



November 2021 NYSCAR president's monthly message - by James Walker

November 02, 2021 - Upstate New York

Although the in-person annual conference at Turning Stone Resort and Casino was cancelled due to health concerns, members were still able to take advantage of the two course offerings via zoom. Many thanks to Joe Larkin, CCIM, SIOR for pivoting to the offering of virtual classes which offered a total of 6 hours of c.e. credit. Attendees thoroughly enjoyed "Lease v. Purchase: Analysis and Strategies" and "Blockchain, Innovation and Disruption in the Real Estate Industry" was an interactive class that really made attendees think about the future.

NYSCAR will continue holding classes online for 2022 and we look forward to seeing you there!

Code of Ethics Training Deadline is Dec. 31, 2021

Realtors are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The training must meet specific learning objectives and criteria established by the National Association of Realtors. Failure to take the training will result in suspension of membership.

Training may be completed through NAR's online courses or through another method, such as online or classroom courses via local/state associations. NYSCAR will offer an ethics course in November and December, free of charge to NYSCAR members (see below).

Professional Development Corner

November 4, 2021

9:00 am – 10:00 am

"How to Help Sell, Lease, Improve Cash Flow or Enhance your Next Real Estate Deal with a Property Tax Reduction" 1 hour (non-credit course) Theodore "Ted" Welter, CCIM, CPM (free for NYSCAR members)

November 8 - 11, 2021

CI 101 Financial Analysis for Commercial Investment Real Estate

Register online at www.ccim.com/101 or phone: 800.621.7027 option 2. (Realtor rate \$1,460.00)
Held at the Calvary Club, Manlius, NY (sponsored by the Syracuse Chapter, NYSCAR & CCIM Chapter)

November 10, 2021

9:00 am - 12:45 pm

Commercial Real Estate Ethics (includes one hour of Agency) 3.5 hours c.e. (2.5 hours ethics and 1 hour Agency) Edward S Smith, Jr. (free for NYSCAR members)

November 10, 2021

2:00 pm - 4:00 pm

Introduction to Cost Segregation 2 hours c.e. Frank Giudici (free for NYSCAR members)

December 4, 2021

9:00 am - 11:30 am – Ethics, Richard Ferro, CCIM 2.5 hours c.e. (free for NYSCAR members)

Request to Serve on Committees

Make an impact by lending your thoughts and ideas!. There are several areas to request committee service including: Legislative, Membership, Annual Conference, Professional Development, RPAC and Technology. If you are interested in service, please email Sherry at Sherrymarr08@yahoo.com

Call for Realtor of the Year Nominations

NYSCAR will be accepting nominations for Realtor of the Year. If you would like to nominate a member who has gone above and beyond, please email Sherry Marr (sherrymarr08@yahoo.com) for additional information.

National Association of Realtors

Realtors Conference & Expo sets the stage for the real estate industry

The Realtors Conference & Expo is the largest annual event for the most successful real estate professionals. Education and networking sessions cover every aspect of the real estate industry with prime speakers from around the globe. Owned and produced by the National Association of Realtors (NAR).

James Walker, CCIM, is the current president of NYSCAR, Albany, N.Y.

