



May 2015 Monthly Newsletter

Jefferson-Lewis Board of REALTORS®

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May 2015 Calendar Printable calendars available from www.calendarbase.com

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Memorial Day



Remember - our fallen heros. They are the reason that we are free.



CALENDAR OF EVENTS

Board Office Closed

Thursday, May 28th

For a staff meeting in Syracuse
Note: Fair Housing Class will be held at the board office.

Thursday, May 28th

Fair Housing , It's the Law! 4hrs CE
JLBOR 9:00am-1:30pm
See page 16

Looking Ahead

Tuesday, June 9th

Lobby Day

Thursday, June 18th

Save the Date:
Oswego Joint Board Dinner
Eis House, Mexico 5:00pm

Friday, July 24th

WCR Golf Tournament
Highland Meadows , Watertown
8:00am Registration
See pg 17-18

Tuesday, August 4th

RPAC BBQ
Coyote Moon Vineyard, Clayton, NY
4:00pm-7:00pm
See page 19

Tuesday, Sept 22

GRI-6 Sellers 8:30am-5:30pm
Gran-View on the River, Ogdensburg
See pages 20-21

Wednesday, May 20th

You Have to Own It—
Attitude is Everything 7 1/2 hrs CE
JLBOR 8:30am-5:00pm
See page 8-9

Thursday, May 21st

Aim for Success - 3 1/2 hr CE
JLBOR 9:00am-12:15pm
See page 10-11

RPR Class 3hr CE

JLBOR 1:00pm-4:15pm
See page 12-13

Monday, May 25th

Board Office Closed

Wednesday, May 27th

Everyday Ethics in Real Estate Course
JLBOR 12:30pm-4:45pm
See page 14

New Member Orientation
JLBOR 6:00pm-9:00pm
See page 15

BOARD OFFICE INFORMATION

ADDRESS:

210 Court St, Suite 112
Watertown, NY 13601

PHONE: 315-782-1322

FAX: 315-782-3541

STAFF:

Lance Evans, EO
Amy O'Brien
Kristina Dorr

HOURS:

Monday-Friday
9:00am-4:00pm

QUESTIONS?

Email help@nymls.com

May 2015 - Notes from Lance Evans, Executive Officer

First quarter and March 2015 statewide housing market report and video available on NYSAR.com

In addition to the 10K local report you received from either NYSAR or directly from 10K, the first quarter and March 2015 statewide housing market reports are available on NYSAR.com. The full statewide reports are available to NYSAR members only.

Also available on NYSAR.com is “The Skinny,” a video highlighting our current statewide housing market conditions. Share this video with consumers to help them understand the Empire State’s housing market.

[Click here](#) for the NYSAR.com Housing Statistics page.

Encourage your members to respond to NYSAR's Call for Action against the fire sprinkler mandate

New York State regulators are expected to vote on Friday, May 15, on a measure that will require the installation of fire sprinklers in all new one- and two-family homes and townhomes built in New York. NYSAR supports fire sprinklers and consumer education about the benefits of a sprinkler system, but is opposed to mandating their installation. NYSAR has launched an all-member Call for Action opposing the proposed mandate. Take action in opposition to this proposal by [clicking here](#).

NYSAR also launched a media campaign including a radio commercial, newspaper ads and a website in opposition to this mandate. A link to the radio commercial and more information including fire sprinkler facts and poll results can be found at www.stopalbanymandates.com.

NYSAR partners with IdentityForce

NYSAR is pleased to announce new Member Perks partner IdentityForce, a leader in identity protection. Recognizing that identity theft is one of the fastest-growing crimes in the United States and can happen at anytime, anywhere and to anyone, NYSAR has negotiated a special discounted rate to provide you with a proven solution to safeguarding their personal information. IdentityForce works hard to protect your personal information from being misused to take out loans, open new cell phone accounts, apply for a new credit card and much more.

[Click here](#) to learn more.

Zombie property legislation introduced

State Assemblywoman Helene Weinstein and Senator Jeff Klein have introduced legislation (A.6932/S.4781) that would require banks and lenders to maintain thousands of houses left abandoned while in foreclosure instead of waiting until they take possession. The Abandoned Property Neighborhood Relief Act of 2015 would have banks care for those properties, known as zombie homes, as soon as the foreclosure process starts. Current law requires homeowners to care for their properties until ownership is transferred to a bank at the end of the foreclosure process. [Click here](#) to read the full bill text.

NYSAR's latest infographic focuses on the home staging process

NYSAR recently released its latest infographic, titled "Setting the Stage for Sold," which utilizes data from the 2015 Profile of Home Staging produced by the National Association of REALTORS. NYSAR's infographics are available to download in both jpeg and PDF formats on the [Infographics page](#) of NYSAR.com. They are also now available in a custom format for you to brand with your logo.

Remind your members to tune in to NYSAR Radio in May for 'Recent Court and DOS Decisions' and 'Material Defects'

The Tuesday, May 5, NYSAR Radio show will take a look at recent court and New York State Department of State decisions. The Tuesday, May 19, NYSAR Radio show will cover material defects. Tune in at 10 a.m. on both of these dates on your PC or Mac by using the player on the [NYSAR Radio page](#). **You will need to be logged in to listen.** If you have not yet created your account with the website, you will need to click on "New User" on the Member Login page and follow the prompts.

[Click here](#) for more information as well as a list of links to play NYSAR Radio from any of your mobile devices.

Encourage your members to join the REALTOR Party network with mobile alerts

Tens of thousands of REALTORS now receive REALTOR Party mobile alerts directly to their phone, giving them exclusive opportunities to take action on important real estate issues. Join the network by texting "NY REALTORS" to 30644. The National Association of REALTORS will send you short text messages when they need you to respond to a Call for Action (usually only three to five times per year). Message and data rates may apply, and you can unsubscribe at any time. For questions about the REALTOR Party mobile alerts, contact comments@realtoractioncenter.com. **PCOMING MVP PROGRAM MEMBER OFFERS TO SHARE**

Bill requiring licensure of mold remediation specialists signed by Governor Cuomo

Gov. Andrew Cuomo signed a law adding a new Article 32 to the Labor Law establishing the licensing of mold inspection, assessment and remediation specialists and minimum work standards. The bill requires any contractor engaging in mold assessment, remediation or abatement to register with the Department of Labor, take training and education courses, and provide minimum work standards to those who contract with them to remediate mold problems in their home or business.

REALTORS must be aware that starting in June any mold remediation specialist you refer to customers, clients, sellers or purchasers must be licensed with New York State. This requirement is the same as those applying to licensed home inspector referrals.

The licensing requirements state that no person shall be licensed to conduct mold-related services unless they: (a) are 18 years of age or older; (b) have satisfactorily completed Department of Labor-approved course work including training on the appropriate use and care of personal protection equipment as approved by the Commissioner of the Department of Health; and (c) have paid the appropriate fees. The licensing requirements prohibit any contractor to engage in mold assessment or mold remediation without a valid license issued by the Commissioner of Labor, which must be present and on display at the worksite. The bill also prohibits a person licensed to perform mold-related services from acting as both the mold assessment contractor and the mold remediation contractor.

The bill will become effective in June. [Click here](#) for the full text of the legislation.

HUD selects Utica to host Strengthening Cities, Communities & Homes Summit May 19th & 20th.

The U.S. Department of Housing & Urban Development (HUD) has selected Utica to host the 2015 Strengthening Cities, Communities and Homes Summit May 19th-20th.

Utica Mayor Robert Palmiere and Pamela Matt , executive director of the Greater Utica Chamber of Commerce, will co-chair the event. The cities of Rome, Binghamton, Amsterdam, and Watertown are also participating in and supporting the event. Including Gary Beasley from Neighbors of Watertown, who will be a panelists during the “Community Based Organizations Make A Difference Session”. They will be discussing successful new approaches in housing and community development.

According to the Central New York Business Journal, A number of state agencies, including New York State Homes and Community renewal will participate as well. It would be advantageous for housing organizations, continuum-of-care partners, bank and real estate professionals, nonprofit agencies and regional community leaders to attend the summit.

The summit will begin with a “meet & greet” starting at 5:00pm Tuesday, May 19th, 2015 at the F.X. Matt Brewing Company. The summit will continue throughout the next day starting with breakfast at 7:30am followed by sessions starting at 9:00am and ending at 6:00pm. For ticket information, session schedule and hotel accommodations [click here](#).



ADVERTISING ON FACEBOOK AND CRAIG'S LIST

Recently we have gotten a number of calls about the correct ways and rules governing advertising on Craig's list and Facebook.

First of all, **advertising in general** is considered a licensed activity is governed by Section 175.25 of the NYS License Law and by the REALTOR® Code of Ethics. As a result, advertisements need to have the following information:

Name of real estate broker or brokerage with either the full address or phone number of the broker. Names of any associate real estate brokers or salespersons may also be included as well their license type.

Property description - "Advertisements shall have an honest and accurate description of the property to be sold or leased. All advertisements that state the advertised property is in the vicinity of a geographical area or territorial subdivision shall include as part of such advertisement the name of the geographical area or territorial subdivision in which such property is actually located. Use by real estate brokers, associate real estate brokers and real estate salespersons of a name to describe an area that would be misleading to the public is prohibited." (Section 175.25 (c)(9))

Web-based advertising

- a. Websites created and maintained by associate real estate brokers, real estate salespersons, and teams are permitted, provided that the associate real estate brokers, real estate salespersons, and teams are authorized by their supervising real estate broker to create and maintain such websites and such websites remain subject to the supervision of the real estate broker with whom the licensees are associated while the website is live.
- b. Every page of such a website shall include the information required by these rules and regulations. In addition, a link to the broker or brokerage website with whom the associate broker, salesperson or team is associated is required on the homepage of the associate broker, salesperson or team website unless the broker or brokerage does not have a website.

Social media sites - Although not technically a "webpage," also fall under the advertising regulations. Licensees utilizing social media sites must indicate that the advertiser is a real estate broker or provide the name of the real estate broker or real estate brokerage and either: (i) the full address of the real estate broker or real estate brokerage or, (ii) the telephone number of the real estate broker or brokerage. This can be done on the individual or team home page. If you are using your personal social media site for advertising purposes, it will be subject to the regulations.

Craig's List - While classified ads have fewer requirements since they are generally paid for by the letter, word, or line, advertising on Craig's list is NOT the same as a classified ad. It should be considered the same as any web ad.

A full discussion of this, as well as examples of compliant and non-compliant ads, can be found in NYSAR's *Legal Lines* from the second quarter of 2013 at

http://www.nysar.com/docs/members-pdfs/ll_2q2013.pdf?sfvrsn=2. More resources including links to webinars are found at <http://www.nysar.com/legal/advertising-regulations>.

Strategic Plan Approved

At its May 5 2015 Meeting, the Board of Directors approved the Strategic Plan for our Association. It is designed to be a 3 year plan.

The plan came out of the survey you took at the end of February and the hard work of the following committee members who dedicated two and a half days (plus time at home) to creating the plan. Please thank them when you see them.

Katharine Dickson (Front Porch Realty), Carolyn Gaebel (EXIT More Real Estate), Janet Handschuh (Heart Homes Real Estate), Les Henry (Weichert REALTORS Thousand Islands Realty), Lisa Lowe (Berkshire Hathaway Home services CNY Realty), Tara Marzano (Marzano Real Estate), Amanda Miller (Lake Ontario Realty), Elizabeth Miller (CENTURY 21 Gentry Realty), Cindy Moyer (CENTURY 21 Millennium Realty), Randy Raso (Raso Real Estate), and Vickie Staie (Staie on the Seaway). Take a look at the plan by going to “Printable Forms” on the member side of NNYMLS.com.

Sprinkler Disclosure Applies to all Leases

We have gotten several calls recently about the “Sprinkler Disclosure for Residential Leases” that went into effect in December 2014. Most of the questions are whether this applies to seasonal residential leases also. The answer is **yes**. According to NYSAR (see <http://www.nysar.com/docs/members-pdfs/sprinkler-disclosure-for-residential-leases.pdf?sfvrsn=0> for more information),

“Section 1 of the law requires every residential lease to contain a ‘conspicuous notice in bold face type as to the existence or non-existence of a maintained and operative sprinkler system in the leased premises.’ Section 3 of the law further requires that ‘if there is a maintained and operative sprinkler system in the leased premises, the residential lease agreement shall provide further notice as to the last date of maintenance and inspection’. At the very least, every residential lease must contain a statement in conspicuous boldface type that:

THE LEASED PREMISES (CHOOSE ONE OF THE FOLLOWING) IS/IS NOT SERVICED BY A MAINTAINED AND OPERATIVE SPRINKLER SYSTEM THAT WAS LAST MAINTAINED ON __/__/__ AND WAS LAST INSPECTED ON __/__/__.”

Please advise the clients that you work with to adjust their leases accordingly.

Does a brokerage have to use the Board approved form?

The above question has various answers. Some forms, like the Seller Property Condition Disclosure and the Agency Disclosure, are mandated by the NYS Department of State and must be used verbatim. Other forms like the Listing Contract and Purchase Offer are approved for use by members of our Association. They have been developed by REALTORS® in our Association in partnership with our Attorney.

While it is recommended that you use these forms, you can pay an attorney to develop your own. You are not allowed to write your own up unless you have them approved by an attorney. Without attorney approval, you may be charged by the Department of State with the unauthorized practice of law.

(Note: if you belong to another Association of REALTORS®, you may use their forms or ours as long as all conform to local laws and customs.)

Did you know? There is a link to the NNYMLS REALTOR message board on the MLS Dashboard? This link will let you look at the Message Board and stay on top of Board happenings without having to log in a second time.

NYSAR is offering two FREE webinars in May that you won't want to miss!

[Intro to RPR: From Desktop to Smartphone](#)

[May 7, 2015 at 2:30 p.m.](#)

REALTORS across the country are enhancing their business by using REALTORS Property Resource.

In this introductory class, you'll learn:

- ✓ How top agents use RPR as their all-in-one data and information source to build their business and impress clients.
- ✓ How to use RPR Mobile on your Android or iPhone to instantly view properties.
- ✓ How to create, customize, save, and send reports with your added photos, audio, and text notes.

This is one hour of free training you don't want to miss! [Click here](#) to register today!

[Keep More of Your Commissions Through Tax Deductions](#)

[May 14, 2015 at 2:30 p.m.](#)

Join former IRS trainer and best selling author Sandy Botkin for a free webinar and learn how you can give yourself that raise by keeping more of what you earn!

In this webinar, you will:

Take a deeper look at the possible savings of your home office deduction.

Talk about how to maximize your deductions for the equipment you need for your business.

✓ Learn about how to deduct more than the \$25 limit on your business gift giving.

✓ Learn how to legally deduct your kids video games and ballet lessons.

✓ Learn how technology has made it easy to become a tax savvy business owner.

The webinar will also include an overview of the Taxbot mobile app. As a NYSAR Member Perk, members receive a 50-percent discount. The webinar will conclude with a brief Q&A session. [Click here](#) to register today!



**Intro to RPR: From Desktop to
Smartphone
May 7, 2015 at 2:30 p.m.**

**Keep More of Your Commissions
Through Tax Deductions
May 14, 2015 at 2:30 p.m.**

Register Now!

Register Now!

YOU HAVE TO OWN IT – ATTITUDE IS EVERYTHING!

(SECOND IN A SERIES)



Confused about license law and your responsibilities?
Need to refresh yourself on Fair Housing and the law?
**Want to know more about your commitments
to buyers and sellers?**
What about your attitude to yourself?

When: May 20th 8:30 a.m. – 4:30 p.m.
Where? 210 Court St., Ste. 112, Watertown NY
Cost? \$75.00 without the book and registered by
May 11th -- \$125 with the book and registered
by May 11th. The book is required for
the course. If you have the book, the course
cost is \$75, without the book it is \$125.

**This course includes your 3 hours minimum CE credit for Fair Housing
and gives you a total of 7 hours of CE credit.**

The book for this course is
The Real Estate Field Manual, by Barbara Nash.

(Over 350 pages, including a CD, this is a fantastic book to get you motivated and moving!)

**THERE MUST BE A MINIMUM OF 6 STUDENTS FOR THIS CLASS
TO BE HELD. REGISTRATION ENDS MAY 11TH!**

Registration form

PRINT LEGIBLY

NAME _____

PHONE _____ (home) _____ (cell)

ADDRESS, CITY, STATE AND ZIP:

PRINT LEGIBLY your Email address:

_____ @ _____

METHOD OF PAYMENT: check Master Card Visa Am Ex Discover

Credit Card # _____ exp date ____/____

CIN _____ (Visa, MC last 3 # on signature line, AE 4 numbers on front of card to right of CC #)

CRITICAL FOR CE CREDIT: What is your UID #?

Name as it appears on your credit card _____

Is the address the same as appears above? Yes NO – if no, please provide address for CC

Early Registration fee - \$75 if you own the book -- \$125 if you do not own the book (It will be provided to you at class) Total amount enclosed: _____

ALL STUDENTS PLEASE ACKNOWLEDGE THIS: I understand that by registering for this course and paying for it, you relinquish your rights to refunds or rebates as you understand the fees are non-refundable unless the course is canceled by the school.

SIGN HERE: _____

Be sure to make a copy of this form for your files and fax this to 315-788-1013 or mail to PIRT, PO Box 6179, Watertown no later than May 11th! Payment must accompany registration to reserve your spot in class!

There MUST BE A MINIMUM OF 6 FOR THIS CLASS TO BE HELD! TELL YOUR FRIENDS!!! ☺

A.I.M. 4 SUCCESS

Presented by:



Jeremias "JMan" Maneiro

Associate Real Estate Broker

GRI, ePRO, H.O.M.E.S

(585) 202-6612

JMan@JManSeminars.com

JManSeminars.com

@JMANSELLS

A Rolling REALTOR® gathers more green!
Break the chain to the office & become an
Agent in Motion (A.I.M.) 4 Success!

PAPERLESS

**Manage your transactions online
and save hundreds of hours a year by
becoming a master at e-signatures.**

VIDEO

**Market yourself & your listings
more effectively and for less
by using video with
equipment you already have.**

PRESENTATIONS

**Shred your flip book or paper
presentations and join the
digital age.**

APP IT UP

**You will also learn what the
greatest mobile apps for
real estate are and more
importantly how to use them.**

TAKE THE COURSE!

DATE: Thurs., May 21st, 2015

TIME: 9:00AM-12:15PM

LOCATION: JLBOR

210 Court St., Watertown

CE CREDIT: 3 hours

COST:

\$45 If registered by May 11th

\$55 May 12th until May 19th

**Combine with the RPR Course
for a fee of:**

\$55 If registered by May 11th

\$70 May 12th until May 19th

See registration form for more

A.I.M For Success Registration

PRINT LEGIBLY

NAME _____

PHONE _____ (home) _____ (cell)

ADDRESS, CITY, STATE AND ZIP:

PRINT LEGIBLY your Email address:

_____ @ _____

METHOD OF PAYMENT: Check Master Card Visa Discover

Credit Card # _____ exp date ____/____

CIN _____ (Visa, MC last 3 # on signature line)

CRITICAL FOR CE CREDIT: What is your UID #? _____

Name as it appears on your credit card _____

Is the address the same as appears above? Yes NO – if no, please provide address for CC

Early Registration fee: \$45 (If registered before May 11th –from May 12th-19th registration is \$55)

Combine with the RPR Course for a fee of: \$55 (If registered by May 11th \$70 May 12th until May 19th)

Total amount enclosed: _____

ALL STUDENTS PLEASE ACKNOWLEDGE THIS: I understand that by registering for this course and paying for it, you relinquish your rights to refunds or rebates as you understand the fees are non-refundable unless the course is canceled by the Jefferson-Lewis Board of REALTORS®

SIGN HERE: _____

Be sure to make a copy of this form for your files and fax this to 315-782-3541, or mail to Jefferson-Lewis Board of REALTORS 210 Court St., Watertown no later than May 19th 2015! Payment must accompany registration to reserve your spot in class! For more information call 315-782-1322.





REALTORS
PROPERTY
RESOURCE



AVM's Vs RVM's...

What do these acronyms mean to buyers and sellers and how you can help them make informed decisions!

Realtors Property Resource® (RPRTM) is NAR's exclusive online real estate database and provides REALTORS® with information on every parcel of property in the United States as well as a robust portfolio of market trend data, advanced analytical reports, and detailed maps.

In this **3 Hour CE Course** you will learn how automated valuation models (AVMs) may influence consumers' online real estate research efforts. You will also learn how REALTORS® can leverage the full analytical power of the RPR™ in their listing presentations and buyer counseling sessions. Specific scripts and step-by-step instructions on how to run the seller's report, property report, and market activity report are included.

This NAR member benefit is yours as a member of the Jefferson-Lewis Board of REALTORS® and NAR; don't miss this session to take advantage of this great new member benefit.

DATE: Thursday, May 21st, 2015

TIME: 1:00-4:15

LOCATION: JLBOR 210 Court St., Watertown

REGISTRATION:

\$15 If registered by May 11th,

\$25 May 12th until May 19th.

Combine with the A.I.M Course for a fee of:

\$55 If registered by May 11th,

\$70 May 12th until May 19th

See registration form for more details.



NATIONAL
ASSOCIATION of
REALTORS®
Wholly Owned Subsidiary



RPR®

TECHNOLOGY
ANALYTICS
INNOVATION

RPR Registration Form

PRINT LEGIBLY

NAME _____

PHONE _____ (home) _____ (cell)

ADDRESS, CITY, STATE AND ZIP:

PRINT LEGIBLY your Email address:

_____ @ _____

METHOD OF PAYMENT: check Master Card Visa Discover

Credit Card # _____ exp date ____/____

CIN _____ (Visa, MC last 3 # on signature line)

CRITICAL FOR CE CREDIT: What is your UID #? _____

Name as it appears on your credit card _____

Is the address the same as appears above? Yes NO – if no, please provide address for CC

Early Registration fee: \$15 (If registered before May 11th –from May 12th-19th registration is \$25)

Combine with the A.I.M. For Success Course for a fee of: \$55 (If registered by May 11th \$70 May 12th until May 19th)

Total amount enclosed: _____

ALL STUDENTS PLEASE ACKNOWLEDGE THIS: I understand that by registering for this course and paying for it, you relinquish your rights to refunds or rebates as you understand the fees are non-refundable unless the course is canceled by the Jefferson-Lewis Board of REALTORS® Office.

SIGN HERE: _____

Be sure to make a copy of this form for your files and fax this to 315-782-3541, or mail to the Jefferson-Lewis Board of REALTORS 210 Court Street, Watertown no later than May 19th 2015! Payment must accompany registration to reserve your spot in class!





Jefferson-Lewis Board of REALTORS®

210 Court Street Suite 112

Watertown, NY 13601

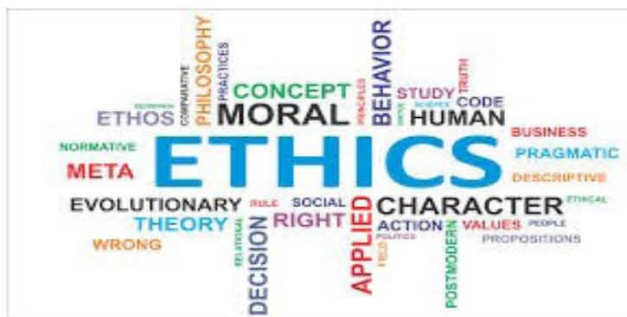
315-782-1322(p) jlbor@nnymls.com 315-782-3541(f)

WEDNESDAY, May 27th, 2015

Everyday Ethics in Real Estate

From 12:30 pm—4:45 pm \$25 for 4 hours CE

This brand new interactive Ethics course examines the role of ethics in everyday real estate situations. It includes the textbook “Everyday Ethics in Real Estate.” After reading and discussing the material and the case studies, you will be better prepared the next time you face your own ethical dilemma!



This course will satisfy the NAR Quadrennial Ethics membership obligation for new and existing members for the period 2013-2016. This is a policy of the National Association of REALTORS® and a requirement of your REALTOR® membership.

If you choose to attend, the cost will be \$25 if you register by Wednesday May, 20th. After May 20th, the cost will be \$30. Registration ends Friday May, 22th.

**Seating is limited so early registration is advised*



JEFFERSON-LEWIS
BOARD OF REALTORS®

210 Court Street, Suite 112
Watertown, NY 13601

Phone: 315-782-1322
Fax: 315-782-3541
E-mail: jlbor@nnymls.com

Send payment **with** registration to the Board office.
Early Bird special is \$25 registering on or before 4/20/15 After 4/20/2015
registration is \$30. Register by Friday, May 22, 2015

On or Before, Wednesday May 20th

After, Wednesday May 20th

Ethics \$25

Ethics - \$30

Payment type: Check Credit Card
Make checks payable to the Jefferson-Lewis Board of REALTORS®

Name _____

CC# _____

Company _____

Exp Date: _____ CV Code: _____

Phone _____

Authorized Signature: _____

Lic # _____

NEW MEMBER ORIENTATION COURSE

Required for all new members of the Board.
This course does not carry any CE credit but is offered free of charge.

Wednesday, May 27th, 2015
6:00-9:00 PM
Jefferson-Lewis Board Office, Watertown



In this interactive course you will:

- learn about forms and the Multiple Listing Service (MLS)
- learn about the roles of the Board of REALTORS®, NAR and NYSAR
- learn about REALTOR® etiquette and safety

All new members must take this course.

New Member Orientation Registration Form

****Class Location: Jefferson-Lewis Board Office in Watertown****

Name _____
 Address _____

 Company _____
 Phone Home () _____ Office () _____

Please enter Real Estate License Number (11 characters):

Class is free.

RSVP by Friday, May 22nd, 2015

FAX FORM TO: 315-782-3541
MAIL FORM TO: Jefferson-Lewis Board of REALTORS®,
210 Court Street, Suite 112, Watertown, NY 13601
PHONE: 315-782-1322 (All information on form needed for phone calls.)

PROFESSIONAL INSTITUTE FOR REAL ESTATE TRAINING
PO BOX 6179 WATERTOWN NY 13601-6179
315-785-9856 PIRTTEACHER@aol.com www.pirtny.com

Fair Housing – It’s the LAW!
A Fair Housing Continuing Education Module

LOCATION: Jefferson Lewis Board of REALTORS office, 210 Court St., Ste. 112
Watertown, NY 13601

DATE: May 28th 2015

TIMES: 9:00 am – 1:15 p.m.

COURSE COST: \$60.00 if paid by May 10th, \$75.00 if paid after May 11th. **Registration ends on May 22nd There must be a minimum of 5 students for this course to be held.** A book is included with the course cost. Payment may be made by personal check, American Express, Master Card, Visa or Discover.

This course will satisfy your 3 hour Fair Housing CE requirement.
Fees are nonrefundable unless the course is canceled by the school.

NEW YORK STATE CERTIFIED AND APPROVED

✂ ===== ✂
To register for Fair Housing, It’s the Law!, simply complete this section of the form and return it with your payment information. Send payment made payable to PIRT, PO Box 6179, Watertown, NY 13601. Registrations must be received by May 22nd. Keep the top portion of this form for your information. **Fees are nonrefundable unless the course is canceled by PIRT.**

NAME _____

PHONE _____ (home) _____ (mobile)

MAILING ADDRESS: _____

Please provide your Unique ID number – this is found on your pocket card:

PRINT LEGIBLY your Email address: _____

METHOD OF PAYMENT: check Master Card Visa Discover Am Ex

Credit Card # _____ exp date ____/____
CVN _____ (Visa, MC last 3 # on signature line, AE 4 numbers on front of card to right of CC #)

Name as it appears on your credit card _____

I authorize you to charge the amount indicated to my credit card for Fair Housing – It’s the LAW! I understand the course fee is non-refundable unless the class is canceled by the school.

Amount enclosed: _____

your signature

5th Annual Golf Tournament

To benefit the USO Fort Drum and WCR



Friday, July 24, 2015

8:00 AM - Registration

9:00 AM - Shot Gun Start



Come have a day of fun and support the **USO Fort Drum** and **Women's Council of Realtors!**

Highland Meadows Golf & Country Club
24201 NY State 342, Watertown, NY

Your entry fee includes: Golf, Cart, Lunch Buffet, Prizes & Fun
A "cash" skins game will be available
Men's, Co-Ed and Women's Divisions

Lunch Buffet will include baked ziti, meatball, sausage, tossed salad, bread and brownies.
At the turn, each player will be given a complimentary hamburger or hotdog.



2015 Major Sponsors

Timothy A. Farley, P.C.
Attorney at Law
Carthage Watertown

Team Registration Form

You must return the Registration Form AND payment by July 17th to:
Debbie Staie, 35136 Snell Rd, Theresa, NY 13691

Contact Name: _____

Company Name: _____

Contact Phone: _____

Address: _____

Cash Check

Credit (circle one) VISA MC American Ex Discover

Credit Card # _____ Exp. Date _____

Signature _____

Team Name: _____ Price: _____

Captain: _____ \$75.00

Crew: _____ \$75.00

Crew: _____ \$75.00

Crew: _____ \$75.00

Total: \$ _____

If you have any questions, please call
Debbie Staie at 315.783.4400
or email her at stdeb3@aol.com.



5th Annual Golf Tournament

To benefit the USO Fort Drum and WCR

Sponsorship Opportunities



If you want to know the status of a sponsorship opportunity, please call **Debbie Staie** at **315.783.4400**. **Deadline is June 15.**

SOLD **Platinum Sponsor | \$1,250**

Platinum Sponsorship advertised in newspaper, radio, TV, Posters, brochure, banner at tournament. Recognition at tournament on cart flyer and hole sponsor sign. One registered foursome/cart (tournament gifts & dinner banquet for four).

SOLD **Lunch at the Turn | \$500**

Lunch at the Turn Sponsor will get poster/sign placement at food window, two free buffet lunches and recognition at tournament on cart flyer.

SOLD **50-50 Raffle | \$250**

50-50 Raffle Sponsor will get be able to display their banner or sign (provided by sponsor) to be displayed at raffle point of sale, 2 free buffet lunches and recognition at tournament on cart flyer.

SOLD **Photo Sponsor | \$250**

A photographer will be provided by WCR. Sponsor will get their logos on all photos used on our social media and websites after the tournament. Sponsors will also be able to hang their own banner off the deck of the golf course during the tournament. Recognition at tournament on cart flyer.

Koozie Sponsor | \$250

Sponsor provides the koozies to be handed out to each golfer on the carts at the tournament. Sponsor also gets 2 buffet tickets and recognition at tournament on cart flyer.

Breakfast Sponsor | \$150

Breakfast Sponsor will get their banner or sign they provide at the coffee/donut station and recognition at the tournament on cart flyer.

SOLD **Golf Tee Sponsor | \$150**

Sponsor provide golf tees advertising their company or product logo on it. Tees will be on all carts. Recognition at tournament on cart flyer.

Golf Hole Sponsor | \$100

Golf Hole Sponsor gets a sign at tee box and recognition at tournament on cart flyer.

Sponsor Registration Form

Hole Sponsor - A great business advertisement. \$100 per hole and we will provide a sign.

Company Name: _____

Address: _____

Contact: _____

Contact Phone: _____

Cash Check

Credit (circle one) VISA MC American Ex Discover

Credit Card # _____ Exp. Date _____

Signature _____

Hole Sponsor - Number of holes at \$100 each: _____

Total: \$ _____

Please print company name exactly as you want it to appear on your sign

Prize donations can be delivered to the Jefferson-Lewis Board of Realtors®, 210 Court St. Suite 112, Watertown, NY

If you have any questions, or want to know the status of a sponsorship opportunity, please call **Debbie Staie** at **315.783.4400**.

RPAC Barbecue

Jefferson-Lewis Board of REALTORS®
Members, Affiliates and Guests Welcome

(REALTOR® Political Action Committee)



Date: Tuesday, August 4th, 2015

Place: Coyote Moon Vineyards

17371 County Route 3

Clayton, NY 13624

Cost: \$25 per person

Time: 4:00pm-7:00pm

Featuring: Pulled Pork, Half Chicken, Chicken Wings, Chicken Breast,
Potato Salad, Baked Beans and Dessert.

***There will be a silent auction ~ please bring items to donate.** Keep in mind,
the value of the items you bring to auction will also count toward your
individual RPAC donation.

***Once all donations are made, the remaining proceeds will go to RPAC.**

***RSVP by Wednesday, July 29th to the Board Office**

315-782-1322 or jlbor@nnymls.com



Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS, the New York State Association of REALTORS or any of its local boards or associations will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your NYSAR PAC reaches its PAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after NYSAR PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.

| Jefferson-Lewis Board of REALTORS® |

NYSAR and your local board/association of REALTORS® present:



The All-New Graduate REALTOR® Institute (GRI) GRI - 6 SELLERS

About GRI-6 Sellers:

This course covers how to serve sellers from the listing proposal through to closing while assuring compliance with Fair Housing Laws. Participants will learn how to prepare listing presentation packages that describe their agency representation options, required disclosures, and the selling process. From CMA, pricing and positioning discussions to marketing and safely showing property, participants will be able to represent the seller competently, ethically and legally as they negotiate on their behalf and walk them through the sales process.

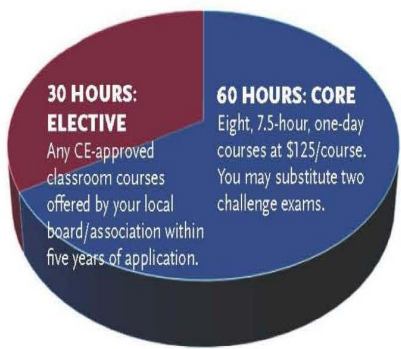


The All-New GRI

- 90 total hours of course work
- Classes must be completed within five years
- No annual dues required

Designed to:

- Increase your productivity.
- Reduce your risk.
- Maximize your resources.
- Provide solutions to your toughest challenges.



Credit: 7.5 hours

Member Cost: \$125

Hours: 8:30 a.m. - 5:30 p.m.

Date: September 22, 2015



Location: Gran-View on the River
6765 NYS Rte 37
Ogdensburg, NY 13669

Instructor: Lin Fields, AHWD, ePRO, GRI, HOMES, ITI, MRP

Register today!

- > **Log in to nysarportal.ramcoams.net.** (Your username is your 9-digit NRDS ID number and your password is your last name.)
- > **Fax or mail** your completed registration form (reverse) to NYSAR.



2015 GRI Course Schedule

GRI-1 Ethics

Capitalize on what sets REALTORS® apart from real estate licensees.

January 16	Binghamton
January 21	Syracuse
January 23	Albany
January 29	Batavia
February 27	Lake Placid
March 23	Woodbury
April 16	West Nyack
October 8	Hudson
November 5	Staten Island

GRI-2 Business

Take your business to the next level and gain market share.

January 29	Woodbury
April 16	Corning
May 20	Buffalo
October 28	Albany
November 10	White Plains

GRI-3 Agency

Provide effective, legal and ethical client representation.

March 9	Canton
March 24	Albany
April 20	Buffalo
April 21	Syracuse
May 14	Goshen
May 19	West Babylon

GRI-4 Legal

Operate your business without the risk of claims, fines and lawsuits.

March 3	Mahopac
March 10	Rochester
April 28	Albany

June 11	Staten Island
August 11	West Babylon
September 17	Binghamton

GRI-5 Buyers

Demonstrate your value to buyers from listing to closing. Satisfies NYS Fair Housing training requirement.

April 15	Binghamton
July 21	West Babylon
August 25	Rochester
October 1	Albany

GRI-7 Property

Learn about all the factors impacting value and close more deals.

September 16	Buffalo
October 19	Jackson Heights
October 20	Rochester

GRI-8 Technology

Discover the latest tools to streamline your business and exceed client expectations.

May 7	Staten Island
September 17	Syracuse
October 21	Buffalo
October 21	Poughkeepsie
October 29	Corning
November 2	Woodbury
November 5	Rochester

Audit options:

GRI designees may take any GRI course for \$50, except GRI-1 Ethics. Call NYSAR at 800.239.4432 x219 to register.

Registration Form

Four easy ways to register:

- **Login** to nysarportal.ramcoams.net
- **Fax** credit card registrations to 518.462.5474
- **Mail** check registrations to NYSAR, 130 Washington Ave, Albany, NY 12210
- **Call** 800.239.4432 x219

Course Name: _____

Location: _____

Date: _____

Name: _____

Home Address: _____

City: _____ State: _____ Zip: _____

Company Name: _____

Phone: _____ Fax: _____

Email: _____

License #: _____

MEMBER COST: \$125/course

Check (Payable to NYSAR)

Charge my:

VISA MasterCard AMEX Discover

Card #: _____

Expiration Date: _____ Security Code: _____

Signature: _____

Do you have any disabilities which require special accommodations, including provisions for auxiliary aids/services? If so, please identify your special needs when registering.

Cancellation Policy: Requests for cancellation must be received in writing NO LATER THAN 10 DAYS PRIOR TO THE CLASS to avoid a penalty. Written cancellation requests received within 10 days of the course will be subject to a 25-percent refund processing fee. "NO-SHOWS" forfeit entire tuition.