



May 2022 message from the president of NYSCAR - by Dana Crocker

May 10, 2022 - Upstate New York

Many thanks to Peter West, CCIM, SEC for teaching “Basic Principles of Equity Marketing” on April 26. This was a perfect opportunity for attendees to get great tips for participating in a marketing session. Attendees also earned three hours of CE credit.

20th Annual New York State Association of Realtors Annual Conference

After two long years, the New York State Commercial Association of Realtors is pleased to hold the 20th Annual Conference June 6-8 at the Turning Stone Resort and Casino, Verona, N.Y.! Sponsored by NYSCAR, The Upstate NY CCIM Chapter 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!

June 6 will feature an annual fun afternoon of shooting clays and networking with SEC members and guests at the Vernon National Shooting Preserve. (separate registration for this event-see brochure link below)

Attendees can also take advantage of a full day course, “Office – Land Lease Development Analysis” with Stanley Gniazdowski, CCIM. Attendees of this course will need their laptop with Excel. (approved for six hours of CE)

Enjoy breakfast with round table discussions on industry topics on June 7, followed by a full-day marketing/networking session 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 session will be moderated by Jason Mittman, CCIM, SEC (Colorado) and Stewart Scovil, CCIM, SEC (Kentucky), assisted by John Lavelle (Hudson Valley) and Paul Hakim, CCIM (Hudson Valley). Be sure to get submit your properties today!

Jared Burns, legislative and political affairs coordinator for the New York State Association of Realtors, will give a Legislative Update during the luncheon session. This is an important update for all attendees.

Visit with commercial practitioners at the Welcome Reception on June 7 and enjoy a tasting with Erie Canal Brewing Co.!

National instructor Joseph Larkin, CCIM, MCR, SIOR will present two courses on June 8. The morning session: "Building a Commercial Real Estate Team" is approved for three hours of CE. A well-organized commercial real estate team can dominate any market if structured correctly. Developing a successful team starts with the right strategy, internal and external processes, and the right member structure.

During this three-hour presentation, you will learn how to develop a successful broker team strategy. Starting with the broker's transaction circle we will look at how successful teams developed their "play-book" and how the strategies vary during the business cycle.

The afternoon will feature "Bringing Sellers and Buyers Together using Real Estate Syndication." Group investing and the real estate syndication business both have grown over the past few years! Today, many real estate professionals are implementing syndication and fractional ownership to sell both residential and investment real estate generating higher prices for their sellers opening the buyer market to potentially a larger audience. The syndicator has the potential to receive acquisition fees, management fees, and an equity position in the opportunity. The investor has an opportunity to participate in a real estate investment receiving potential cash flow and gain in equity.

The June 8 luncheon will feature "The New York Cannabis Real Estate Market" with Francis Gorman, III (FL) Partner, Harris Beach Law Firm. Gorman is a member of Harris Beach's Cannabis Industry Team, serves on the New York State Bar Association's Cannabis Law Section and is a member of the Retail Committee and on the Advisory Board to the Policy Committee of the New York Cannabis Growers and Processors Association.

Special thanks to our conference sponsors!

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Don't Miss out on this premier event!

Click [HERE](#) to visit us online for full details and registration information.

CE Course Requirements effective Sept. 21, 2022

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 1 hour of recent legal matters, at least 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 1 hour of instruction pertaining to law of agency except in the case of the initial two-year licensing term for real estate salespersons 2 hours of agency related instruction, at least 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.

Dana Crocker is the president of NYSCAR and a licensed associate broker at Hunt Commercial Real Estate, Liverpool, N.Y.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540