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



NYSCAR Newsletter

Brian J. DiNardo, NYSCAR President

The NYSCAR Board of Governors will be meeting on Saturday, February 4, 2017 at the Desmond Hotel in Albany, New York at which time the officers and directors will be installed. The Annual Conference Planning Committee will be meeting in mid-December to get the ball rolling for this year's conference which will be held at the Turning Stone Resort & Casino in Verona, New York, June 5-7, 2017. Please mark your calendar and plan to attend!

Our Education Committee will continue to partner with the local chapters to present top-quality commercial education. We are pleased that the Association just held three commercial courses over the past two months in Syracuse, Albany and Rochester. The courses were well received by the participants, which was a great way to close out the year.

Reminder – Code of Ethics Training deadline approaching.

The Code of Ethics training is a requirement of the National Association of REALTORS® and must be met in order to maintain your REALTOR® membership. REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within four-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®. The current four-year cycle will end Dec. 31, 2016. Thereafter, the requirement will change to two-year cycles, rather than four-year cycles.

Fair Housing Licensing Requirement and the New Agency Requirement for License Renewal

Effective January 1, 2017, any real estate licensee who renews their license must have completed 22 ½ hours of approved continuing education, three hours of which must include fair housing and/or discrimination in the sale or rental of real property or an interest in real property along with the updated requirement of at least 1 hour of law of agency. If a salesperson is within their first license term, they must complete 2 hours of agency along with the other designated educational hours. This change does not apply to those licensees who are exempt from the continuing education requirement.

To assist you in locating courses or help you determine whether you have already met the requirement, NYS DOS will be placing a list of courses which meet the agency requirement on their website www.dos.ny.gov/licensing. Any existing approved course that contains the topic of agency within the coursework will satisfy either the 1 or 2 hour requirement. The Division is in the process of adopting regulations that will allow for the approval of 1 hour courses.

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This course, sponsored by the NYS Association of REALTORS®, is a must for local board/association presidents, directors, executive officers, professional standards administrators and legal counsels, in addition to grievance and professional standards committee members. Any other members interested in learning more about the professional standards process are welcome. The course satisfies NAR's mandatory ethics training requirement.

In this course, you'll:

- *Gain a full understanding of the conduct of ethics and arbitration hearings, enforcement procedures and disciplinary guidelines.

- *Learn about the mediation process and its benefits.

- *Explore the mandatory Ombudsman program and citation options.

Upcoming classes include:

March 7 - in Syracuse

March 9 - in Saratoga

March 10 - in Lake Placid

March 27 - in Batavia

March 28 - in Binghamton

6 Hours of CE credit is included. Cost: \$125 members/\$150 non-members. Registration opens January 2, 2017.

[NYSCAR REALTOR of the Year Nominations](#): NYSCAR is accepting nominations for REALTOR® of the Year. The award is to recognize an outstanding active member of the New York State Commercial Association of REALTORS® for 2016. Deadline for applications is December 15, 2016.

If you would like to nominate a NYSCAR member for REALTOR® of the Year, please email Ali Mann (amann@nysar.com) or Sherry Marr, (sherry@nycap.rr.com) for information.



News from the National Association of REALTORS®

[New Research Report: Business Creation Index](#)

This new report monitors local economic conditions from the perspective of NAR's commercial real estate constituency. Each quarter, insight will be gathered about whether businesses are opening or closing by industry, population density and subregion.

[Introducing the RPR® App for Commercial](#)

Commercial practitioners across the nation will be pleased to learn that RPR Mobile™ now includes Commercial data and reporting. Learn more about this valuable asset by checking out this simple infographic.

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back to its former leadership role in society. Future success requires Transformational Leadership, which is the key to sustainability, productivity, profitability, and growth. It sets the tone, provides the vision, and brings out the best in people. This publication from IREM® not only lays out the likely future of real estate, it outlines important success factors needed for the decade ahead.

[Do Business: Get rewarded with FedEx](#)

As a REALTOR Benefits® Program Participant, FedEx always offers REALTORS® great discounts on shipping services. For a limited time, enroll for FedEx® shipping services and you'll be automatically entered to win \$10,000 or other prizes in addition to amazing shipping discounts. No purchase necessary.

2016 NYSCAR Board of Governors

Brian DiNardo, President; Guy Blake, 1st Vice President; James Walker, 2nd Vice President; Ed Gallacher, Treasurer; Dana Crocker, Secretary; John Lavelle, 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; William Heussler, Western NY Chapter President; Thomas Lischak, CCIM Chapter President; Scott Burdett '16; Richard Ferro '18; Robert Gliniecki '17; James Kelly '17; Karen Klecar '18; Jim Knight '16; Jerome Norton '17; Gregory Oehler '16; Mark Rohlin '18; Robert Strell '18; Theodore Welter '16; Michael Johnson, Past President; Joe Rowley, Past President; David Dworkin, Past President.



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