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September Message from NYSCAR President, Brian J. DiNardo



## News from the New York State Commercial Association of REALTORS<sup>®</sup>, Inc.



NYSCAR Newsletter

Brian J. DiNardo, NYSCAR President

### National Flood Insurance Program (NFIP) Extended

Many thanks to all the members who answered the Call for Action on the NFIP. On Thursday, September 7, the Senate voted to pass a three-month extension of the National Flood Insurance Program (NFIP). The House of Representatives passed the legislation on Friday, September 8, 2017, and the President signed the bill into law later that day. This legislation ensures that the NFIP will not lapse on September 30, 2017, and will be extended until December 8, 2017.

The NAR Call for Action concluded Friday, September 8, 2017 at 5:00 p.m. eastern time. NAR will continue their legislative advocacy efforts for the 21<sup>st</sup> Century Flood Reform Act until this long-term re-authorization and reform bill is enacted

Statement From NAR President William E. Brown: "Extending the National Flood Insurance Program was a must-do item, and Congress delivered. That's good news for consumers, as well as an opportunity for proponents of meaningful reform. With a short extension on their side, leaders in the House and Senate should continue work on the 21<sup>st</sup> Century Flood Reform Act to strengthen the NFIP and ensure the long-term certainty that current and future homeowners demand."

### REALTORS' Relief Foundation

When major disaster strikes, the REALTORS<sup>®</sup> Relief Foundation has one goal: help families who have endured unimaginable loss. The REALTORS<sup>®</sup> Relief Foundation is currently coordinating efforts for relief in the gulf coast cities and in the greater Houston, Texas, area due to unprecedented flooding left by Hurricane Harvey.

The REALTORS<sup>®</sup> Relief Foundation welcomes contributions—not only in times of disaster, but at any time throughout the year—and 100% of all funds collected go to disaster relief causes. [Use this secure online form to make a contribution.](#)

By mail (via check), make checks payable to:

REALTORS<sup>®</sup> Relief Foundation

430 N. Michigan Avenue

Chicago, IL 60611

Check Memo Description: RRF Contribution

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*that donations made in response to a particular disaster will be used for that specific disaster, but the Foundation does guarantee all donors that 100% of their donation will be used for an appropriate disaster relief effort.*

Our dear friend and NYSCAR Past President, Steve Perfit, lost his courageous battle with cancer and passed away peacefully at home surrounded by his loving family on August 29, 2017. He was a respected commercial REALTOR and mentor for Pyramid Brokerage Cushman Wakefield. View his full obituary [here](#). A memorial service will be held on October 8th at 11:00 am at the Woodstock Jewish Congregation, 1682 Glasco Turnpike, Woodstock, NY



#### NYSCAR is Looking for a Few Good Volunteers

In the very near future NYSCAR will be sending out a form to the membership to request committee service. Please consider serving on one or more committees. Service is easy. Many meetings take place via conference call. Whether you have an interest in education, legislative issues, professional standards, etc., we would like to hear from you. Don't sit on the sidelines – get involved! When you see the request in our email communication, please answer the call. Below is a synopsis of the committees you may choose from.

- Education Committee: Provide commercial real estate and continuing education for all levels of our membership.
- Grievance Committee: Review ethics violations or requests for arbitration
- Membership Development Committee: Increase membership by recruiting new members
- Legislative Committee: Keep membership apprised of local, statewide and national legislative issues that affect our business. Work with NYSAR and NAR to be sure that issues of concern to commercial REALTORS® are addressed
- Professional Standards Committee: A committee representative of the Association membership. Provides knowledgeable individuals for arbitration hearings and ethics hearings. May also conduct education programs for the membership. Hearings are conducted in accordance with the NAR Code of Ethics and Arbitration Manual. Agreement with NYSAR to run hearings

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- Standard Forms Committee: Provide members with up to date forms which are legally enforceable and consistent with our business
- Annual Conference: Assist in planning the annual conference; participate on monthly conference calls. Promote the event and recruit sponsors.

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## EDUCATION

October 10, 2017, Syracuse

[Turning Real Estate Knowledge into Income & Comprehensive Due Diligence is Key in Real Estate](#)

Instructed by Tim Conley, Sponsored by NYSCAR in cooperation with the Syracuse Area Chapter

“Turning Real Estate Knowledge into Income” Understanding the potential of the income attributed to real estate services and how it can be contributed to real estate investments \* Application of the components “Cash Flow Analysis resulting in rates of return” \* Introduction of available government programs for active investors \* Creating and improving a financial proforma \* Define and calculate new operating income to maximize investment potential \* Creating a competitive bidding process for construction and financial services \* Establishing market rates by measuring results on a Cash to Cash basis and Internal Rate of Return \* Using the knowledge to realign the investment possibility and results and gain insight into calculating sales income and taxable obligations \* The use of and structuring of investment partnerships and joint ventures.

“Comprehensive Due Diligence is Key in Real Estate” will provide a comprehensive overview of what is important in creating successful real estate transactions. Topics to be covered will be the due diligence that is impacted by “municipalities” regarding their regulations, services and planning requirements for Commercial Real Estate Development and Renovations.

September 26, 2017, Rochester, NY

[Commercial Real Estate Negotiations](#)

The Upstate NY CCIM Chapter and the Rochester Area Chapter of NYSCAR are sponsoring our Fall Education event. "Commercial Real Estate Negotiations" will be held at the DoubleTree by Hilton Rochester on September 26, 2017. CCIM Institute's Ward Center for Real Estate Studies provides leading education about commercial real estate topics and trends. Negotiation is a vital skill for all business professionals who deal with residential and commercial real estate on a regular basis. CCIM's three-step interest-based negotiations model prevents the use of tactics that can derail a successful transaction. After completing this course, students will know how to:

- Satisfy the interests of parties involved in the negotiation (without sacrificing yours)
- Develop strategies for addressing challenges in a principled, transparent manner
- Maintain a collaborative approach to negotiations
- Effectively communicate the consequences of not reaching an agreement

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September 28, 2017, Albany, NY

### [Commercial Real Estate Negotiations](#)

Learn and apply the CCIM Interest-based Negotiations Model to your most challenging transactions. Learn new, proven strategies to client acceptance that will get you out of the “high/low game” and other tactics that can derail a successful transaction. Interest-based negotiation is a three-step process that brings discipline to your negotiation strategies. It involves identifying: 1. What parties are involved in the negotiation, and what are they seeking? 2. What can we do to get the other parties what they need, so that we can get what we want? 3. What happens if there is no agreement? This course will provide seven (7) NYS CE Credits.

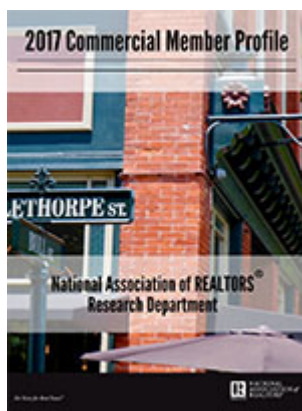
September Is REALTOR® Safety Month. As part of NAR's ongoing efforts to keep its members safe, the Association dedicates September as REALTOR® Safety Month.

 Image result



News from the National Association of REALTORS®

[Must-Read: Commercial Members Earned More in 2016](#)



The 2017 Commercial Member Profile tracks the business and demographic characteristics of commercial members. NAR's latest research shows REALTORS®' transaction sales volume increased to a median of \$3.5MM.

[Explore](#) the full report for in-depth information about commercial member activity over the past year.

[Capitalize on Commercial Real Estate Evolution](#)

Trends such as vibrant downtowns, alternative lending, property and land reuse, and international investment in the U.S. can be ideal springboards for new business opportunities. [Learn how](#) CCIMs are capitalizing.

[Commercial Focus Planned for NAR Conference](#)

Enjoy networking and referral-building opportunities at the Commercial Red Carpet Networking Reception and the Commercial Caffeinated

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### [Information Services Benefits You](#)

Whether you're in need of an elusive statistic or looking for information to help support a project, [NAR's Library & Archives](#) can help. The Library's reference & research service is one of many benefits of your REALTOR® membership. Contact NAR's Information Services at 800-874-6500 or [infoservices@realtors.org](mailto:infoservices@realtors.org) to discuss your research question with a librarian.

### [RPR® Makes Site Selection Easier](#)

According to the "Commercial Real Estate ALERT: Analysis of the Latest Emerging Risks and Trends," demographics based on the interests of Millennials are more important than ever in business practices. [Learn how](#) RPR®'s site selection tool can allow you to capitalize on this trend and become part of the work, play, live movement.

### [Fast-Track to ALC Designation](#)

Be the agent in your market with the specialized expertise to conduct land real estate transactions. CCIM, SIOR, and CRE® designees are eligible to fast-track when earning the Accredited Land Consultant Designation. [See if you qualify!](#)

### [Strengthen Property Performance & Community](#)

[Learn how you can help your neighborhood](#) by recommending The Counselors of Real Estate®'s Consulting Corps to community leaders, school officials, and non-profit organizations that own property. A public service initiative of CRE®, the Corps volunteers their professional services to develop customized strategies and action plans designed to enhance property performance and help build communities.

### [IREM® Webinar on Asset Management](#)

"The Real Estate Asset Manager's Role in Acquisitions & Dispositions" webinar will explore the various roles an asset manager performs beyond overseeing financial performance. Tune in at 2PM CT on Aug 17 to learn how an asset manager is involved in the financial performance of income-producing properties over the entire life-cycle of an investment from acquisitions to dispositions. [Register now.](#)

### [Professional Websites Now Free to REALTORS®](#)

Beautiful, mobile-ready professional real estate websites are now available for FREE to all NAR members through the REALTOR Benefits® Program. The exclusive NAR Edition sites from Placester include hosting, IDX listing integration capabilities, custom domain mapping and more. [Get started today.](#)

### [Your Digital Magazine Is Here!](#)

Spring 2017

PRESIDENT'S UPDATE / Advocacy on Capitol Hill  
NETWORKING / Inside MIPIM 2017  
ADVOCACY / Q&A With NAR's Deputy Chief  
Lobbyist  
FEATURE / Smart Growth Grants Fund

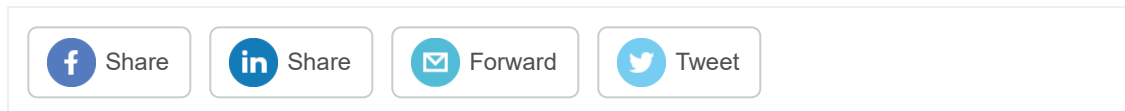
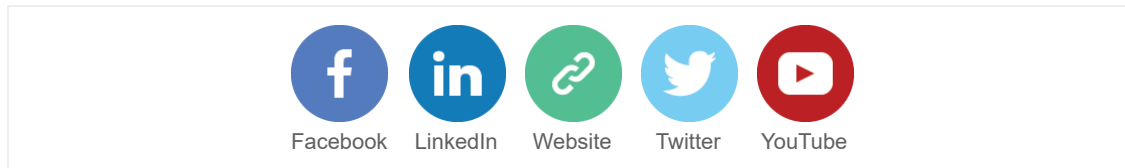
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### 2017 NYSCAR Board of Governors

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