



## **Message from the NYSCAR president: Upcoming dates - by Guy Blake**

October 02, 2018 - Upstate New York

NYSCAR will be holding their annual meeting on Tuesday, October 2, 2018 at 10:00 a.m. at the Turning Stone Resort & Casino in Verona. In addition to hearing committee reports and chapter reports, elections will be held. We hope to see you there.

### **Commercial Education**

NYSCAR and the Syracuse Chapter will be sponsoring "Analysis and Marketing of Commercial Real Estate."

Date: Wednesday, October 17, 2018

Location: Syracuse Association of Realtor's office, 5958 Taft Rd., No Syracuse, NY

Registration: Please go to [www.nyscar.org](http://www.nyscar.org) to register.

Instructors: James Walker, CCIM and Robert Gliniecki, CCIM

### **Course Objectives:**

- To familiarize the practitioner in commercial real estate and how market influences relate to property;
- How to analyze property potential;
- Location Analysis;
- How to determine the highest and best use of a property;
- Understanding the make-up of the real estate market;
- Comparison of the commercial property types;
- How to price for the market;
- Review investor and user objectives;
- Data checklist; and
- Sources of information.

National Association of Realtors renews call for long-term NFIP reauthorization

Before Hurricane Florence made landfall, National Association of Realtors (NAR) president Elizabeth Mendenhall offered prayers and support for those in its path and renewed the call for long-term NFIP reauthorization saying, “Although the National Flood Insurance Program is currently authorized through November, the National Association of Realtors remains focused on ensuring Congress and the White House enact long-term reauthorization and reforms to strengthen the program’s sustainability. As another potential historic flooding event looms, we urge Congress to take up the fight for responsible long-term NFIP reform as swiftly as possible.”

Voter registration deadline is October 12th

In order to vote in the general election on November 6, 2018, you must register to vote and/or update your address or party affiliation by Friday, October 12th.

### Realtors Triple Play Conference

Sponsored by the New York, Pennsylvania and New Jersey Associations of Realtors. Members can save \$20 by registering online for \$89 until October 15th. Go to [www.realtorstripleplay.com](http://www.realtorstripleplay.com) for more information and to register for this conference.

Every year since 2000, the Triple Play Realtor Convention & Trade Expo has attracted thousands of Realtors, brokers, appraisers, and other real estate professionals to the largest real estate convention and trade show of its kind in the U.S. Last year, participants traveled from coast-to-coast and Canada to learn about the newest and most exciting developments in real estate products and services.

Register for the largest real estate convention and trade show of its kind in the U.S. to:

- Receive free CE credit—earn up to 18 credits over four days;
- Hear the latest news and receive tips from industry leaders;
- Visit the more than 250 exhibitors at the Trade Expo;
- Attend the kick-off party, icebreaker and state receptions; and
- Explore the RPAC High Rollers’ Suite.

National Association of Realtors Conference & Expo, November 2-5, 2018 in Boston, MA

The 2018 Annual NAR Conference will be held in Boston, Massachusetts. Join the thousands of Realtors who attend this conference each year.

There will be over 120 sessions, including commercial programs such as: Real estate investing;

building; wealth representing investors and becoming one yourself; top ten commercial agent success strategies; navigating a global commercial real estate transaction; commercial economic issues & trends forum; and using drones in real estate. There are also programs on personal success, marketing, best practices, trends for 2019, branding, starting a real estate company, and success strategies, just to name a few.

Go to [nar.realtor/events/Realtors Conference & Expo](http://nar.realtor/events/Realtors_Conference_&_Expo) for more information or to register.

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