

EAST END REALTOR® NEWS



An Informational Newsletter of the Long Island Board of REALTORS® • LIRealtor.com

SERVING PROFESSIONALS IN THE HAMPTONS AND NORTH FORK CHAPTERS

August 2016

This Month's News

News/Updates

Public Relations Events

Upcoming Meetings

Education



As a Board member you have the opportunity to take advantage of discount programs and valuable services offered to you.

LIRealtor.com



Join LIBOR at the 6th Annual Hampton Bays Over the Bridge Run/Walk

The Long Island Board of REALTORS® Inc. (LIBOR) is proud to be a sponsor and will be participating in the 6th Annual Hampton Bays Lions Club "Over the Bridge" 10K Run and 5K Run/Walk. Join us for a breathtaking run/walk across the bay!



The Charity Walk/Run will take place on Saturday, September 10, 2016 at 9:00am; check-in begins at 7:00am at the Hampton Bays Middle School (participants will be bused to race start at Warner's Park). The course will span across the beautiful vistas along the Atlantic Ocean, Shinnecock Inlet, Shinnecock Bay, on to the breathtaking views over the Ponquogue Bridge and the residential areas of Hampton Bays. The cost of the event is \$25.00 pre-registered by 9-6-2016, \$30.00 day of the race, children 14 and under \$10.00. The first 500 entrants are guaranteed a t-shirt. For more information, including how to register, please visit ItsYourRace.LIRunning.com. Sponsorship opportunities are also available, visit <http://www.hamptonbayslions.com/over-the-bridge/> for details.

LIBOR is honored to be a part of this worthy event since 2013. With the proceeds from the race, the Lions Club was able to sponsor six Seeing Eye dogs for those in need in our community. Three of the dogs were designated for returning wounded Veterans and three for blind persons living in the Hampton Bays area. These goals were accomplished through the Smithtown Guide Dog Foundation.

This donation was made through the Long Island Board of REALTORS® "We're More Than REALTORS®..." initiative, which supports numerous programs and charitable community organizations.

LIBOR Annual General Membership Meeting

Scheduled for Tuesday, October 25, 2016

By Christina DeFalco-Romano, Public Relations & Communication Programs Manager

The Long Island Board of REALTORS®, Inc. (LIBOR) will hold their Annual General Membership Meeting on Tuesday, October 25, 2016 at the Melville Marriott in Melville. The Melville Marriott will serve as the main meeting location and will host the Association update combined with a special featured program, details to be announced.

Voting for the election of Officers and Directors will also take place at the Melville Marriott. REALTOR® members in good standing are eligible to vote. Voting polls open at 9:00 a.m. (registration starts at 8:30am) and close promptly at 2:00 p.m. Additional voting sites will be posted on LIRealtor.com.

The LIBOR Nominating Committee, chaired by LIBOR's immediate Past President Laura Copersino will meet on September 8, 2016, in West Babylon; to report on the proposed slate for 2017 LIBOR leadership: For a list of all of the nominees and petitioners, and to view all proposed Bylaw Revisions to be voted on at the LIBOR General Membership Meeting on 10/25/16, visit LIRealtor.com — under the "Official Notice" tab.

Dave Legaz of Keller Williams Realty is the incoming LIBOR President, who will serve the Board in 2017. Before embarking upon his successful Real Estate career, Dave attended Queensboro Community College School of Nursing, whose mission of helping others, inspired his decision to enter the New York Police Department Academy in 1985. While working as a Police Officer, Dave obtained his real estate license in 1995 and assisted his wife and full time agent Nancy in her career. Soon after, he convinced their broker / owner to join LIBOR as Dave knew the value of becoming a Realtor®.

Apart from his Keller Williams Realty corporate ownership groups and having a leadership role in assisting over 500 agents in his offices, Dave is also the model and guide for his personal Real Estate team. The Legaz Team consists of 5 agents, an executive assistant and a social media / marketing director.

Dave's desire for knowledge and continuing education has led him to acquire numerous designations such as: ABR, CIPS, CRS, e-Pro, GRI , RSPS and SRES. These designations have proven to be an asset in his success.

Dave began to demonstrate his Real Estate leadership ability at the LIBOR North East Chapter in 2009 and quickly grew to earn the respect of his peers. In 2012 he was elected as a LIBOR and New York State Association of REALTORS® (NYSAR) Director and in 2013 was then elected to the position of Queens County Vice President for LIBOR. In addition, he served as Secretary for two years at the Chinese American Real Estate Association and continues as a Board of Director. Dave is also the Immediate Past President and one of the Founding Board of Directors of the Asian Real Estate Association of America - New York East Chapter.

Dave, a NYS Real Estate Instructor, combines his years of law enforcement experience with his real estate performance as he teaches Realtor® Safety classes within his franchise, at LIBOR, throughout NYS and beyond. He also has a 3 hour CE Realtor® Safety Class approved by New York State.

Save the Date!

The **HAMPTONS CHAPTER** will be holding their elections meeting on Thursday,

October 13, 2016. Stay tuned for details, to be posted on <http://hamptons.lirealtor.com/>.

For questions please contact Janice Hayden at (631) 255-9160.

2017 LIBOR DUES BILL:

Your 2017 LIBOR Annual dues bill is scheduled to be e-mailed on August 24, 2016. Please make sure we have an accurate e-mail address on file for you because there will be no other form of delivery. For questions or inquiries, please call LIBOR Billing & Membership at 631-661-4800.



REALTORS' Political Action Committee
Your Best Investment in Real Estate

ART-PAC Art Auction

"Picture Long Island & Queens" - Give Us Your Best Shot!

REALTORS® submit your artwork (photography or paintings) for Contest
September 14, 2016 6-9pm
Bergen Point Country Club
 69 Bergen Ave, West Babylon, NY
 Hors d'oeuvres, Beer, Wine, and Soda - Catering by Gemelli's

To Register Visit LIRealtor.com/RPAC-ArtAuction or call 631-661-4800 x 354

Pricing: \$50 per person by 9/13/16 \$60 after 9/13/16
 Full amount will go towards your RPAC investment

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15th Annual Tech Fair

Thursday, October 6th 2016

9am to 4pm

Crest Hollow Country Club, Woodbury

Over 25 sessions exploring innovative technologies, trends and new ideas effecting the real estate industry. Gain useful info to help you adapt to it and grow your business.



Register Early For \$39 Pricing
 at www.mlstechfair.com/register

For complete information, visit www.MLSTechFair.com.

DATE	CLASS	INSTRUCTOR	TIME	CE CREDITS	ETHICS & FAIR HOUSING
WEST BABYLON					
SEPT 1	Changing Trends.. Can You Spare Some Change?	Nick Gigante	9 - 5:30	7.5	E
SEPT 7	Get Organized with the All New MLS Stratus (HANDS ON)	Barbara Meyers	9 - 5:30	7.5	
SEPT 10	Say Hello to a Good Buy	Linda D'Amico	9 - 5:30	7.5	EF
SEPT 10	NAO	Joe Caggiano	9:00 -5:00	6	E
SEPT 12	30 Hr. Remedial Gap Day 1	Linda D'Amico	9:00 - 5:00	22.5	
SEPT 13	Ready, Set Buy! Representing a Buyer in a Real Estate Transaction	Dianne Scalza	9 - 5:30	7.5	EF
SEPT 13	Keep Your Sellers Real and Your Listings HOT! (HANDS ON)	Beth O'Connor	9 - 5:30	7.5	
SEPT 13	30 Hr. Remedial Gap Day 2	Linda D'Amico	9:00 - 5:00		
SEPT 14	30 Hr. Remedial Gap Day 3	Linda D'Amico	9:00 - 5:00		EF
SEPT 15	30 Hr. Remedial Gap Day 4	Linda D'Amico	9:00 - 5:00		
SEPT 16	30 Hr. Remedial Gap Day 5	Linda D'Amico	9:00 - 5:00		
SEPT 16	Property Flipping Basics	Carl Schiovone	9:00 - 12:00	3	
SEPT 16	Property Flipping Basics	Carl Schiovone	1:00 - 4:00	3	
SEPT 17	Communicate, Track & Close (HANDS ON) Saturday Class	Laureen Zarba	9 - 5:30	7.5	
SEPT 20	NAO	Marilyn Urso	9:00 - 5:00	6	E
SEPT 20	New Agent 3- Day Up and Running Day 1	Dianne Scalza	9:00 - 1:00	7.5	
SEPT 22	Building Your Real Estate Practice in the New Norm	Don Scanlon	9 - 5:30	7.5	EF
SEPT 22	New Agent 3- Day Up and Running Day 2	Dianne Scalza	9:00 - 1:00		
SEPT 23	New Agent 3- Day Up and Running Day 3	Dianne Scalza	9:00 - 1:00		
SEPT 26	COMMERCIAL & INVESTMENT CIREC CERTIFICATION - DAY 1	Ed Smith	9:00 - 5:30	7.5	EF
SEPT 27	Communicate, Track & Close (HANDS ON)	Laureen Zarba	9 - 5:30	7.5	
SEPT 27	COMMERCIAL & INVESTMENT CIREC CERTIFICATION - DAY 2	Ed Smith	9:00 - 5:30	7.5	
SEPT 28	Don't You Wish You Hadn't Done That	Cathy Nolan	9 - 5:30	7.5	EF
SEPT 28	COMMERCIAL & INVESTMENT CIREC CERTIFICATION - DAY 3	Ed Smith	9:00 - 5:30	7.5	
SEPT 29	Property Flipping and Rehabbing...Beyond the Basics	Carl Schiovone	9:00 - 12:00 PM	3	
SEPT 29	Property Flipping and Rehabbing...Beyond the Basics	Carl Schiovone	1:00 - 4:00	3	
RIVERHEAD					
SEPT 7	The Shades of Grey of Real Estate	Don Scanlon	9 - 5:30	7.5	EF
SEPT 13	The Empowered Agent: Guiding Buyers and Sellers Through the Sales Process	Hank Cardello	9 - 5:30	7.5	E
SEPT 13	Are You Smarter than a Home Buyer? (HANDS ON)	Laureen Zarba	9 - 5:30	7.5	
SEPT 15	1031 Like Kind Exchanges	Cathy Nolan	9 - 5:30	7.5	EF
SEPT 15	Get the Most from Stratus Maps & CMA (HANDS ON)	Laureen Zarba	9 - 5:30	7.5	
SEPT 16	NAO	Kate Conquest	9:00 - 5:00	6	E
SEPT 19	75 Hr. Sales Qualifying Day 1	Hank Cardello	9:00 - 5:30	22.5	
SEPT 20	75 Hr. Sales Qualifying Day 2	Hank Cardello	9:00 - 5:30		
SEPT 21	75 Hr. Sales Qualifying Day 3	Hank Cardello	9:00- 4:30		
SEPT 22	75 Hr. Sales Qualifying Day 4	Dominick Sutera	9:00 - 4:30		
SEPT 23	75 Hr. Sales Qualifying Day 5	Linda Bonarelli-Lugo	9:00 - 5:30		
SEPT 26	75 Hr. Sales Qualifying Day 6	Joe Caggiano	9:00 - 5:30		
SEPT 27	75 Hr. Sales Qualifying Day 7	Joe Caggiano	9:00 - 4:30		
SEPT 28	75 Hr. Sales Qualifying Day 8	Joe Caggiano	9:00- 6:30		
SEPT 28	75 Hr. Sales Qualifying Day 9	Linda Bonarelli-Lugo	9:00 - 5:30		
SEPT 30	75 Hr. Sales Qualifying Day 10	Linda Bonarelli-Lugo	9:00 - 6:30		

Visit www.lirealtor.com/education for a full schedule of class offerings.