



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

November 08, 2022 - Upstate New York



Dana Crocker

I am pleased to thank Mary Peyton and Russell Gullo, CCIM for teaching recently. Mary taught the topics of implicit bias and cultural competency on Monday, September 19, 2022 with the course: Is a Rhombus a Square? Envisioning Bias and Culture in Real Estate. Students earned four hours of continuing education credit and met the new course requirement for license renewal.

Gullo gave an engaging presentation with his program “Creative Wealth Through 1031 Exchanges” on October 18. The program was very well received by the 55 students who took advantage of the course!

There will be three education offerings in November and then courses will resume in January 2023.

### Safety and Security for Real Estate Professionals

Safety and Security for Real Estate Professionals will be held on November 4, 2022, via Zoom (1.5 hours c.e. credit). NYS trooper Steven Rothwein will give great tips on how to stay safe! It doesn't matter what type of real estate you practice – this information is for everyone! If you want to take this class, please email Sherry Marr [Sherrymarr08@yahoo.com](mailto:Sherrymarr08@yahoo.com)

Peter West

### Technology for the Real Estate Professional

By Peter West, CCIM, SEC

When: November 8, 2022

Time: 9:00 am – 12:00 noon via zoom

C.E. Credit: three hours

Registration fee: NYSCAR members – free; non-members – \$50.00

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. If you would like to take this course, please email Sherry Marr by Nov. 3, 2022 (Sherrymarr08@yahoo.com)

Joseph Larkin

Creative Deal-Making for Investment Real Estate: Creative Deal-Making that Adds Value

By Joseph Larkin, CCIM, SIOR

When: November 14, 2022 – via Zoom

C.E. Credit: two hours (pending)

Time: 2:00 pm- 4:00 pm

Registration fee: NYSCAR members – free; non-members – \$50.00

Changes in the real estate markets offer challenges and opportunities to do business differently. In today's interest rate environment, it is necessary to provide creative solutions that will differentiate you in the marketplace and add value to your clients. Creative Deal-Making for Investment Real Estate introduces different investment real estate strategies. We will cover creative Deal-Making solutions such as the master lease transaction, options, equity leasing strategy, the sandwich lease, and more! A basic understanding of investment analysis is advised but not mandatory.

If you would like to take the course, please email Sherry Marr at Sherrymarr08@yahoo.com by Nov. 11.

NYSCAR Accepting Nominations for Realtor of the Year

The Realtor of the Year award is given each year to recognize an outstanding active member of the New York State Commercial Association of Realtors.

If you would like to nominate a NYSCAR member for Realtor of the Year, please send your nomination letter to NYSCAR, 130 Washington Ave., Albany, NY 12210 by December 15.

NYSCAR Meets in Saratoga!

NYSCAR met on October 1, 2022 at the Hilton Hotel in Saratoga Springs.

The 2023 budget was approved and reports were heard from the committee chairs. RPAC chair

Mike Johnson reported that NYSCAR reached 176 % of their RPAC goal this year! He thanked everyone for contributing.

Strat planning chairman Joseph Rowley, Jr., updated the board regarding the virtual meeting held with the chapter presidents to move forward with the Strat Plan. Annual conference chair Robert Strell gave an update on the 2022 conference which was a great success! Attendees were glad to meet in-person and network with their colleagues from around the state. He noted that the 2023 conference will be held June 14-16, 2023 at the Turning Stone Resort and Casino in Verona. The planning committee will be meeting in the near future.

Education chair Ginny Squire reported that several great courses have been held so far this year at no cost to NYSCAR members and she noted the upcoming November classes. Squire said by the end of the year, NYSCAR members will have had the opportunity to take advantage of 66 hours of free continuing education credit in 2022!

Officers and governors were approved for 2023 as follows: President, Dana Crocker, (Syracuse); first vice president, Robert Strell, (WNY); second vice president, Mercedes Brien (RAC); and secretary treasurer Carolyn Vinci (WNY); governors Gordon Furlani (Greater Capital), Jessica Richer (Greater Capital), Gunner Tronolone (WNY) and Ted Welter, CCIM, CPM (RAC).

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

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