

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

September 2013

This Month's News

News/Updates

Public Relations

Meetings/Events

Professional
Development

Technology

Education



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

LIRealtor.com

LIBOR Sponsors 3rd Annual Hampton Bays Over the Bridge Run/Walk

The Long Island Board of REALTORS® Inc. (LIBOR) through the "We're More Than REALTORS®" campaign was honored to be a major sponsor of the 3rd Annual Hampton Bays Lions Club – Over the Bridge Run/Walk that was held on September 14, 2013. The crisp, yet sunny, late summer weather was perfect for a jog along the Atlantic Ocean, Shinnecock Inlet, Shinnecock Bay, on to the breathtaking views over the Ponquogue Bridge. And the crowd was out to prove it, making this event the most successful year to date, for the Club.



"Supporting our community has always been one of our main goals at LIBOR; so to bring our support to the Hamptons community was a very proud moment for us!" said LIBOR Public Relations Committee Chairperson Kate Koplinka who was instrumental in bringing this sponsorship to fruition. As an eastern Suffolk Realtor® Kate was thrilled to have the opportunity to extend LIBOR's efforts to the east end, where in fact a new LIBOR Hamptons Chapter was recently formed.

LIBOR first became aware of this noteworthy event when Realtor® Franklin Butz, organizer and creator of the walk, was awarded the December 2012 REALTOR® Spirit Award for his efforts. With the funds raised at the previous events the Club was able to supply five seeing eye dogs through the Smithtown Guide Dog Foundation to people in need, as well as make additional donations to the Hampton Bays Library, Churches, Boy and Girl Scouts, Booster club, little league baseball, the Dominican Sisters and local scholarships. The HBLC, established in 1948 has continuously helped people in need in the Hampton Bays and East Quogue community.



Pay Your LIBOR Dues Bill Online — The Fast, Easy and Secure Way

Your 2014 LIBOR Annual dues bill was emailed on August 26, 2013. All members are encouraged to check your inbox for your bill. If you haven't received your 2014 LIBOR Dues Bill electronically; or have any questions regarding your bill, please call LIBOR Billing and Membership Department at 631-661-4800 option 5 or email us at imssupport@mlsli.com.

All LIBOR dues for 2014 are payable by September 30, 2013. Members can pay their bill online, easily and securely, by logging on to <https://ims.mlsli.com>.

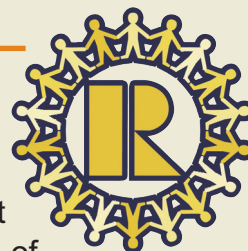
In an effort to provide a comprehensive overview of how your 2014 LIBOR dues bill is determined, the Board has prepared an extensive list of frequently asked questions and answers that will help you better understand your bill. Visit LIRealtor.com for the list of 2014 LIBOR Dues Questions & Answers.

We're More Than REALTORS®...REALTOR® Roundup

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

REALTOR® Volunteer Build Day with Habitat for Humanity

For REALTORS®, providing home ownership opportunities comes naturally, but finding affordable homeownership opportunities can be challenging. Over the past eight years the Long Island Board of REALTORS® has sponsored the building of Habitat for Humanity homes across Long Island, for deserving families. The latest home to be built will be in Mastic Beach, for a veteran and her daughter. In honor of World Habitat Day (October 13th) LIBOR will be hosting a Volunteer Build Day on this home, on October 17th 9:30am – 3:30pm. If you are interested in volunteering for the day or would like more information please email pr@mlsli.com.



RAH, RAH, RAH!

The 6th Annual Realtors® Against Hunger Food Drive will run from September – December. East End community programs that will benefit from our REALTORS® Against Hunger (RAH) collection are: Cutchogue Methodist Church, CAST of Greenport, Maureen's Haven, the Peconic Community Council, the North Fork Parish Outreach Center, Springs Community Church, the Human Resources Center in Southampton, the Food Pantries of East Hampton, Sag Harbor, Bridgehampton, Hampton Bays and Westhampton and Montauk. We are currently soliciting offices in all three counties to volunteer to serve as food collection sites. Be sure to sign your office up today and help LIBOR fight the crusade against hunger! Visit www.lirealtorsagainsthunger.com.

Long Island REALTOR® Veteran Scholarship Program

The Long Island REALTORS® Veteran Scholarship program provides financial assistance to those Veterans approved to attend the required NY 75-hour Salesperson qualifying course (a \$295 value) at one of the REALTOR® Service Centers conveniently located in West Babylon, Riverhead, Woodbury, and Jackson Heights.

Long Island REALTORS® are proud to honor our local heroes, giving them the opportunities offered through this program, in starting a career in real estate. For more information about the Veteran Scholarship Program and to download a form visit: www.lirealtor.com/education/veteran-scholarship-program.aspx.

These sponsorships and programs are made possible, through the Long Island Board of REALTORS® "We're More Than REALTORS®..." initiative, which supports numerous programs and charitable community organizations.

Upcoming Meetings

The Hamptons Chapter is having an election dinner on Thursday, October 3rd at 6:00pm at Villa Tuscano in Hampton Bays. Special guest: Dawn Doherty, Business Coach of Dawn Inc. Open bar will be from 6:00pm to 7:00pm, dinner from 7:00pm to 9:00pm. The cost is \$40.00 pre-paid/ \$45.00 at the door. For more information please contact Anne Marie Francavilla at 631-723-2721. Visit Our Website: <http://hamptons.lirealtor.com/>.

Visit our NEW Chapter East End Websites at LIRealtor.com



There's No Time Like the Present for REALTOR® Safety September is REALTOR® Safety Month



Knowledge. Awareness. Empowerment. These are the core components of REALTOR®

Safety. And helping our members understand the risks they face can mean the difference between life and death.

To help remind us to know the dangers we face every day, to be aware of our surroundings, and empower ourselves with precautions and preparations so that we can avoid risky situations, and as part of the National Association of REALTORS® (NAR) ongoing efforts to keep our members safe, they dedicate September to kick off safety efforts.

Visit www.REALTOR.org/Safety for all tools and resources that will help keep you personally and professionally safe.

Register NOW for...

MLSLI's 12th ANNUAL TECH FAIR

Wednesday, October 16, 2013

MLSTechFair.com

Meet the Technology Experts & Learn From Industry Leaders

**Present this coupon to the MLS Products & Services Booth
at the TECH FAIR to receive your FREE Gift!**

DATE	CLASS	INSTRUCTOR	TIME	CE CREDITS	ETHICS & FAIR HOUSING
RIVERHEAD					
SEP 26	Environmental Construction Concerns in Residential RE	Joe Caggiano	9:00 - 5:30	7.5	
SEP 27	New Agent Orientation	Don Scanlon	9:00 - 5:00	6	E
SEP 30	Disclosure Insulation From Litigation —				
	Safeguards & Precautions	Hank Cardello	9:00 - 5:30	7.5	E
OCT 1	Stratus Demo — FREE	Laureen Zarba	10:00 - 1:00	3	
OCT 7	Our Business Is Changing...Are You Up To Date?	Don Scanlon	9:00 - 5:30	7.5	EF
OCT 8	Get Ready for All New MLS Stratus	Laureen Zarba	9:00 - 5:30	7.5	
OCT 15	Single Family Investment Properties: Buying, Managing & Selling	Joe Caggiano	9:00 - 5:30	7.5	EF
OCT 17	Why Should I List My House With You?	Laureen Zarba	9:00 - 5:30	7.5	
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	
WEST BABYLON					
SEP 19	Risk Management Solutions! What Every Realtor Should Know	Nick Gigante	9:00 - 5:30	7.5	EF
SEP 24	Buying, Listing and Selling Foreclosures	Linda D'Amico	9:00 - 5:30	7.5	EF
SEP 28	Commercial RE: All About Leases	Ed Smith	9:00 - 5:30	7.5	
SEP 28	New Agent Orientation	Nick Gigante	9:00 - 5:00	6	E
OCT 1	Listing Power: If You Have Them...They Will Come!	Hank Cardello	9:00 - 5:30	7.5	EF
OCT 3	Stratus Maps & CMA	Laureen Zarba	9:00 - 5:30	7.5	
OCT 4	Risk Management Solutions! What Every Realtor Should Know	Nick Gigante	9:00 - 5:30	7.5	EF
OCT 7	Take Your Desk on the Road	Laureen Zarba	9:00 - 5:30	7.5	
OCT 7-11, 15-18, 21, 22	75 Hr. Sales Qualifying — 10 DAY		9:00 - 5:30	22.5	
OCT 11	Stratus DEMO- Free	Laureen Zarba	9:30 - 12:30	3	
OCT 12	Intro to Commercial Real Estate: Concepts & Terms	Ed Smith	9:00 - 5:30	7.5	
OCT 12	NAO	Marilyn Urso	9:00 - 5:00	6	E
OCT 15	Get Ready for All New MLS Stratus	Laureen Zarba	9:00 - 5:30	7.5	
OCT 18	Stratus DEMO- Free	Laureen Zarba	9:30 - 12:30	3	
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

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