



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

September 13, 2022 - Upstate New York

Dana Crocker

NYSCAR's Annual Meeting will be held Saturday, October 1, at the Hilton Hotel in Saratoga Springs, NY. I'm looking forward to a productive meeting.

Again, we want to remind everyone that there are new requirements for continuing education for real estate licensees. 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 2 hours of cultural competency training. Instruction must be completed within the two-year period immediately preceding a renewal

In NYSCAR's continued efforts to bring quality courses to the members, we are pleased to offer the following courses which are offered via Zoom and are free of charge for NYSCAR members:

Mary Peyton

"Is a Rhombus a Square? Envisioning Bias and Culture in Real Estate"

Instructor: Mary Peyton

Monday, September 19, 2022

9:00 am – 1:00 pm

CE Credit: 4 hours

Meets DOS requirements for Implicit Bias and Cultural Competency.

To navigate the business and professional world is to be empathetic, understanding, and accepting of others' cultural differences so we can appreciate our similarities to better the client's life. This also includes erasing our implicit biases and becoming culturally competent in our everyday lives. Utilizing historical knowledge, and "Diversity Equity and Inclusion" (DEI) studies, Realtors can learn how to treat everyone not just with dignity, but with confidence when selling, buying and negotiating property of all types.

Peter West, CCIM, SEC

"Technology for the Real Estate Professional"

Instructor: Peter West, CCIM, SEC

September 27, 2022

9:00 am – 12:00 noon

3 hours CE pending

Attendees of this course will review all facets of technology and how it can be applied to their individual business. The course reviews the legalities and "dos and don'ts" of using technology as well as demonstrating practical uses of various media. While everyone is using technology and social media it doesn't come without risk. Learn about 12 ways to protect yourself from cyber criminals and hackers.

Russell Gullo, CCIM

"Creating Wealth through 1031 Exchanges"

Instructor: Russell Gullo, CCIM

October 18, 2022

9:00 am – 12:00 noon

3 hours CE pending

Students will learn about the “Best Kept Secret In Real Estate”. They will learn how to pay no tax when disposing of business/investment-held property. What the requirements are, including the time frames, who the four parties are and how to set up a 1031 Exchange.

Students will learn what is meant about the meaning of “like-kind;” what property can you give up and what property can you receive. As well as where can you acquire the replacement property, how many properties can be involved in a 1031 Exchange and examples will be explained.

If you would like to take any of these courses, please email Sherry Marr (sherrymarr08@yahoo.com) Courses are free for NYSCAR members, \$50.00 for non members.

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

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