

# THE REALTOR®



March|April 2019

Official Publication of Long Island Board of REALTORS®

LIRealtor.com

## Long Island Board of REALTORS® Welcomes New CEO Tessa Hultz

**By Christina DeFalco-Romano**  
**Public Relations & Communications Programs Manager**

The Long Island Board of REALTORS® Inc. (LIBOR) welcomes Tessa Hultz, RCE, CAE, CIPS, as the new Chief Executive Officer.

Hultz has served as a REALTOR® Association Executive for nearly 15 years. Her commitment to keeping REALTORS® central to the transaction and Association advocacy efforts is unwavering.

"We are elated to welcome Tessa to the Long Island Board of REALTORS® as our new CEO," said Dianne Scalza, President of LIBOR. "Tessa captivated us with her warmth, energy and enthusiasm. She possesses a sincere passion for our REALTORS® Political Action Committee (RPAC) and in turn, homeownership advocacy. She will undoubtedly inspire others to complete old ideas and search for new ones. Tessa is an unequivocal fit, she is a great addition to a strong membership, which will continue to grow in the coming years."

Hultz began her career in Association Management as the Director of Education, first with the Columbia Board of REALTORS® in Columbia, MO, and then with the St. Louis Association of REALTORS®. Next, she joined the Wichita Area Association of REALTORS® and South-Central Kansas MLS as their CEO, before taking her most recent position as President of the Triangle Multiple Listing Service and CEO of the Raleigh Regional Association of REALTORS®, where she has served since 2013.

Subscribing to the concept that Steve Jobs brought to life during his 2005 Stanford University commencement address, "you can't connect the dots looking forward, you can only connect them looking backward." Hultz believes that being named LIBOR CEO is a culmination of connecting the dots along her capacious path in the REALTOR® Association industry. It's these



**Tessa Hultz**  
**LIBOR CEO**

dots of past experiences which have sowed the seeds for Hultz's tenure at LIBOR. She will bring the best practices of her previous positions and apply them to her work at the fourth largest local REALTOR® association in the country.

Since entering the field, Hultz has earned several notable achievements and honors, including the REALTOR® Association Certified Executive (RCE), the Certified Association Executive (CAE) and the Certified International Property Specialist (CIPS) designations. Hultz has been recognized by her peers, being named an inaugural recipient of the National Association of REALTORS® (NAR) AE-YPN Leaders of Tomorrow Award and with her induction into the Bud Smith Leadership Society, whose members play an active, ongoing role as leading contributors to the industry and innovative mentors for the AE community.

As demonstrated by her membership in the NAR-RPAC Hall of Fame, Hultz's passion lies in RPAC and housing advocacy. Her focus for LIBOR is to unite REALTORS® in the name of protecting buyers, sellers, renters and homeowners alike. Following the sentiment "There's no national association of homeowners, we're it." said by Jerry Giovaniello, former Senior Vice President and Chief Lobbyist at the National Association of REALTORS®.

The LIBOR Board of Directors appointed a Search Committee to work with a national executive search firm to recruit candidates for the CEO position. Hultz, who joined LIBOR in February, replaces Joseph E. Mottola, who departs after forty-three years at the helm of the 26,000-member association.

"I am excited to join the staff and leadership of the Long Island Board of REALTORS® as the new CEO." Hultz said. "I look forward to working together

**CONTINUED ON PAGE 2**

## President's Message

By Dianne Scalza  
LIBOR President

Our new year is off to a great start. The divisional meetings, which were well attended, acknowledged the past year's leaders and welcomed in the new.

We now officially have a Brooklyn Chapter of the Long Island Board of REALTORS® (LIBOR). This will bring greater cooperation between the geographic areas benefitting both agents and consumers alike.

At our New York State Association of REALTORS® (NYSAR) Mid-Winter Business Meetings in Albany, LIBOR's very own Moses Seuram was installed as the 2019 NYSAR President. Also installed was David Legaz, as the 2019 Secretary/Treasurer. In attendance along with Moses' family and friends, was John Smaby, 2019 National Association of REALTORS® (NAR) President.

I am happy to report that NYSAR's Legislative Steering Committee and Board of Directors approved the 2019 Legislative Priorities that were discussed in the Article 12 A Working Group. NYSAR will continue its support for a permanent property tax cap, a first-time home buyer savings account, additional core continuing education requirements, elimination of "grandfathering," and coop housing transparency, among other measures. NYSAR will oppose any real estate tax increases, expansion of cease and desist zones, and other measures that restrict real estate licensees from conducting their business.

As the conference progressed, leadership had the pleasure of hearing former Congressman Chris Gibson speak on the current political environment, and principles that will help revitalize the American Dream. It was truly thought provoking.

Spring promises to be an active season for the REALTORS® Political Action Committee (RPAC). Join us for Nets basketball, Day at the Races and Lobby Day. With all these activities you can now invest in your industry, network and have fun at the same time. RPAC gives REALTORS® a powerful voice on issues that matter to the real estate industry and our clients. While attending these events please come by and say hello, so I can personally thank you for your wise choice to support the REALTOR® Party. ●

## Long Island Board of REALTORS® Expands Services to Brooklyn

The Long Island Board of REALTORS® is pleased to announce the formation of a Brooklyn Chapter. The recent westward expansion is the result of the Board's commitment to providing services, benefits and networking opportunities to our Brooklyn membership.

Sal Crifasi, President of the newly formed Chapter, who was instrumental in the development, explained, "The

idea of creating a new Brooklyn Chapter of LIBOR is to grow the awareness of the value of the REALTOR® brand throughout the five boroughs. With the recent MLS Regionalization between LIBOR and Hudson Gateway Association of REALTORS® (HGAR) the need for stronger professional collaboration is vital to insure our future success. The Brooklyn Chapter is a start." ●



*Pictured (l-r) are Brooklyn Chapter President Sal Joseph Crifasi, LIBOR past President Charlotte Van der Waag, LIBOR President Dianne Scalza, LIBOR President-elect Matthew Arnold.*

## LIBOR Welcomes New CEO

CONTINUED FROM PAGE 1

to build on LIBOR's proud history and traditions, while meeting the challenges and opportunities of tomorrow. I know together we will make great things happen."

On a personal note — Tessa, a self-proclaimed adrenaline junkie, counters her thirst for skydiving by deeply rooting her feet and hands in the soil, as an avid gardener. Also a bibliophile, Tessa didn't stray far from her love of the land with her last read, *The Good Earth* by Pearl S. Buck. Tessa's first stop in exploring the surroundings of her new home, will be the astrophysical wonderment at Hayden Planetarium, with her husband Preston and son John Preston. ●

# Broker and Agents: Getting Along (or Not!) When Working in a Real Estate Office!

By *Cathy Nolan*  
*Goldson, Nolan & Connolly P.C.*

### **Q. Can an agent sell his own house without going through his broker or office?**

A. There is no law against it, however, your broker may object. How can you convince sellers to list with your office when you do not?

### **Q. My broker will not let the agents in our office act as dual agents. If I am a good enough agent to get a listing from a seller and also to get a buyer to agree to be represented by me, isn't it unfair to penalize me by not allowing me to benefit from my hard work?**

A. If a broker has an office policy that you believe to be unfair, you can try to get the broker to see your point of view. If the policy, however, remains one that does not allow dual agency, you must carry out your broker's lawful instructions. If you do not wish to follow the office rules, you are always free to find another broker.

### **Q. If I am buying a property and I am an agent, can I ask the listing agent to lower the price of the house by the amount of my commission?**

A. Yes, but you must get some written agreement from your broker telling the other office you may do so and that your own broker is not seeking a commission, or that your office wants its portion of the commission. To fail to get your broker to agree to waiving or taking only a portion of the commission offered could put the listing broker in a position where he finds himself or herself being sued by your broker for a commission.

### **Q. My son is buying a house and I told the listing agent I am an agent for my son, but I want to act as a broker's agent since no compensation has been offered to a buyer's agent. The listing broker says I have to be a buyer's agent!**

A. It would be difficult for a parent to convince anyone that his or her child would be a mere customer! You can ask the listing office to pay you what it has offered to a broker's agent even though you are a buyer's agent. Otherwise, you can try to find your son another house.

### **Q. I work in an office that does residential transactions only. If someone wants to give me a commercial listing, can I take it?**

A. You must check with your broker and you must also have enough knowledge of commercial brokerage to be competent when representing the property and its owner.

### **Q. If my broker does not allow anyone in the office to do rentals, what do I do when someone wants to list a rental or find a rental with me?**

A. If the office policy is to transact sales and purchases only, you can refer the listing and/or tenant to another broker or you can leave your broker and join a company that allows rentals.

### **Q. I think my broker is engaged in illegal activity. What should I do?**

A. If you determine that to be the case, find another broker!

### **Q. I was told that one of my agents was renting apartments and houses, having the tenants pay him in cash, and keeping the money. My office has no records of these transactions. What do I do?**

A. First, check to see if the story is true. If so, give the agent a chance to make restitution, then you should let him go. Contact your E&O carrier immediately so that they have been notified in case someone brings an action against you. Have as much information as you can get so that, should the DOS or a customer or client go against your office, you can defend yourself! ●



# SAVE THE DATE JUNE 6, 2019

31st Annual  
LIBOR Thomas F. Tabone

## EDUCATION CONFERENCE and TRADE SHOW



**BIGGER** SOCIAL MEDIA  
LIBOR REAL ESTATE ASSOCIATION  
MLS LI BETTER NASSAU SUFFOLK COMMERCIAL QUEENS  
**STRONGER** DIGITAL NAR  
NEW YORK MLS WE <sup>®</sup> REALTORS  
BUYERS SELLERS  
HOMEOWNERSHIP COOPERATION FINANCE BROOKLYN  
CONTRACT NETWORKING EDUCATION  
SOLD COMMISSION

THURSDAY | JUNE 6  
CREST HOLLOW COUNTRY CLUB • WOODBURY, NY

## LIBOR NEWS

# A Glance at the Year Ahead for Public Relations

LIBOR encourages all members to get involved with the “We’re More Than REALTORS®” initiatives throughout the year. Here are a few components of the campaign, which was created to improve and strengthen the image of Long Island REALTORS®, by promoting a positive and professional image of our members to the public.

- **REALTOR® Scouting Scholarship Award** – \$1,000 scholarships for three Eagle Scouts and three Girl Scout Seniors.
- **The REALTOR® Spirit Award**, which honors REALTORS® who have made a difference in their community.
- **REALTORS® Against Hunger (RAH)** food drive, which will provide food to hundreds of local food pantries and other programs that feed the hungry.
- Throughout 2019 LIBOR will sponsor volunteer builds/projects with Habitat for Humanity and Rebuilding Together Long Island. If you would like to volunteer, please email [pr@lirealtor.com](mailto:pr@lirealtor.com).

Be sure to check [www.LIRealtor.com](http://www.LIRealtor.com) regularly for more LIBOR Public Relations programs, and information on how to get involved. ●

## LIBOR COURSE SCHEDULE



### UPCOMING NYSAR COURSES OFFERED AT LIBOR

VISIT [LIREALTOR.COM/EDUCATION](http://LIREALTOR.COM/EDUCATION)  
Designations and Certifications

#### WOODBURY RSC

APRIL 9 - GRI 4 - LEGAL  
APRIL 30 - GRI 6 - SELLERS

#### RIVERHEAD RSC

JUNE 4 - RSPS (Resort & Second home Property Specialist)  
JUNE 27 - SFR (Short Sales & Foreclosure Resource)

#### WEST BABYLON RSC

JUNE 17 - 18 - SRS (Seller Representative Specialist)

## RPAC's 14th Annual DAY AT THE RACES!



**WHEN:**  
Thursday, May 2, 2019

**BUFFET LUNCH:**  
12:00pm - 2:30pm

**1ST RACE BEGINS:**  
1:00pm - 1:30pm

**PRICING:**  
\$125.00 by 4/18/19  
\$150.00 after 4/18/19

If paying by check, make payable to RPAC (Full amount will go toward your RPAC Contribution)

Call: (631) 661-4800 ext. 354 or Register Online: [lirealtor.com/rpac-day-at-the-races](http://lirealtor.com/rpac-day-at-the-races)

**INCLUDES:**  
Finish Line Buffet in the Turf & Field Club,  
Private Betting Window, Clubhouse  
Admission and Post Parade Program

*Great Auction Items Plus  
Lots of Fun!*

Seating is Limited!  
You Must Pre-Register for This Event  
Deadline is 4/26/19

**NO TICKETS WILL BE SOLD AT THE DOOR.**



**Sponsorship Opportunities Available!**



Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS®, the New York State Association of REALTORS®, or any of its local boards or associations will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PFC to support state and local candidates. Until your NYSAR RPAC reaches its PFC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after NYSAR RPAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.