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Message from the NYSCAR president: Annual Conference - by Guy Blake

April 03, 2018 - Upstate New York



Whether you are looking for great networking or you need continuing education credit, mark your calendar and plan to attend the 17th Annual NYS Commercial Real Estate Conference June 4-6, 2018 at the Turning Stone Resort Casino in Verona!

The conference, chaired by James Walker, CCIM, will be hosted by the New York State Commercial Association of Realtors, the Upstate Chapter of CCIM, the Society of Exchange Counselors (SEC) and the National Council of Exchangers (NCE).

June 4th:

The conference will kick off on Monday, June 4 with a CCIM syndication course taught by national speaker Gene Trowbridge, CCIM.

The SEC group will have another fun afternoon on the 4th of shooting sporting clays and networking with SEC members and guests at the Vernon National Shooting Preserve. Lunch will be served at noon followed by shooting and then a steak BBQ dinner at the range.

An Open House will be held from 5 to 6 p.m. Join conference chair James Walker, CCIM; NYSCAR president Guy Blake, CCIM; and NYSCAR staff for a cocktail and take this opportunity to ask any questions you may have about your membership.

June 5th:

Tuesday, June 5 will feature the annual Investment Marketing Session, moderated by Wes Dingler, SEC and Jon England, SEC, CCIM. A highly anticipated event of the conference, this full-day session is always a great opportunity to network with colleagues from across the country and make a deal. The day will start with round table discussions during breakfast.

Lunch will feature a legislative update by Mike Kelly, NYSAR's director of governmental affairs.

June 6th:

On Wednesday, June 6, attendees will have their choice of six different three-hour courses:

Edward Smith, Jr. will teach a course on listing commercial properties as well as a course on investing in commercial properties.

Robert Charland, Esq., will present a course on generating a successful 1031 exchange.

If you are wondering how the new tax laws will affect your business, you won't want to miss FL Gorman and Mark Blood, CPA who will give an update on the new laws.

Mandatory Realtor Code of Ethics training will be taught by Patrick Reilly, RCE and

An Appraisal class by Kevin Manion.

A Developer's Panel with an economic forecast will be featured during lunch which will be a great addition to the conference

For conference information, please watch www.nyscar.org. We look forward to seeing you in June!

New York State Continuing Education Requirements

Reminder to NYS licensees: The New York State Department of State (DOS) requires all licensed real estate brokers, associate brokers and salespersons to complete 22.5 hours of approved continuing education within their license period in order to renew their licenses. This requirement includes at least three hours of approved fair housing and/or anti-discrimination training and one hour of agency training (two hours during the licensee's first license cycle) within their license period to renew their real estate license.

National Association of Realtors Legislative Meetings

Date: May 14-19, 2018

Location: Washington, DC

Join thousands of Realtors at the National Association of Realtors Legislative meeting. Numerous education sessions and meetings available to you. Go to nar.realtor (events) for full information and to register.

Hudson Valley Region Annual Conference – Don't miss out!

Date: April 19 and 20

Location: Hyatt House, Fishkill

April 19: "Education Day" will feature "Commercial Real Estate Negotiations" with Byron Smith, CCIM.

April 20: "Million Day Marketing Day," Paul Hakim, CCIM, moderator

Go to www.nyscarhudsonvalley.com for details and to register.

Syracuse NYSCAR Monthly Meeting

Date: April 10

Location: 400 South Salina St., Syracuse

Syracuse Area Chapter of NYSCAR will be meeting with mayor Ben Walsh. Go to syr.nyscar.org for information.

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