



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

January 08, 2019 - Upstate New York

Happy New Year everyone.

The NYS Commercial Association of Realtors Board of Governors will meet on February 13, 2019 at 10:00 a.m. at the Desmond Hotel and Conference Center in Albany. We look forward to kicking off 2019 with a productive meeting with committee and chapter reports. This meeting is scheduled in conjunction with the New York State Association of Realtors 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).

The Local Board/Association Leadership Conference, sponsored by NYSAR, is also held during these meetings (Sunday, February 10th at 1:00 p.m. to 5:00 p.m. and Monday, February 11th, 8:00 a.m. to Noon). 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.

Save the Date!

New York State Commercial Real Estate Conference

June 3 - 5, 2019

Turning Stone Resort & Casino in Verona

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, 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 (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!

2019 Code of Ethics and Professional Standards Hearing Procedures Training

This course (sponsored by the NYS Association of Realtors) 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, attendees will 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.

The training will be held on March 6th in Batavia, March 7th in Syracuse, March 8th in Binghamton, March 14th in Saratoga and March 15th in Lake Placid. Register today.

Best wishes for a happy healthy and prosperous New Year!

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