018, your members 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 your members with 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.

New Supra eKEY App Release Update as of 1/4/19

Supra is pleased to announce that they are beginning the release of the new Supra® eKEY® app for iOS (iPhone®) users on Monday, January 7.

The Supra eKEY app released to a limited number of Android™ users over the past couple of weeks. We will

begin releasing the app to the rest of Android users beginning later today.



How and when will the app be delivered?

For eKEY app users that have automatic app updates turned on, the app stores will automatically deliver the app to users. eKEY users that do not have automatic updates turned on can go to the app store and download it. The minimum requirement for the new eKEY app is Android OS 5 or iOS 10.

Do the apps need a new authorization code?

The eKEY app does not require a new authorization as long as it is installed on a device that already has an authorized eKEY app.

How will Supra let Keyholders know about the new eKEY app release?

When the new eKEY app is available to all users, Supra will send a message within the existing eKEY app letting users know that a new version of the app is available along with a link to resources for more information.

Important Note for Android users

To open keyboxes with the new Supra eKEY app, Location Services need to be enabled. To turn on Location Services, tap Settings, tap Location, and tap the slider to turn it On.

[Agent Resources](#)

■ 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 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



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!

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What REALTORS® Need to Know About the New Tax Law

This video series with Evan Liddiard, Director of Federal Tax Policy for the National Association of REALTORS®, and Peter Baker of the Business Planning Group, gives an overview of 2018's new tax laws. The series offers guidance for individuals and families filing tax returns, the tax incentives of owning a home, as well as business tax changes for real estate professionals.

[View Series Here](#)

Must-know Winter Tips!

Our friends at Farmer's Almanac have come up with a creative list of tips to help get you through the dangerous conditions winter can bring.

[Winter Tips](#)

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

Thelma Einbinder

Central New York Real Estate Group

315-372-3028

designingelaine@gmail.com

Todd Emmons Jr.

Joseph J. Saya Real Estate

315-727-9754

todd.emmco@gmail.com

Jeanette Hough

Coldwell Banker Prime Property

315-752-0320

jeanette.hough@cbpp.com

STAY CONNECTED

