

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

October 2013

This Month's News

News/Updates

Public Relations

Meetings/Events

Member Benefits

Education



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

LIRealtor.com



Huntington Hilton to Host Annual LIBOR General Membership Meeting on 10/29



The Long Island Board of REALTORS®, Inc. (LIBOR) will hold their Annual General Membership Meeting on Tuesday, October 29, 2013 at the Huntington Hilton, 598 Broadhollow Rd in Melville. The Huntington Hilton will serve as the main

meeting location and will host the Association update and a free special featured program: Keeping Current Matters – “What BUYERS and SELLERS Need to Know Right Now”, presented by Steve Harney, nationally recognized speaker on real estate and leadership. (Please note, this meeting is only open to LIBOR members.)

This free informative session will address Steve’s popular monthly Keeping Current Matters audio visual reports for top agents. It is a great tool that keeps agents up to date with the latest market trends and data. The program’s first session – “What SELLERS Need to Know Right Now” will be from 10:00am to 11:00am, the second session – “What BUYERS Need to Know Right Now” will be from 12:00pm to 1:00pm. The Annual Membership Meeting will take place in between training sessions from 11:00am to 12:00pm.

Voting for the election of Officers and Directors will also take place at the Huntington Hilton. REALTOR® members in good standing are eligible to vote and photo ID is required. Members can bring along your 2013 LIBOR membership card and a valid NYS Driver’s License. Voting polls open at 9:00 a.m. and close promptly at 2:00 p.m. REALTOR® members can also vote in Queens at the REALTOR® Service Center in Jackson Heights and the Riverhead REALTOR® Service Center. In the event additional voting locations become available, that information will be posted on LIRealtor.com.

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North Fork Chapter Raises \$2,500 for Habitat for Humanity

The North Fork Chapter held a Summer Sunset Barbeque and Fundraiser on the evening of September 12th at Founders Landing in Southold. The event had an outstanding turn out and raised a total of \$2,500 Habitat for Humanity Orient Project. Thank you to all North Fork members for your support and contributions.

The North Fork Chapter of LIBOR was organized in the Fall of 2012 to better serve Realtors® in this unique area. The Chapter encompasses some of Long Island's most unspoiled geography with its wineries, farmland, boating and recreational offerings. Its members service a market of primary and vacation homes as well as land sales for various development opportunities.

To view more photos from the event please visit <http://northfork.lirealtor.com/>.



We're More Than REALTORS®...Join LIBOR in the Fight Against Hunger on Long Island



Register Your Office Today for the 6th Annual REALTORS® Against Hunger (RAH) Campaign • www.LIRealtorsagainsthunger.com

LIBOR is proud to announce its 6th Annual REALTORS® Against Hunger (RAH) campaign will begin in November! Long Island REALTORS® will be collecting donations of non perishable food items (as well as well as personal care items, diapers and dry pet food) at various real estate offices throughout Nassau, Suffolk and Queens, until the end of December. This collection drive will support efforts to provide food and additional donations, to hundreds of local food pantries, soup kitchens, shelters and other programs that help those in need. LIBOR is working with several strategic partners to ensure proper distribution of donated items to outlets in all three Counties.

If you have not registered your office as a participating office, and would like to get involved with the program, please visit www.lirealtorsagainsthunger.com.

This year, to engage our members to help in the fight against hunger, LIBOR will be launching a month-long contest – Show Us Your Spirit- as part of the RAH campaign. We are asking those who are participating in the REALTORS® Against Hunger campaign to send us your photos. Is your office hosting a food drive, volunteering at a soup kitchen, collecting canned goods at your neighborhood super market? We want to see! Creativity is encouraged!

The winning photo of the “Show Us Your Spirit” contest will be showcased as the face of the 2014 RAH campaign, on the www.lirealtoragainsthunger.com website and in The REALTOR® newspaper. As a special thank you for your support, a \$100 Panera Bread gift card will also be awarded to the participating office that submits the winning photo. Panera Bread is a long-time supporter of Island Harvest (one of RAH's beneficiary food banks) donating over 2,200 pounds of bread each week from its 23 bakery cafes. (All photo entries must be submitted to pr@misl.com by December 1, 2013. The winner will be selected by the 2013 Public Relations Committee Chairs.)

LIBOR Teams Up with Habitat for Humanity for a REALTOR® Volunteer Build Day



In honor of World Habitat Day members of the Long Island Board of REALTORS® Inc. (LIBOR) recently volunteered their time and skills

to help build a new Habitat for Humanity home in Mastic Beach. Volunteers worked alongside Habitat for Humanity Suffolk County on the single-family home that will be occupied by the Gilbreath family; Kimberley, a veteran, and her daughter Ryan.

Over the past eight years LIBOR has sponsored the building of numerous Habitat for Humanity homes across Long Island for deserving families such as the Gilbreaths.

“Being part of LIBOR and continuously seeing the positive changes we share with our community is an incredible opportunity. This homeowner was an Army vet with one child, and LIBOR members can stand proud knowing we have contributed to the success of this deserving family.” said LIBOR Public Relations Chairperson Kate Koplinka who spent the day hammering away.

This sponsorship was made through the Long Island Board of REALTORS® “We’re More Than REALTORS®...” initiative, which supports numerous programs and charitable community organizations. The “We’re More Than Realtors®” campaign was created by the LIBOR Public Relations Committee. The campaign raises the public’s awareness about Realtors® and their philanthropic efforts within their communities.

General Membership Meeting

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The LIBOR Nominating Committee, chaired by LIBOR’s immediate Past President Don Scanlon, met on Tuesday, September 10th in West Babylon. At the meeting conclusion the following report was given with regard to the proposed slate of 2014 LIBOR leadership: President-elect, Laura Copersino; Queens Vice President, David Legaz; Nassau Vice President, Susan Helsinger; Suffolk Vice President, Carol Jemison; Treasurer, Mary Alice Ruppert and Secretary, Dianne Scalza. Visit LIRealtor.com for a complete list of the 2014 LIBOR nominees and petitioners running for Officer or Director.

All LIBOR members are encouraged to attend the General Membership Meeting to be apprised of the current happenings at the Board and to vote for your incoming leadership. To register visit www.LIRealtor.com.

Benefit Spotlight

Long Island REALTORS® Federal Credit Union

LIBOR members and their family are eligible to join the Long Island REALTORS® Federal Credit Union (LIRFCU) with its advantageous programs and rates.

For more information please visit www.lirfcu.com or call 631-661-4800 ext. 371.



DATE	CLASS	INSTRUCTOR	TIME	CE CREDITS	ETHICS & FAIR HOUSING
RIVERHEAD					
OCT 23	Take Your Desk on the Road	Laureen Zarba	9:00 - 5:30	7.5	
OCT 25	Buying, Listing and Selling Foreclosures	Linda D'Amico	9:00 - 5:30	7.5	EF
OCT 28	Stratus DEMO- Free	Laureen Zarba	10:00 - 1:00	3	
NOV 1	Property Management: Managing 1-4 Family Homes	Joe Caggiano	9:00 - 5:30	7.5	
NOV 4	NAO	Marilyn Urso	9:00 - 5:00	6	E
NOV 5	Listing Power: If You Have Them...They Will Come!	Hank Cardello	9:00 - 5:30	7.5	EF
NOV 7	The Truth, The Whole Truth & Nothing but the Truth: Legal Checklist to Ensure a Smoother Transaction	Cathy Nolan	9:00 - 5:30	7.5	EF
NOV 11-15, 18-22	75 Hr. Sales Qualifying 10 Day		9:00 - 5:30	22.5	
DEC 3	Risk Management Solutions! What Every Realtor Should Know	Nick Gigante	9:00 - 5:30	7.5	EF
DEC 6	Short Sales in Today's RE Market	Cathy Nolan	9:00 - 5:30	7.5	EF
DEC 13	Don't Get Bitten! What You Don't Know Will Hurt	Don Scanlon	9:00 - 5:30	7.5	EF
DEC 16	NAO	Dianne Scalza	9:00 - 5:00	6	E
WEST BABYLON					
OCT 23	NAO	Marilyn Urso	9:00 - 5:00	6	E
OCT 25	Fair Housing & Awareness	Don Scanlon	9:30 - 12:30	3	F
OCT 26	Get Ready for All New MLS Stratus	Laureen Zarba	9:00 - 5:30	7.5	
OCT 30	Assisting Sellers in Transacting Short Sales in Lieu of the Sellers Losing Their Properties in Foreclosure	Cathy Nolan	9:00 - 5:30	7.5	E
OCT 30	Finders Keepers: Search Nationwide for Listings, Property & Community Info	Laureen Zarba	9:00 - 5:30	7.5	
OCT 31	Take Your Desk on the Road	Laureen Zarba	9:00 - 5:30	7.5	
NOV 1	Wheel Estate Or Real Estate...Stop Spinning Your Wheels	Don Scanlon	9:00 - 5:30	7.5	EF
NOV 1	NOTARY	Sal D'Agate	1:30 - 4:30		
NOV 1	MLS Procedure & Rules: Situations & Solutions	Hank Cardello	9:30 - 12:30	3	
NOV 4-8	Systems & Strategies for Success 5 DAY	TBA	9:00 - 4:00	15	
NOV 9	Intro to Commercial Real Estate: Tools of the Trade	Ed Smith	9:00 - 5:30	7.5	
NOV 9	NAO	Joe Caggiano	9:00 - 5:00	6	E
NOV 11-13, 15, 19-22	45 Hr. Broker Qualifying 7 Day	TBA	9:00 - 5:00	22.5	
NOV 12	Real Estate Consulting	John Yoegel	9:00 - 5:30	7.5	
NOV 18	NAO	Marilyn Urso	9:00 - 5:00	6	E
NOV 19	Getting The Listing Priced Right is Key!	Laura Copersino	9:00 - 5:30	7.5	E
DEC 2, 3 & 4	New Agent 3- Day Up and Running	TBA	9:00 - 1:00	7.5	
DEC 4	Disclosure Insulation From Litigation – Safeguards & Precautions	Hank Cardello	9:00 - 5:30	7.5	E
DEC 5	Realtor Short Sale Professional - Day 1	Linda D'Amico	9:00 - 5:30	15	EF
DEC 11	RSSCP - Day 2	Cathy Nolan	9:00 - 5:30		
DEC 7	Selling Commercial & Investment Properties: Issues, Money & Laws	Ed Smith	9:00 - 5:30	7.5	
DEC 16	NAO	Joe Caggiano	9:00 - 5:00	6	E
DEC 17	Be My, Be My Buyer	Don Scanlon	9:00 - 5:30	7.5	EF
DEC 19	Check Up From the Neck Up.. A Tune Up for Agents	Don Scanlon	9:00 - 5:30	7.5	EF

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