



## **April 2022 message from the president of NYSCAR - by Dana Crocker**

April 12, 2022 - Upstate New York

20th Annual New York State Commercial Association of Realtors Conference  
June 6-8

The New York State Commercial Association of Realtors 20th Annual Conference will be held June 6-8 at the Turning Stone Resort and Casino, Verona, NY! Sponsored by NYSCAR, The Upstate NY Chapter of CCIM and the Society of Exchange Counselors, this year's conference will be a great celebration of getting back together in person to network and do business!

A full-day marketing/networking session will be held June 7 for attendees to present their properties and clients' needs. This is always a highly popular, much anticipated session where good connections and deals are made. The day will kick off with round table discussions with timely topics during breakfast. The marketing/networking session will be moderated by Jason Mittman, CCIM, SEC (Denver, CO) and Stewart Scovil, CCIM, SEC (Louisville, KY) assisted by John Lavelle and Paul Hakim, CCIM. Jared Burns, legislative and political affairs coordinator, New York State Association of Realtors, will give a Legislative Update during the luncheon session.

National instructor Joseph Larkin, CCIM, SIOR (Denver, CO) will present two courses on June 8. The morning session: "How to Create a Commercial Real Estate Team" During this three-hour presentation, you will learn how to develop a successful broker team strategy. A Syndication Program will be featured for the afternoon.

On June 6, CCIM will host a six-hour program on "Office, Land vs. Lease Development" with Stanley Gniadzowski, CCIM (Guilford, CT) .

There are several networking opportunities including the SEC event on June 6 and Welcome Reception on June 7. A great event is being planned by conference chairman Bob Strell (WNY) and the Planning Committee and we all look forward to seeing you at the conference! Watch your email for details and [www.nyscar.org](http://www.nyscar.org).

C.E. Course Requirements effective Sept. 21, 2022

New laws regarding continuing education for real estate salespersons and brokers were recently adopted. The new laws require as part of the 22.5 hours of continuing education required to renew, both real estate salespersons and brokers licenses, at least two (2) hours of instruction pertaining to

implicit bias awareness and understanding, and at least two hours of cultural competency training.

Therefore, effective September 21, 2022, all licensees will be required to successfully complete 22.5 hours of approved continuing education that includes:

At least 2.5 hours on the subject of ethical business practices, at least one (1) hour of recent legal matters;

At least three (3) hours of instruction pertaining to fair housing and/or discrimination in the sale or rental of real property or an interest in real property;

At least one (1) hour of instruction pertaining to law of agency except in the case of the initial two-year licensing term for real estate salespersons two (2) hours of agency related instruction;

At least two (2) hours of instruction pertaining to implicit bias awareness and understanding; and

At least two hours of cultural competency training.

Instruction must be completed within the two-year period immediately preceding a renewal.

Registration is open for the NAR Legislative Meetings!

The profound importance and powerful impact of NAR's advocacy work has become increasingly clear over the last several years. The Realtors Legislative Meetings allow us to build on that momentum and continue the critical policy conversations among Realtors, lawmakers, and industry leaders.

We invite you to join us in advancing issues important to the real estate profession and the livelihood of Realtors at the 2022 Realtors Legislative Meetings! Find more information by visiting <https://legislative.realtor/>.

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