



News from the New York State Commercial Association of REALTORS® , Inc.



New and Improved NYSCAR Website!

By: John Lavelle, NYSCAR President

I hope you have had a chance to visit NYSCAR's new website which we are very excited about! This has been a big project and I want to thank Technology Chairman, Nick DeMarte and the Technology Committee, along with Ali Mann, EO, NYSCAR and Sal Prividera, Director of Communications, NYSAR for working diligently to complete this important mission. Some key elements for the website include:

Chapter Pages – To offer a more cohesive experience, NYSCAR has now integrated all seven chapters of NYSCAR into one central location! Visit your individual chapter page for up-to-the-minute information on education, events, and chapter meetings

Broadcast Email System – NYSCAR is pleased to offer this robust broadcast email service to full members of NYSCAR. Target a specific audience with a detailed email using the property fields provided.

New Credentials – To use the broadcast email system, access standard listing forms and contracts, and many other member benefits, you must first login with your new credentials.

We know that the membership will enjoy using the new site to its full potential. Visit www.NYSCAR.org now!

[Request for Service on 2016 Committees](#)

To continue to grow and provide you with the services and benefits you want – we encourage your participation by serving on one or more of the NYSCAR committees. Committee service is easy – “Meetings” can be conducted by teleconference. Help us by getting involved!

Follow [this link](#) to make your request!

[NYSCAR Education](#)

NYSCAR in cooperation with the Syracuse Area Chapter of NYSCAR held “Effective Counseling and Representation of Real Estate Clients” in mid November. The course, which was well received by the participants and carried 7 hours of c.e. credit was taught by Bob Gliniecki, CCIM and James Walker, CCIM. The course was also taught at the Triple Play Conference held in early December in Atlantic City, New Jersey.

[15th Annual New York State Commercial Real Estate Conference](#)

The Annual Conference Committee, chaired by Guy Blake, CCIM (Hudson Valley) has been meeting via conference call to plan this year's New York State Commercial Real Estate Conference which will be held June 13 – 15, 2016 at the Sheraton Syracuse University Hotel and Conference Center in Syracuse, New York. The conference will feature a marketing/investment session along with several commercial education classes. Watch

your email for exciting conference updates.

Professional Standards Training

NYSCAR will hold a 3 hour Code of Ethics class during the annual conference (June 13–15) in Syracuse, New York with Patrick Reilly, VP of Board and Member Services, NYSAR, as the instructor. This 3 hour course satisfies the National Association of REALTORS® mandatory ethics training requirement.

The New York State Association of REALTORS® is also sponsoring several full-day code of ethics training sessions, with six hours of c.e. credit. (Instructed by Patrick Reilly)

There have been a number of changes in dispute resolution. The 2016 training will emphasize NAR's Code of Ethics and Professional Standards hearing procedures. Attendees will gain an understanding of ethics, arbitration and mediation as well as the new mandatory Ombudsman program and citation options. In addition to six hours of CE credit, this course also satisfies NAR's mandatory ethics training requirement.

- January 21 Clarion Hotel 8250 Park Road Batavia, NY 14020
- January 22 Embassy Suites 6646 Old Collamer Rd South East Syracuse, NY 13057
- January 29 Holiday Inn Riverview 760 East Water St Elmira, NY 14901
- February 22 Albany Marriott 189 Wolf Road Albany, NY 12205
- February 26 High Peaks Resort 2384 Saranac Avenue Lake Placid, NY 12946

For the six hour course, go to NYSAR.com; login to nysarportal.ramcoams.net and navigate to "upcoming classes".



News from the National Association of REALTORS®

Year In Review of NAR Advocacy Efforts

NAR's legislative and regulatory agenda continued to focus on creating a fundamentally sound and robust U.S. real estate market while protecting the business interests of members, as well as consumers. NAR achieved several accomplishments and set the foundation for many important issues moving forward, including Waters of the United States, Terrorism Risk Insurance and Drones.

Link: <http://narfocus.com/billdatabase/clientfiles/172/29/2519.pdf>

Q4 Commercial Real Estate Outlook

Recently released data shows demand for commercial leases has continued on a positive pace. Fundamentals are expected to improve, with vacancies continuing on a downward trend. Download the full report for more details.

Link: <http://narfocus.com/billdatabase/clientfiles/172/29/2519.pdf>

Commercial National Awards Recognize NAR Members

Nominated by their local associations from around the country, these 46 members involved in commercial real estate were recognized with the NAR Commercial National Award for their outstanding achievements in business this year.

Link: <http://www.realtor.org/ae/manage-your-association/commercial-resources-for-associations/national-commercial-awards>

RPR Commercial Lunch & Learn Workshop Series

Get ahead this coming year and maximize your local market expertise with RPR, a member benefit available to you at no additional cost. Covering a variety of commercial use cases, discover the edge you've been looking for in your everyday business.

Link: <http://learn.narrpr.com/commercial/>

Expand Your Market & Business at MIPIM

NAR is helping drive business to our members and U.S. markets with an expanded footprint at MIPIM in 2016, the "world's fair" of commercial real estate. Now is the time to register and take advantage of a €575 discount, good until March 7th, 2016.

Link: <http://www.realtor.org/MIPIM>

NAR 4Q Issue of Commercial Connections Now Available

The Winter edition of your NAR Commercial publication is on its way to mailboxes and is now online. Get year-end planning tips from a seasoned commercial pro, what's new on the SBA & Reg A+ front, international investment data, a holiday gift guide and more.

Link: <http://www.realtor.org/publications/commercial-connections>

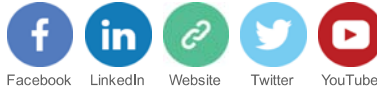
Many Thanks!

As 2015 comes to a close, I want to thank you for the opportunity to serve as your President over the past two years. It has been an honor and privilege. We have continued to grow and accomplish projects of importance to commercial real estate practitioners, including the new website; being proactive on legislative items and offering great quality commercial education. I look forward to your continued support as a member and a bright future for NYSCAR.

Best wishes for a happy, healthy and prosperous New Year – John Lavelle

2015 NYSCAR Board of Governors

John Lavelle, President; Brian DiNardo, 1st Vice President; Guy Blake, 2nd Vice President; James Walker, Treasurer; Ed Gallacher, Secretary; Michael Johnson, Immediate Past President; A. Gordon Furlani, Greater Capital Area Chapter President; Dana Crocker, Greater Syracuse Chapter President; Jay Feinberg, Hudson Valley Chapter President; Paul Fetscher, Metro Long Island Chapter President; Mercedes Brien, Rochester Area Chapter President; Douglas Rein, Southern Tier Chapter President; Robert P. Strell, Western NY Chapter President; Joseph Deegan, CCIM Chapter President; Scott Burdett '16; Robert Giniacki '17; James Kelly '17; Jim Knight '16; Jerome Norton '17; Gregory Oehler '16; Mark Rohlin '15; Theodore Welter '16; Joe Rowley, Past President; David Dworkin, Past President; Ed Smith, Past President.



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