

[Subscribe](#)[Past Issues](#)[Translate ▼](#)[October Message from NYSCAR President, Brian J. DiNardo](#)[View this email in your browser](#)


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



NYSCAR Newsletter

Brian J. DiNardo, NYSCAR President

The NYSCAR Board met on September 25, 2016 at Turning Stone Resort & Casino in Verona, New York. The Board discussed several upcoming education programs and possibilities for the annual conference. RPAC (REALTORS[®] Political Action Committee) Chair Mike Johnson reported that NYSCAR exceeded their fundraising goal and he thanked everyone who contributed to RPAC this year. With over one million members, REALTORS[®] do have a strong voice.

The following individuals were elected to serve as officers for 2017: Brian J. DiNardo, President (Rochester), Guy Blake, CCIM (Hudson Valley), First Vice President, James Walker, CCIM (Hudson Valley), Second VP, Ed Gallacher, CCIM (Utica), Treasurer and Dana Crocker (Syracuse), Secretary. Governors: Jay Feinberg, Hudson Valley, Gordon Furlani, Greater Capital, Rudy Lynch, CCIM, Greater Capital and Ted Welter, CCIM, CPM, Rochester Area Chapter.

We often get questions from Commercial Practitioners about Code of Ethics training and the Fair Housing requirement for real estate licensees. Please note the following relative to these two issues as well as a new "Agency" requirement by the New York State Department of State for license renewal:

Code of Ethics Training

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

[Subscribe](#)[Past Issues](#)

EDUCATION OPPORTUNITIES

November 2: Investment Property Analysis and Creative Transaction Formulas (7.5 hrs)

Sponsored by NYSCAR and the Rochester Area Chapter NYSCAR

Instructor: James Walker, CCIM

Course Overview: Key Considerations in Determination of Value of Investment Property; Determining Financing Alternatives and Impact on Value; Understanding the Property Operating Statement; Creative Transaction Alternatives and Application of Financial Formulas; Basic Financial Formulas; Alternative Creative Transaction Structuring Formulas; Improving Property Marketability; Potential Solutions to Working with Overpriced Properties; Solving Negative Cash Flow Issues; Wealth Building Formulas to Maximize Return; Acquisition of Real Estate Without Out of Pocket Cash; Use of Equity Conversions; Guarantee of Cash Flow.

Visit: www.nyscar.org for details.

October 20: Commercial Leasing and Site Selection (7 hrs)

Sponsored by NYSCAR and the Greater Capital Chapter of NYSCAR

Instructor: Howard Carr

Course overview: This course will cover: the intricacies of site selection, how demographics effect location, and the commercial lease document, and how brokers should protect themselves for payment. Topics include: Site Selection; The lease/buy decision; Lease formats; Lease terms; Property type and leases; Type of Site; Site Considerations; Brokerage Issues in Leasing.

Being held at the Hilton Garden Inn, Troy, New York.

Email Peter Korunkiewich for details: peterk@naiplatform.com

The chapter is also holding a marketing session on October 21.

Triple Play Convention

The Triple Play Convention, sponsored by the NYS, NJ and PA Associations of REALTORS[®] is scheduled for December 5–8, 2016 in Atlantic City, NJ. Below are just two of the 90 programs you can choose from:

Using Drones in Your Business: Know the Risks

Jessica Edgerton, NAR Associate Counsel

Drone photography is playing an increasing role in the marketing of listings, collecting information for home appraisals and more. Come hear the latest from NAR on the FAA's new rules and risks involved with using drones.

Code of Ethics, Barbara Fairfield, CE: 3 hours NY/NJ, PA pending

Satisfy NAR's mandatory quadrennial ethics training requirement for membership.

Go to realtorstripleplay.com for full information and to register.

Congratulations to the Syracuse Area Chapter of NYSCAR for holding a very successful offering of the Investment Property Analysis and Creative Transaction Formulas class on October 4, in Syracuse!

[Subscribe](#)[Past Issues](#)

News from the National Association of REALTORS®

[Just-In: "Get Realtor®" Ads for Commercial Practitioners](#)



NAR's Consumer Advertising Campaign has launched new "Get Realtor®" advertising in support of NAR's commercial practitioners. The ads explain that the right commercial space is a competitive advantage, and that having a Realtor® by your side is the key to that success. The creative messaging and strategic approach was informed by focus groups with NAR's commercial members, insights from NAR's Commercial division, and feedback from the Consumer Communications Committee and Commercial Committee.

[Must-Read: Q3 Commercial Real Estate Outlook](#)

NAR's latest Commercial Real Estate Outlook offers overall projections and analyzes quarterly data in the office, industrial, retail, and multifamily markets. Commercial real estate in small cap markets maintained its upward momentum during the first half of 2016, with REALTORS® reporting continued improvement in fundamentals and investment sales. The proportion of members who closed deals in the second quarter of 2016 advanced to 66 percent.

[Manage a Commercial Property?](#)

IREM's® newly revised, second edition of Managing and Leasing Commercial Properties is the essential resource for every manager of any type of commercial property! From office and industrial buildings to shopping centers and medical buildings, the book is an excellent hands-on guide that provides problem-solving methods, procedures, tactics, and tips for all commercial property managers.

[Explore Latest Offers From REALTOR Benefits®](#)

Check out the REALTOR Benefits® Program, NAR's official member benefits resource, for savings and offers from carefully selected partners including Xceligent™, FCA US LLC, Dell Technologies, and an E&O insurance program from Victor O. Schinnerer & Company with coverage that supports a broad range of real estate specialties including commercial/industrial agents, farm and land agents, property management, and more for the commercial real estate professional! You can use these offers for both your professional or personal purposes.

[National Association of REALTORS® Annual Conference – Nov. 4–7, 2016](#)

Every fall real estate professionals from across the U.S. and around the world come together for the annual REALTORS® Conference & Expo. This annual four-day event includes:

- 100 education sessions, featuring nationally recognized speakers, trainers, and industry experts, who discuss timely topics and critical issues of value to REALTORS®.
- Nearly 400 industry vendors at the expo, who present the latest innovative tools just for real estate professionals.

[Subscribe](#)[Past Issues](#)

In 2016 the REALTORS® Conference & Expo will be held at the Orange County Convention Center West in Orlando, FL. This year's theme is "Educate. Innovate. Celebrate!", and, indeed, the event will help REALTORS® get EDUCATED on future market trends and provide them the chance to test out all the new INNOVATIONS changing real estate, as well as CELEBRATE the industry.

19,000 members and guests are expected to attend this year's event. It takes only one referral from attending to pay for the REALTORS® Conference & Expo!

The REALTORS® Conference & Expo is home to the largest trade show floor in real estate, with nearly 400 exhibitors and close to 100,000 square feet expected at the 2016 event.

Since 2008 REALTORS® Conference & Expo attendees reported making twice the average income from real estate as the typical NAR member.

It's the one real estate event for everyone. Education sessions cover a variety of topics, from technology to land use to government issues to sales and marketing techniques. Pavilions on the expo floor let you explore areas of real estate like commercial, green and global markets. Go to www.realtor.org – events

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.



Facebook



LinkedIn



Website



Twitter



YouTube



Copyright © *|2016|* *|New York State Commercial Association of REALTORS®|* All rights reserved.

[unsubscribe from this list](#) [update subscription preferences](#)

MailChimp