



**NYS Commercial Association of Realtors president's
message - December 2023 - by Robert Stell**

December 12, 2023 - Upstate New York



Robert Strell

2024 Committee Service

Once again it is that time of year to solicit members to serve on NYSCAR committees. Share your ideas and have an impact on the commercial real estate industry by lending your service to one of NYSCAR's committees. Whether you are interested in membership, education, legislative, annual conference, young professionals, RPAC, communications, grievance or professional standards, consider joining your colleagues to help shape the future of the commercial real estate industry. Send you note of interest to info@nyscar.org by December 20.

Call for Nominations for Realtor of the Year!

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

The ROTY Committee takes the following into consideration when reviewing applicants:

- 1) NYSCAR association activity;
- 2) State association activity;
- 3) NAR activity;
- 4) Civic activity and
- 5) Business accomplishments.

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 20 or you may email to info@nyscar.org.

Professional Development

On November 28, we were fortunate to have David Conroy, director of emerging technologies, National Association of Realtors present a program on AI. It was a very interesting program and was a great addition to the other programs presented this year which over 400 students attended! These courses included all the mandatory classes needed for license renewal (legal, ethics, agency, fair housing, cultural competency and implicit bias), as well as topics such as leasing, marketing, cost segregation, investment, building your business, site development, the CIREC course and safety. As a reminder, read on to see the CE Requirements in NYS for license renewal.

We look forward to offering a great selection of courses for the coming year - free to NYSCAR members! Please watch your email for details.

CE Requirements in NYS

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

Happy holidays and best wishes for a happy, healthy 2024!

Robert Strell is president of NYSCAR, Albany, N.Y.

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