



## **A message from the president of NYSCAR's Upstate chapter - by Guy Blake**

February 05, 2019 - Upstate New York

I am writing this as we prepare for the Board of Governors meeting on February 13th, 2019 at the Desmond Hotel and Conference Center in Albany. This meeting is scheduled in conjunction with the New York State Association of Realtors (NYSCAR) Business Meetings which will be held February 10–14, 2019. NYSAR's Commercial Issues Work Group is scheduled for February 13, 2019 (8:30 am – 9:30 am).

I'd also like to make note of some additional upcoming programs:

The Local Board/Association Leadership Conference

Sponsored by NYSAR

This conference will be held Sunday, February 10th, 1:00 – 5:00 pm and Monday, February 11th, 8:00 am – 12 noon, at the Desmond Hotel. Designed for local board/association leadership teams and directors, this conference provides direction for forging strong partnerships in order to achieve goals, tackle issues and address challenges that are regularly faced by board/ association leadership. There is no charge for members to attend the conference, but registration is required. Please visit [www.nysar.com](http://www.nysar.com) for more information and to register.

Save the Date!

New York State Commercial Real Estate Conference

Sponsored by the New York State Commercial Association of Realtors, Upstate Chapter of NYS, CCIM and SEC

Plans are well underway for the 18th Annual Conference which is scheduled for June 3 – 5, 2019 at the Turning Stone Resort & Casino in Verona. The annual conference is chaired by James Walker, CCIM. In addition to a full day marketing session which is always a highlight, national speaker Terry Watson will join us this year to teach a full-day course on data security. Chuck Sutherland of Texas will teach two sessions: Creative Real Estate Marketing and Real Estate Deal-Making Money-Making Tips: Secrets to Closing More Transactions. Be sure to save the date and watch for further details. We are looking forward to an outstanding conference in 2019!

## Upcoming Educational Opportunities

### Commercial Basics (15 hours CE)

Sponsored by NYSCAR with the Hudson Valley Chapter of NYSCAR

February 12-13, 2019

Instructor: Joe Deegan, CCIM

Location: Homewood Suites, 180 Breunig Rd., N. Windsor, NY

Course provides a general overview of the commercial and investment real estate business. You will perform calculations used in commercial and investment real estate transactions and will analyze property operating data.

Course topics: Commercial and Investment real estate, basic operations of a financial calculator, time value of money, estimating and forecasting net operating income (NOI); Real estate cash flow model; mortgage calculations; calculating the rate of return; office building case study; services and property types.

### Analysis and Marketing of Commercial Real Estate

Sponsored by NYSCAR with the Syracuse Chapter of NYSCAR.

Date: April 17, 2019

Location: Syracuse Association of Realtors, 5958 Taft Rd., North Syracuse, New York;

Time: Registration at 8:30 am; class 9:00 am - 5:00 pm;

Registration: NYSCAR and CCIM members: \$120.00; non-members: \$140.00 (lunch included)

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.

### 2019 Code of Ethics and Professional Standards Hearing Procedures Training

Sponsored by the NYS Association of Realtors

Dates:

March 6 in Batavia,  
March 7 in Syracuse,  
March 8 in Binghamton,  
March 14 in Saratoga,  
March 15 in Lake Placid.

This course is a must for local board/association presidents, directors, executive directors, professional standards administrators and legal counsels, as well as grievance and professional standards committee members. Any other members interested in learning more about the professional standards process are also welcome. In this course, you'll gain a full understanding of the conduct of ethics and arbitration hearings, enforcement procedures and disciplinary guidelines, learn about the mediation process and its benefits and explore the mandatory Ombudsman program and citation options.

Information can be found at [www.nysar.com](http://www.nysar.com) or visit today to register.

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