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LIBOR  
Education  
Conference  
& Trade Show  
...see page 8  
for details



APRIL 2014

# THE REALTOR®

The Voice For Real Estate™ • OFFICIAL PUBLICATION OF THE LONG ISLAND BOARD OF REALTORS®, INC. • [www.LIRealtor.com](http://www.LIRealtor.com)

## REALTORS® Lobbying Efforts Pay Off! Flood Insurance Victory & Probable Mortgage Debt Relief Coming Your RPAC Investments at Work

By **Randy L. Kaplan**  
*Director of Government Affairs and  
Senior Lobbyist*

### President Obama Signs Flood Bill into Law.

On March 21, 2014, President Obama signed the "Homeowner's Flood Insurance Affordability Act" into law. This law repeals FEMA's authority to increase premium rates at time of sale or new flood map, and refunds the excessive premium to those who bought a property before FEMA warned them of the rate increase.

The bill limits premium increases to 18% annually on newer properties and 25% for some older ones. Additionally, the bill adds a small assessment on policies until everyone is paying full cost for flood insurance.

Thank you all for responding to the many Calls-for-Action on this issue and your very generous support of the REALTORS® Political Action Committee (RPAC).

### Outlook for Mortgage Debt Relief Renewal Looking Positive

Homeowners seeking mortgage debt forgiveness have something to look forward to as Senator Ron Wyden (D-Oregon), the new Chairman of the Senate Finance Committee expects to take up a so-called "extenders" package sometime this spring.

First enacted in 2007 the law carved out a special exception to the general rule that when you are relieved of a debt burden by a creditor, the amount forgiven is treated as

income subject to taxation at ordinary rates.

For qualified homeowners whose mortgage debt was reduced or written off by lenders in connection with loan modifications and short sales, the relief act said the forgiven amounts would not be taxable. However, the carve-out for mortgages was temporary. Congress was required to extend

it periodically — which it failed to do last Dec. 31st.

Without reauthorization retroactive to Jan. 1, these tax benefits could disappear and not be available for transactions this year.

The outlook for renewal of mortgage forgiveness debt relief looks more promising now than it has in recent months.

This will potentially save a large numbers of homeowners (close to 100,000 taxpayers in 2011 benefited) the latest year for which IRS estimates are available — from hefty tax bills.

We will keep you posted on any developments and how you as REALTORS® can help us get this critical legislation passed.



**OPEN HOUSE WEEKEND**  
REALTORS® April 5th – 6th, 2014

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

Purchasing a home is one of the most important decisions in a person's life and deciding on a particular house comes with many options. Potential home buyers rely on open houses to help them find the home of their dreams. During the 5th Annual REALTOR® LI & Queens Open House Weekend held on April 5th and 6th, buyers had a greater chance of

doing just that.

Spring is typically a busy season when it comes to home buying especially after the extreme weather conditions that this winter brought. To kick-off the season, the Open House Weekend was organized by the Long Island Board of Realtors® in an effort to unite REALTORS® as they hosted thousands of open houses, while engaging consumers on the benefits of homeownership and bringing buyers and sellers together.

The weekend offered buyers a stress-free way to visit homes for sale in different neighborhoods where they might

### 5th Annual REALTOR® LI & Queens Open House Weekend

### Open Houses Open Doors to Buying Opportunities!

want to live. For sellers, the weekend provides a high-visibility effort to promote traffic and drive home sales.

The Open House Weekend was marketed to the public online by way of social media and banner ads, in print, and on radio. The Promotion Works! If you missed out on participating in the spring Open House Weekend, for the first time ever, LIBOR will be hosting an additional Open House Weekend this fall. Stay tuned for details on [LIRealtor.com](http://LIRealtor.com).

LIBOR looks forward to supporting all of their members and is proud to contribute to your success by creating events that promote homeownership.



## DID YOU KNOW...

The Long Island REALTORS® Federal Credit Union has been helping REALTORS® and their families since 1972

Join TODAY • 631-661-4800 x 371 • [www.LIRFCU.com](http://www.LIRFCU.com)

**THE REALTOR®**  
www.LIRealtor.com

**IN THE NEWS**

**REALTORS® LOBBYING EFFORTS PAY OFF!**

Flood insurance victory and probable mortgage debt relief coming, your RPAC investments at work. . . . **P1**

**LIBOR'S 5TH ANNUAL REALTOR® OPEN HOUSE WEEKEND — Open Houses Open Doors to Buying Opportunities!**

REALTORS® across LI and Queens were out in full force on April 5th and 6th to celebrate LIBOR'S 5th Annual REALTOR® Open House Weekend. . . . **P1**

**WE'RE MORE THAN REALTORS®**

The LIBOR Public Relations Campaign is in full bloom. Read all about the different programs and how you can nominate yourself for REALTOR® community recognition awards, today. . . . **P5**

**LIBOR'S 26TH ANNUAL EDUCATION CONFERENCE & TRADE SHOW — We're on the Move!**

Be sure to register for LIBOR'S Education Conference and Trade Show on Thursday, June 5th - with keynote speaker Mike Staver, and great break-out sessions!. . . . **P8**

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# Is it Spring Yet?

By *Tricia Chirco, Marketing and Communication Director*

Housing data for our area indicates that historically contracted sales activity in the winter months on Long Island are typically lower than the other three seasons. The cold and snow that winter brings to those living in the Northeast can put a damper on the house hunting experience for some, especially for those would-be buyers that are not highly motivated to make their home purchase during that time of year. The same holds true for sellers who were waiting for the winter to end so they could see their grass, and list their home during a more traditional time of year, spring. This would explain why available inventory is also usually at a low point during winter months on Long Island.

It wasn't your imagination if you thought we got more snow than usual, we did. In Smithtown for example, weather reports indicated a total of 64 inches of snow this winter, compared to the average snow fall of 36 inches. So it was almost double what it usually is. The extreme weather on Long Island naturally affected pending sales activity, and significantly I might add. In January, pending sales were off by 11.7% according to the Multiple Listing Service of Long Island, Inc.

(MLSLI), and in February, they were off by 17.2%.

These lackluster figures recently released by MLSLI for February come on the heels of reports that 2013 Long Island real estate sales activity, which includes all of Nassau, Suffolk, and Queens, was one of the best ever, with over 35,000 contracted sales compared to approximately 29,000 in total for 2012. Joseph E. Mottola, MLSLI CEO said, "The weather induced lag in the early months of the year, will result in a 'catch up' flurry with great rates continuing and more inventory becoming available. Now thru August are the heaviest sales months, as many seek to move over the summer months."

Despite the weather, home prices on the other hand remained relatively stable this winter. Long Island closed median home price showed year over year gains in both January and February. In January 2014 the closed median for Long Island was \$365,000 and in February 2014 it was \$350,000. Expect March housing figures



to be released by MLSLI in mid-April.

Coming off of a record year for sales, sellers who were concerned about their house values and desirability are now well aware the market has changed. As buyers, you can expect to see the "Gen X" group in the 34 to 48 year old range to seek to move up as their family needs have changed. 72% are married and most have children under 18 living at home. They may have delayed the move for awhile but their time is finally here.

Keep in mind that real estate goes through cycles. We can expect that when the weather warms up the market will return to where it normally is in the spring-time, but this year, that might just be delayed a bit.



## LIBOR's 3rd Annual 20 Under 40 Rising Stars in Real Estate Now Accepting Applications

LIBOR's Young Professional Network (YPN) is pleased to announce the 3rd Annual 20 Under 40 Rising Stars in Real Estate Awards. 20 Long Island and Queens real estate professionals 40 years of age or younger will be chosen for their excellence in the areas of sales, leadership and community involvement and have demonstrated ingenuity, creativity, and leadership in their careers. Is this you? Is this a colleague of yours? If yes, visit <http://ypn.lirealtor.com/20-rising-stars-under-40/> to nominate yourself today!

YPN is an organization that helps young real estate professionals excel in their careers by giving them the tools and encouragement to become successful in their career. Candidates for this award represent what the selection committee considers an overall well-rounded Realtor®. Any Realtor® member of the Long Island Board of Realtors® who is 40 years old or younger on February 29, 2014 is eligible. Several factors are considered when selecting finalists, business success being just one. Community and professional leadership are also important factors.

The YPN selection committee wants to ensure they have a diverse group of finalists in terms of business niches, gender, ethnic background, and geographic location. Finally, the committee will look for compelling stories — such as interesting business strategies or obstacles overcome. Applications must be submitted by May 1, 2014. Please note past recipients are not elig-

ible for this award.

"YPN's Top 20 Under 40 Rising Stars award is an amazing platform to recognize the up and coming generation in the real estate business. There are no awards out there that can compete. Looking at several factors such as production, community involvement, and overcoming adversity, it really is a diverse group. I encourage anyone that is under 40 to apply. Being honored as one of the Top 20 differentiates you amongst your peers and is a great way to promote your commitment to success in this business." said LI YPN's President Melissa Gomez.

Honorees will be awarded at the Top 20 Awards ceremony that will take place on Wednesday, June 25th from 7:00pm — 11:00pm at the Fox Hollow in Woodbury. All applicants will be notified of their status, if they will not be in attendance at the event. Announcements will also appear in LIBOR's summer publication of the REALTOR® paper. Any questions or comments please contact Melissa Gomez, LI YPN President at 718-464-5800 ext 126 or [melissagomez-era@gmail.com](mailto:melissagomez-era@gmail.com).

For more information on LIBOR's YPN and for how to get involved please visit <http://ypn.lirealtor.com>.



LIBOR Past President Moses Seuram, YPN President Elect Mark Donnelly and YPN President Melissa Gomez.



YPN Rising Stars Class of 2012



YPN Rising Stars Class of 2013

# THE REALTOR®

Official Publication Of The  
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LIBOR's governing documents, conflict of interest policy and financial statements (including IRS Form 990) are available for inspection during regular business hours upon request by appointment.

## PRESIDENT'S MESSAGE

By Bettie Meinel, LIBOR President



### LIBOR's Education Opportunities

Hopefully the snow is finished and we can get back to business FULL time. It could be that our lack of inventory is the result of our tough first two months of the year and of course the coming months will definitely tell the story. How is it possible to go so quickly from one challenging market to another? This is a clear indication that times-are-a-changing in our business faster than ever.

Another question — What did you do education wise during these first two months of the year to better prepare for the upcoming market no matter what it is going to be? And did you get your business plan together to help stay on track for the year?

LIBOR has an amazing array of topics for you to choose from so that you can stay focused, informed, motivated, and ready to handle any situation. Are you ready to finally get around to getting your GRI (Graduate Real Estate Institute) Designation, or the CRS (Certified Residential Specialist) Designation or possibly the CIPS Designation? Well it couldn't be any easier as these courses are being offered locally again this year. Agents rave about the trainers for these sessions!

I want you to be aware of another opportunity you have to complete these courses. The NYS Real Estate Education Foundation awards scholarships twice a year to applicants that have been in the business for at least one year and have had some transactions. Anybody can apply, visit nysar.com for more information.

Do you realize that the LIBOR Education Conference is two months away? Thursday, June 5, 2014 is the date. The Education Committee and staff have already signed up great presenters and will be finalizing their program over the next couple of weeks. Mark your Calendar.

LIBOR's Open House Weekend was Saturday and Sunday April 5th and 6th. With over 400 offices participating, it was a successful and exciting weekend for all of us. If you missed out on this Open House Weekend, we will be having another Open House Weekend this fall, watch for details on LIRealtor.com. Your Public Relations Committee and staff continue to do an amazing job for our membership.

Happy spring and a thankfully you are gone farewell to winter!

*Bettie M. Meinel*

## LIBOR Attends CAREA Annual Banquet

LIBOR leadership attended the Chinese American Real Estate Association's (CAREA) 21st Annual Banquet on Friday, March 21st at Queens Crossing – Mudan Banquet Hall in Flushing. LIBOR participates in this event annually, it is an honor to have a presence there and support CAREA in its mission to pro-

mote the social and economic well-being of associates and to further the professional image of Chinese-Americans who are engaged in the field of real estate. Leadership was also on hand to support LIBOR Queens Vice President David Legaz who was inaugurated as 2014-2015 Secretary of CAREA.



## New NAR Advertising Campaign Theme – “Market Momentum”

The Market Momentum campaign focuses on current real estate market conditions and implications for buyers and sellers. Previous NAR consumer advertising campaign themes included: Dreams, Home Ownership Matters, and What Matters Most.

The newest TV ads, “Make Your Move” and “Make Your Move — Extended Pool,” encourage consumers to stop waiting, start considering, and make

a move by calling a Realtor and visiting realtor.com.

In addition to the TV ads, six new digital ads seek to reassure hesitant consumers about favorable market conditions. The digital ads will run in unison with the TV ads and will appear online during high profile programming. Realtors® can view and/or download the new commercials by visiting realtor.org.



We are pleased to provide ongoing support about the growing international buying market. Look for this new section in future issues as we get ready to launch a formal global initiative in 2014.

## Increase Your Income Up to 25%

According to the latest study by the Journal of the Center for Real Estate Studies, the level of education obtained directly correlates to one's lifetime earning power. Likewise, earning professional designations and/or certifications also influence income potential as does experience.

The National Association of Realtors® conducted a member survey that looked at the relationship between post-secondary education and NAR certifications and designations. Here is a brief synopsis of the findings:

- 1) Those holding an Associate's degree earn about 6% more than those without any college degree
- 2) Incomes for Bachelor's degree recipients are about 12% more
- 3) Graduate's degree respondents have incomes about 23% more than those without a higher degree
- 4) Along with formal higher education, respondents who earned at least one pro-

fessional designation see their income rise by up to 25%

According to NAR, “CIPS Designees earn more than twice as much as REALTORS® without the designation.”

See what earning the prestigious Certified International Property Specialist Designation can do for you, view the course calendar at realtor.org/global and start increasing your income potential this year.

Remember – NAR has many online global resources including international cultural guides, free language translation of listings and more. Be sure to sign up for The Global View Blog at theglobalview.blogs.realtor.org to stay in the know about news around the world.

Sources: Journal of the Center for Real Estate Studies; realtor.org.

For more information, email [lstellato@lirealtor.com](mailto:lstellato@lirealtor.com)

## FROM WHERE I SIT

By Joseph E. Mottola, Chief Executive Officer



There are significant differences in the buying and selling profiles in different age groups. An awareness of these can be most helpful in understanding the needs of your clients and customers. NAR released a study which detailed the key motivating and value factors of each group and is worthwhile reading. Here is a brief summary.

Gen Y...Ages 33 and younger are the largest share of buyers at 31% and smallest share of sellers at 12%. Three quarters are first time buyers and 19% live in urban areas. Neighborhood influencers? Quality of area, convenience to job and commuting costs. Your biggest value to them is "helping them understand the process."

Gen X...Ages 34 to 48 are the largest share of sellers at 29% and the second largest group of buyers. They are the highest income group and contain the largest share of married couples at 72%. Most have children under 18 living at home (67%). Their concerns are neighborhood, job convenience and quality and convenience of schools.

Younger Boomers...Ages 49 to 58 comprise 21% of recent sellers and 16% of buyers. Interestingly, one third are single females or males and 22% purchased a multi-generational home. Most common reasons for this is to deal with children over 18 moving back into the home at

38%, cost savings (18%) and health/caretaking of aging parents (15%). A quarter of them own more than one home including investment properties and vacation homes. Sellers did so because of job relocation or downsizing as well as finding their neighborhood less desirable.

Older Boomers...Ages 59 to 67 consist of 22% of the sellers and 14% of the buyers. Biggest reasons to purchase were to avoid renovations and assorted household problems. They want to be near friends, family and shopping and are concerned about affordability.

Sellers also want to be closer to friends and family and find their home too large as they approach retirement.

Finally what's called the Silent Generation...Ages 68 to 88 which comprise 16% of sellers and 9% of buyers. They too, purchased a multi-generational home for reasons similar to Younger Boomers...older children and aging parents living with them. They seek convenience to family, friends and shopping at an affordable price. But they also value neighborhood design and proximity to health facilities. Most common selling reasons are downsizing, retirement and the desire to be closer to friends and family.

You can find more information on this NAR study by going to LIREaltor.com under the Research tab.

"helping them understand the process."

## REALTOR® Linda Bonarelli-Lugo Receives Legislative Advocacy Award



The Long Island Board of REALTORS® is proud to announce that Linda Bonarelli-Lugo, of Realty Executives North Shore in Huntington, has been named the recipient of the Legislative Advocacy Award. Linda was presented this award for her tireless commitment and dedication to protecting the real estate industry from onerous legislation at the local, state and federal levels.

The LIBOR Legislative Advocacy Award was created in memory of longtime REALTOR® Lou Gutin, who passed away in 2011. This award honors his ongoing dedication to the legislative efforts of LIBOR and his belief in protecting the real estate industry from arduous rules and regulations and especially safeguarding justly earned commissions.

Linda has been an integral part of REALTOR® legislative successes, including the preservation of the MID transfer tax opposition victories and the 2 percent property tax cap. These efforts make Linda an exceptional choice for this award.

## WELCOME NEW MEMBERS AND PARTICIPANTS

Jeff R. Blech  
Newfoundland & Homes Realty

Glenn F. Drake  
Drake Realty of Greater Atlanta

Krystiana L. Gembressi  
Krystiana L. Gembressi, REALTOR

Edward J. Hennessey  
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Jechul Lee  
NYC Modern Realty Inc.

Dimitra Tzortzatos  
Dimitra Tzortzatos, REALTOR

## EXECUTIVE PLANNER

### APRIL 2014

**4/8 — Tuesday**  
**CENTRAL NASSAU CHAPTER BOARD MEMBERSHIP MEETING**  
9:00AM — Garden City Country Club, 206 Stewart Avenue, Garden City, NY. 3rd Annual Top Producer Panel — Strategies, Challenges & Solutions for 2014. For more details and to register, visit: <http://centralnassau.lirealtor.com/newsevents/events-page/>

**4/9 — Wednesday**  
**NASSAU NORTH SHORE CHAPTER NETWORKING & EDUCATION BREAKFAST**  
8:30AM — The Muttontown Club, 5933 Northern Blvd., East Norwich, NY. Fulfill Your 2014 Ethics Requirement in Luxury — Instructor: Don Scanlon. For more details and to register, visit: <http://nassauorthshore.lirealtor.com/news-events/events-page/>

**4/10 — Thursday**  
**WOMEN'S COUNCIL OF REALTORS, SUFFOLK NORTH SHORE CHAPTER AND CENTRAL SUFFOLK CHAPTER BREAKFAST MEETING**  
9:30AM — Islandia Marriott, 3635 Express Dr. N, Islandia, NY. Never Lose Another Commission! Learn How to get a Buyer Brokerage Contract Signed Every Time! Guest Speaker: Adorna Carroll. For more details and to register, visit: <http://www.lirealtor.com/chaptersanddivisions/ChapterMeetings.aspx>

**4/23 — Wednesday**  
**MLS LI BOARD OF DIRECTORS**  
9:15AM — LIBOR West Babylon. For more details email: [admissupport@mlsli.com](mailto:admissupport@mlsli.com)

**4/23 — Wednesday**  
**YOUNG PROFESSIONALS NETWORK MEETING**  
6:30PM — Huntington Hilton, 598 Broadhollow Road, Melville, NY 11747. Increasing Your Business with Buyer Brokerage. Guest Speaker: Roseann Farrow. For more details and to register, visit: <http://ypn.lirealtor.com/newsevents/events-page/>

**4/30 — Wednesday**  
**NORTH FORK CHAPTER BREAKFAST MEETING**  
8:30AM — Six Three One, 62375 Main Road, Southold NY 11971. Buried Oil Tanks — the Good, the Bad and the Resolution. For more details and to register, visit: <http://northfork.lirealtor.com/>

[newsevents/events-page/](http://newsevents/events-page/)

**4/30 — Wednesday**  
**NASSAU SOUTH SHORE CHAPTER GENERAL MEMBERSHIP & BREAKFAST MEETING**  
9:00AM — Merrick Park Golf Course Building, 2550 Clubhouse Road, Merrick, NY 11566. Express to Impress — Sell Your Best Product: YOURSELF. Guest Speaker: Robyn Hatcher. For more details and to register, visit: <http://nassausouthshore.lirealtor.com/newsevents/events-page/>

### MAY 2014

**5/7 — Wednesday**  
**MLS LI EXECUTIVE COMMITTEE**  
9:00AM — LIBOR West Babylon. For more details email: [admissupport@mlsli.com](mailto:admissupport@mlsli.com)

**5/8 — Thursday**  
**LIBOR EXECUTIVE COMMITTEE**  
9:00AM — LIBOR West Babylon. For more details email: [admissupport@mlsli.com](mailto:admissupport@mlsli.com)

**MAY 12-17**  
**NAR MID-YEAR LEGISLATIVE MEETINGS — WASHINGTON, DC**

**MAY 14-15**  
**NAR MID-YEAR TRADE EXPO — WASHINGTON, DC**

**5/21 — Wednesday**  
**LIBOR BOARD OF DIRECTORS**  
9:30AM — LIBOR West Babylon. For more details email: [admissupport@mlsli.com](mailto:admissupport@mlsli.com)

### JUNE 2014

**6/4 — Wednesday**  
**MLS LI EXECUTIVE COMMITTEE**  
9:00AM — LIBOR West Babylon. For details email [admissupport@mlsli.com](mailto:admissupport@mlsli.com).

**6/5 — Thursday**  
**26TH ANNUAL LIBOR EDUCATION CONFERENCE & TRADE SHOW**  
8:15AM — Crest Hollow Country Club, Woodbury. See ad on page 8 and visit [LIBOREDCONFERENCE.com](http://LIBOREDCONFERENCE.com)

**6/18 — Wednesday**  
**MLS LI BOARD OF DIRECTORS**  
9:30AM — LIBOR West Babylon. For details email [admissupport@mlsli.com](mailto:admissupport@mlsli.com).

**6/19 — Thursday**  
**LIBOR EXECUTIVE COMMITTEE**  
9:30AM — LIBOR West Babylon. For details email [admissupport@mlsli.com](mailto:admissupport@mlsli.com).

**MEETINGS & EVENTS:** For all Special Events & Chapter information, call Jaclyn Indrigo, LIBOR CHAPTER/DIVISION LIAISON @ 631-661-4800 ext. 361. All Chapter Meetings & Events are posted online on each chapter website. Go to <http://www.lirealtor.com/chaptersanddivisions/default.aspx>.

Chapter & Division meetings & events information may be found on STRATUS — click on MLS/LIBOR EVENTS CALENDAR and/or on the INFO CENTER PAGE under NEWS. Chapter & Division meetings & events information may also be found on [www.lirealtor.com](http://www.lirealtor.com) under UPCOMING EVENTS.

MEMBERS & NON-MEMBERS MAY REGISTER & PREPAY ON-LINE for Chapter/Division meetings & events! Go to: <http://www.mlsli.com/chapterreg/meetings.asp> (VISA, MASTERCARD, AMEX & DISCOVER accepted).

NOTE: Online registration CLOSED at 4:00pm on the day before event.

## Fair Housing Month April Is Fair Housing Month

April 2014 marks the 46th anniversary of the 1968 landmark Fair Housing Act. Each year REALTORS® recognize the significance of this event and reconfirm our commitment to upholding fair housing law as well as our commitment to offering equal professional service to all in their search for real property.



## CHAPTER & DIVISION EVENT COVERAGE

By Christina DeFalco-Romano  
Public Relations & Communication  
Programs Manager

The **CENTRAL NASSAU CHAPTER** is having a Board Membership Meeting on Tuesday, April 8th at 9:00am at the Garden City Country Club in Garden City. Topic: 3rd Annual Top Producer Panel, discussing Strategies, Challenges & Solutions for 2014. Full breakfast buffet will be served. The cost is \$33.00 online registration, \$38.00 at the door. For questions please contact Monica Altmann at 516-578-6861 or Barbara Gunn at 516-353-5677. For more details and to register, visit: <http://centralnassau.lirealtor.com/newsevents/events-page/>.

The **NASSAU NORTH SHORE CHAPTER** is having a Networking and Education Breakfast on Wednesday, April 9th at 8:30am at The Muttontown Club in East Norwich. Topic: Fulfill Your 2014 Ethics Requirement in Luxury, with Instructor Don Scanlon. The cost is \$15.00, online registration only. For questions please contact Maxine Hollander at 516-721-4455. For more details and to register, visit: <http://nassauorthshore.lirealtor.com/newsevents/events-page/>.

The **WOMEN'S COUNCIL OF REALTORS, SUFFOLK NORTH SHORE CHAPTER** and **CENTRAL SUFFOLK CHAPTER** are having a Chapters Networking and Education Breakfast Program on Thursday, April 10th at 9:30am at the Islandia Marriott in Islandia. Details: Never lose another commission! Learn how to get a buyer brokerage contract signed every time. With special guest Adoma Carroll, SA, ABR/M, SRS, CRB, GRI, SRES, SFR, PMN, ePRO. Adoma is an Owner/Partner of Dynamic Directions — an educational and sales training consulting firm that collaborates with real estate associations and firms internationally to provide quality instruction. She is considered one of the most effective facilitators of Leadership Training, Bylaw Revision Facilitation and Strategic Planning for MLS® Companies and real estate associations in the US and Canada. She is a nationally recognized expert in Buyer Agency, Seller Agency and Agency Relationships; was honored as Connecticut's Educator of the Year, named to the Real Estate Buyer's Agent Council (REBAC) Hall of Fame and is the 79th recipient of the National Association of Realtors® Distinguished Service Award. Registration and networking begins at 9:30am, breakfast meeting begins at 10:00am. The cost is \$30.00 members pre-paid; \$35.00 non-members pre-paid, \$35.00 members at-the-door, \$40.00 non members at-the-door. For questions please contact Donna Wolfe at 516-523-4820 or via email at [dwolfes3@aol.com](mailto:dwolfes3@aol.com). For more details and to register, visit: <http://www.lirealtor.com/chaptersanddivisions/ChapterMeetings.aspx>.

The **YOUNG PROFESSIONALS NETWORK** is having a Networking Meeting on Wednesday, April 23rd at 6:30pm at the Huntington Hilton in Melville. Topic: Increasing Your Business with Buyer Brokerage with special guest speaker Roseann Farrow. The cost is for members, \$20.00 for non-members. For questions please contact Melissa Gomez at 718-464-5800 ext 126. For more details and to register, visit: <http://ypn.lirealtor.com/newsevents/events-page/>.

The **NORTH FORK CHAPTER** is having a Breakfast Meeting on Wednesday, April 30th at 8:30am at Six Three One in Southold. Topic: Buried Oil Tanks — the Good, the Bad and the Resolution, with panel discussion. The cost is \$10.00 per person. For questions please contact Mary Ellen Ellwood at [mellwood@albertsonrealty.com](mailto:mellwood@albertsonrealty.com). For more details and to register, visit: <http://northfork.lirealtor.com/newsevents/events-page/>.

The **NASSAU SOUTH SHORE CHAPTER** is having a General Membership and Breakfast Meeting on Wednesday, April 30th at 9:00am Merrick Park Golf Course Building in Merrick. Topic: Express to Impress — Sell Your Best Product: YOURSELF, presented by Robyn Hatcher. The cost is free to the first 50 South Shore members; free to new members and \$10.00 to all others. There is limited seating, if you can't make it, please cancel and allow space for another Realtor®. For questions please contact Lydia Green at 516-410-3000. For more details and to register, visit: <http://nassausouthshore.lirealtor.com/newsevents/events-page/>.

The Central Suffolk Chapter held a networking and education breakfast on March 27, 2014 at the Mill Pond Golf Course in Medford. Don Scanlon, past president of LIBOR and MLSLI and LIBOR instructor spoke to the crowd about the Benefits of Buyer Agency. Pictured with Scanlon (center) are the CSC Officers and Directors.



## LIBOR's Chapters and Divisions Helping Your Communities

As a member of The Long Island Board of REALTORS®, Inc. (LIBOR) you are automatically assigned to a Chapter that covers your market area. Divisions are formed for real estate professionals working in specialized areas. Within LIBOR's structure, each Chapter and Division has Officers and Directors. These fellow Realtors® work diligently to schedule meetings in and around your office location, for the purpose of disseminating pertinent information relative to the real estate industry and to conduct business. Both provide a great opportunity to network and meet other Realtors® in your market area.

In addition to promoting productive cooperation among REALTOR® members and increasing professional proficiency through educational and informational meetings, your Chapters and Divisions are committed to working as an arm of the Board for the betterment of your communities and livelihood. Each year Chapters and Divisions choose charities that are close to their hearts to champion for and raise funds and awareness amongst the community. Over the years thousands of dollars have been raised through these efforts, helping many in need, throughout the process. Here are just a few of your Chapters/Divisions and the local charities they supported in the past year:

**North Fork Chapter** — Habitat for Humanity. HFHS works in partnership with thousands of Suffolk County volunteers and responsible, low income families of all races, religions, and creeds to "...build and renovate homes so that there are decent houses in decent communities in which people can live and grow into all that God intended."

**Suffolk North Shore** — Long Island Blood Services, who provide the highest quality blood and stem cell products and related medical and consultative services to hospitals and patients primarily in the Long Island area.

**Suffolk South Shore Chapter** — The Morgan Center. TMC is dedicated to providing preschool age children with cancer the opportunity to learn and socialize in a safe environment.

**Central Nassau Chapter** — Garden City Kiwanis Club, Adopt-A-Family program. This program matches impoverished families with individual or group sponsors to provide for their tangible needs at Christmas.

**Nassau South Shore Chapter** — Camp A.N.C.H.O.R., a year-round recreation program dedicated to children and adults with special needs who reside in the Town of Hempstead.

**Young Professionals Network** — Toys for Tots whose mission is to collect new, unwrapped toys to be distributed as holiday gifts to less fortunate children in the community.

**Women's Council of REALTORS®** — United Cerebral Palsy Association of Nassau County Inc. UCPN is an independent, not-for-profit health agency serving over 1800 children and adults with cerebral palsy, developmental and other disabilities.

**Northeast Queens Chapter** — Friends of Karen, an organization that provides emotional, financial and advocacy support for children with a life-threatening illness and their families, in order to help keep them strong, functioning and able to cope.

**Huntington Township Chapter** — Long Island Cares — The Harry Chapin Food Bank whose mission is to bring together all available resources for the benefit of the hungry on Long Island.

## Cocktails & Conversation WCR's March Networking Event

The LI Chapter of the Women's Council of REALTORS® held a networking event on Tuesday, March 18, 2014 at Ciao Baby in Commack. WCR members, guests, business affiliates and REALTORS® from around Long Island were treated to an enjoyable evening of cocktails, conversations and networking galore



Photos compliments of Howard Fritz of One Fine Day Photography.

# LIBOR NEWS



**COMING SOON...**

## New Affiliate Membership Program



### Where Your Referrals Can Make You \$\$\$

The Long Island Board of Realtors®, Inc. (LIBOR) new Affiliate Membership Program will be launching in mid-April and will be accessible online at [lirealtor.com/affiliates](http://lirealtor.com/affiliates). The new program provides Affiliate Members with more benefits than ever before and with the new program - you can earn \$50 American Express® gift cards just for referring your business contacts to join.\*

many opportunities for networking, sponsorships, marketing, advertising and much more to help increase their visibility within our real estate community. It's a win-win business builder for you and them!

Get started with reaching out to your contacts now! Call Lisa Stellato, Business Development Manager, at 631.661.4800 x384 if you have any questions.

\*Terms and conditions apply. Visit [lirealtor.com/affiliates](http://lirealtor.com/affiliates) for full details.

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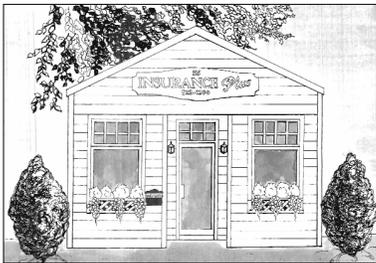
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## We're More Than REALTORS®...

By Christina DeFalco-Romano PR & Communication Programs Manager



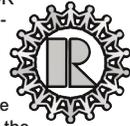
### REALTOR® Roundup...

#### PinkTie.Org



PinkTie.org was created on the premise that Breast Cancer is an all too familiar threat on Long Island, impacting just about everyone in one way or another. The vision was to find creative ways to bring our vast real estate network together, in support of education and research for the fight against breast cancer. LIBOR will be a proud sponsor at the PinkTie.org — Real Estate Professionals Networking for a Cure event on Monday, April 7th from 6pm-11 pm at Carlyle on the Green — Bethpage State Park in Farmingdale. For more information and to register for the event, please visit [pinktie.org](http://pinktie.org).

#### REALTOR® Spirit Award



The REALTOR® Spirit Awards program has been designed to showcase all the good that Realtors® are doing throughout the year. Three REALTORS® will be selected throughout the year, to receive a \$1,000 donation to the charity/organization of their choice. The recipients will be spotlighted in the corresponding issue of "The REALTOR®" paper and a press release will be generated to all local media. This is a perfect way to get exposure, promotion and funds to an upcoming fundraising event for a charity that is near and dear to your heart.

#### Celebrating Earth Day

This year, Long Island and Queens Realtors® will be honoring Earth Day, April 22, 2014, by distributing seed packets to thousands of Boy and Girl Scouts in Nassau, Suffolk, and Queens. The seed packets have been customized to promote the LIBOR 100th Anniversary logo and contain a short message about the "We're More Than Realtors®" Campaign. By joining forces with the Boy and Girl Scouts of America, it enables us to make a positive impression in thousands of households across Long Island when the scouts bring home their packets of seeds to be planted this spring.



#### REALTOR® Magazine's Good Neighbor Awards

REALTOR Magazine needs your help to identify nominees for the 2014 Good Neighbor Awards. The program — celebrating its 15th anniversary—recognizes REALTORS® whose extraordinary commitment to volunteering has helped make their communities better places to live.



Five winners will receive a \$10,000 grant for their community cause, and will be recognized at the 2014 REALTORS® Conference & Expo in New Orleans. In addition to the winners, five honorable mentions will receive \$2,500 grants.

Eligible activities include any volunteer work that helps improve the quality of life in a community. Good Neighbor Award entries must be received by Friday, May 16, 2014. For more details and a nomination form, call 800/874-6500 or visit [www.REALTOR.org/gna](http://www.REALTOR.org/gna).

#### 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](http://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.

**MLS LI INFO LINE**

By Anthony Atkinson, MLS LI President



**Momentum After The Olympics and Winter Blast**

“I believe there’s an inner power that makes winners or losers. And the winners are the ones who really listen to the truth of their hearts.”

*By Sylvester Stallone*

**I’M SENSING MOMENTUM** everywhere, not just with listings and sales, but a lot more buyers inquiring about homes for sale. We’ve seen more traffic to the MLS LI.com website in the first quarter of 2014 compared to the same period in 2013. Our goal is to promote MLS LI.com as the best source for Real Time Data for all local real estate listings and information. The primary focus in 2014 will be to use social media to expand our reach and our audience and increase the traffic to MLS LI.com. We encourage our fellow REALTORS to SHARE with their clients, customers, and communities, the articles, and reports available. Also, Share the information that MLS LI is posting on facebook, twitter, linkedin, and pinterest, just to name a few.

**NEW MLS RULE:** Have you ever sold a property listed by a Broker who is not a member of Long Island MLS? Do you ever have a seller telling you that their neighbor’s house was sold recently and you are not able to find it in MLS? Did you ever want to use these properties as comparable in your CMA or Market Share Report and not be able to find them in MLS? To help you provide your client and customer with accurate and update reports the MLS is making it possible to enter these transaction into STRATUS when a member of our MLS is involved in selling those properties.

**RULE: 501.21** “Properties listed by a non-member may be moved into the MLS closed database providing MLS is notified so the listing office may be changed to Non Member.” Once the property has been closed it may be entered and closed out into the MLS Private database

and then moved into the MLS closed database through the “Convert Private Closing to Public Closed” function in the MLS computer system. It is very important that MLS is notified so you can only be credited for the Selling or Buying Broker side of the transaction. This new rule will ensure that agents will have more comparables to work with and have the opportunity to demonstrate their market share on their closed transactions.

**LOOKING AT THE WINTER OLYMPICS** through the lens of a REALTOR®, there is a clear connection with our own daily life as REALTORS®. Do you rise to the occasion and help sellers and buyers overcome their obstacles of purchase or sale? Or do you complain about the weather, make excuses, or quickly find fault, leaving everyone deflated and defeated? Do you use failures and mistakes as an opportunity to explore lessons learned and continuously improve? MLS LI continues to provide tools such as Online Forms/e-Signatures, Listing Syndication, Report Generator and more to build your business, and improve overall performance. MLS LI products and services are designed to help make you a winner, so I hope you are using them.

**Some observations to consider based on the Olympic moments:**

1. Relish the big moment. When you face a big moment, expressing a confident, can-do attitude helps you perform your very best and encourages your team to do the same.

2. Failures are an opportunity to improve, not make excuses. The best athletes (and REALTORS) don’t make excuses. They analyze their failures to pinpoint what they can or cannot control, and work to improve.

3. You can break through any barrier to achieve your goals. The barriers REALTORS break may not be physical ones, but you can win over clients and customers by breaking through obstructions that hold them back.

Have a great Spring Selling season.



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# 2014

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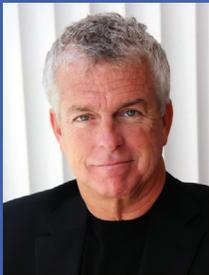


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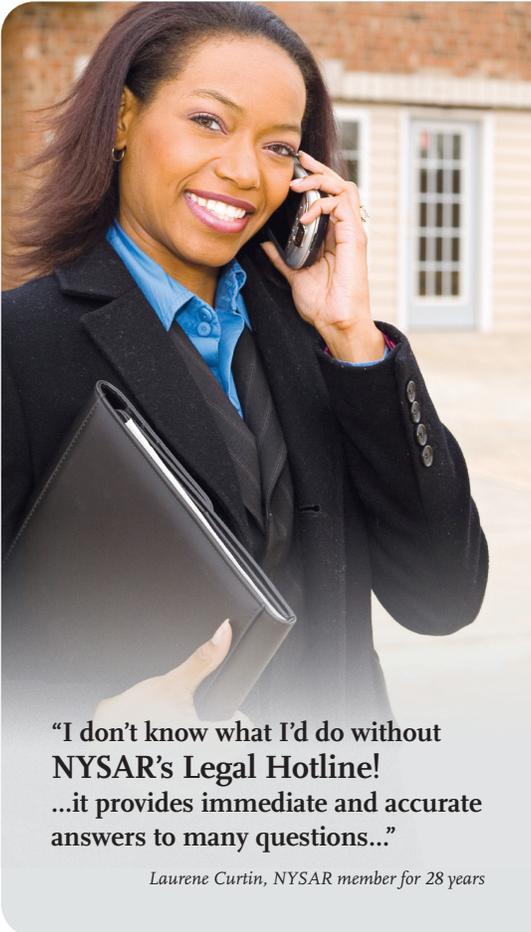
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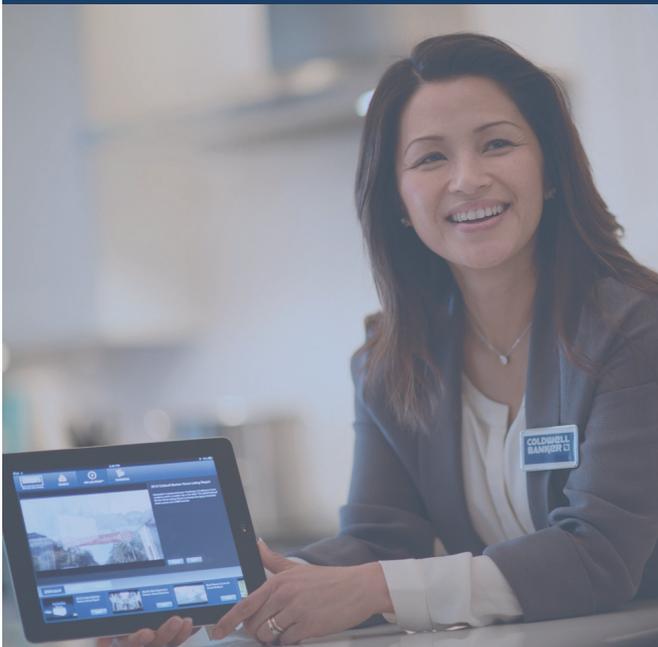
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Visit [www.mlstechs.com/products/rate-plugin](http://www.mlstechs.com/products/rate-plugin) for more info!

\*The annual fee for loan officers is \$435 with \$35 one-time setup fee. This fee allows the loan officer to work with an unlimited number of agents upon the agents approval.

## Build Stronger Relationships with Your Internet Leads

Behavior-based tools can provide you with greater insights into your leads, allowing you to take advantage of more opportunities to convert.

By Melissa Dittmann Tracey

Real estate practitioners often don't treat Internet leads with the same seriousness as referrals from family and friends — but that's a pretty big mistake, says Jimmy Mackin, co-founder of Curaytor.

"You can hit a wall when your model is based on a referral network. You'll only be able to grow your business so much," Mackin says.

Internet leads can definitely expand your business, but you have to know how to cultivate them. They may come in the form of a direct question from a person asking about a property or inquiring about his home's value. You can reach out and give the lead an answer, and then get them to stick with you.

There are two keys to doing that: using technology to make you more responsive and using metrics to gauge leads' online behavior so you can determine how best to engage them, says Chris Smith, co-founder of Curaytor and founder of Tech Savvy Agent. For example, analytics showing how visitors interact with your website or what your open rates are on your e-mail marketing campaigns can reveal the most engaged customers. That information can help you prioritize the leads in your database and tailor your fol-

low-up messages to have greater impact.

### Are You Missing Some Leads?

First, though, you need a capture system for all the leads coming in. A recent study by consulting firm WAV Group and Weichert, REALTORS®, 'Lead Network sought to evaluate the response rate of real estate professionals. Members conducting the study posed as consumers inquiring about listings on broker websites, Zillow, reator.com®, and Trulia in an attempt to evaluate 384 brokers across 11 states. The study found that 48 percent of buyer inquiries never got a response; the average number of callback attempts by agents after the initial contact was 1.5; and the average number of e-mail attempts was 2.07. The average agent response time was 917 minutes, or 15.29 hours.

"This is a solvable problem, if you have the correct systems in place and make the right investments," says Victor Lund, a partner at WAV Group. "This actually [represents] an important opportunity. If brokers and agents take steps to rectify this problem and respond more effectively to consumers, they are opening the door to a great increase in revenue."

Source: Realtormag — March 2014



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## COUNSELOR'S COMMENTS

By Cathy Nolan

Goldson, Nolan & Connolly, P.C.  
General Counsel

### Interesting Helpline Questions

**Q. Help! I was just contacted by a company called Getty Images and they say I infringed on their copyright because I downloaded pictures to my IDX that were already on the MLS. They want \$1800 from me! What do I do?**

A. First, do not individually download any pictures since you do not know where the original broker got them. But this brings up an issue for any agent or broker who has an IDX. To protect yourself, make sure you add the Digital Millennium Copyright Act (DMCA) Notice, which you will find on [www.lirealtor.com](http://www.lirealtor.com) under the Legal Tab in the section entitled Legal/Ethics/DOS. As for your problem, if Getty Images holds the copyright, and you do not have the DCMA Notice and you downloaded the pictures yourself, you have violated that copyright. Therefore Getty can sue you. If that is the case, you can try to settle the claim. Maybe they will take less! Good luck!

**Q. I have a listing that was given to me by a Court Order in a divorce action. The husband and wife both agreed to use me and my firm. The Court Order states the selling price must be dropped by a certain amount every month until the house sells. One spouse wants the price dropped and the other spouse will not sign the price change. The lawyer for the spouse who wants the price changed told me I am bound by the Order, and he will hire another broker if I do not comply, but I am not comfortable reducing the price when one spouse forbids me to do so. On the other hand, I do not want to be found in Contempt of Court. What do I do?**

A. You cannot be found in Contempt of Court unless you are a party over which the Court has jurisdiction! The spouse who refuses to reduce the price is the one in Contempt. The other spouse's attorney must bring a Contempt Action to the Judge against the recalcitrant spouse, not against you! In the meantime, if the parties get another broker, you would still be owed a commission if the house sells pursuant to the terms of the contract you and the parties signed! That lawyer sounds like a bully!

**Q. I sold a property at an Open House to someone who walked in and never held himself out as an agent or broker. Now we are going to contract and he says he is an agent from Upstate and expects to get the selling portion of the commission. Can he do that? Do I have to pay him?**

A. There are several issues here. Did he identify himself as a buyer's broker at the first substantive contact? Did you know

he expected payment when you let him into the Open House? Are you willing to compensate a non-MLS office? If no written agency disclosure was timely made, he has violated License Law regarding the requirement for such disclosures. In addition, your offer of compensation was only made to Participants in the MLS, but Judges are often unenlightened regarding the nature of the MLS and the parties to whom compensation may be due. If he is a Realtor, he would have to take you to Arbitration, where the Panel will understand the issue. If he is a non-Realtor, you may end up in front of a Judge who just does not understand what it means to be a Participant in the MLS. To protect yourself from situations such as this, write in the remarks shown on the public websites that you are only offering compensation to MLSLI Participants. Finally, ask immediately whether the agent is on our MLS and, if he is not, tell him you will not pay him or negotiate a commission right there and then with him. It need not be the same as the compensation you are offering to MLS brokers.

**Q. A buyer fell on the ice when I was showing her a house and now she and the owner say I am responsible! Am I?**

A. Did you push her? Barring an action such as that, you are not liable!

**Q. What difference does it make if I am a buyer's or broker's agent?**

A. A big one! Take a class on agency and then I will give you a pop quiz!

**Q. It seems the agents I know who do rentals are always afraid of getting into trouble because of Fair Housing issues. Can I refuse to do rentals or will that get me into trouble too?**

A. You can refuse to do any sort of work you like. Indentured servitude is now against the law in this country.

**Q. My seller has a hot house. Every time he gets a good offer, a better one comes in. Other agents are telling me I have to give them an opportunity to come up. When I do that, they tell me I am creating a bidding war! What do I do?**

A. You do whatever your seller tells you to do!

**Q. Can I be a broker's agent when my office has the listing? My office only offers to compensate broker's and buyer's agents.**

A. No. You are a seller's agent for all in-house listings. The MLS offer of compensation is to other brokers, not agents in the listing office.

From the Long Island Board of REALTOR® Legal Department

### IMMEDIATE ACTION RECOMMENDED!!

If you own a website, you could be subject to claims of copyright infringement. In order to protect yourself against such claims, you must follow the safe harbor guidelines of the Digital Millennium Copyright Act (DMCA).

Copyright infringement occurs when a person uses the creative work of another, such as a picture or an article, without that person's permission. Anyone who wants to use the material of another in any way must seek the permission of the person who created the work. Using someone else's work without permission could subject you to copyright infringement claims.

The DMCA can shield you from certain copyright liability. The DMCA will protect website owners when the infringing content is placed on the website by third parties (by people other than the website's owner). This would apply to you if you have a blog and allow others to upload content and photographs or if you subscribe to IDX where third party information is contained on your website.

If you own a website and upload infringing material yourself, you will not be protected by the DMCA.

To protect yourself against claims of copyright infringement, follow these DMCA safe harbor guidelines:

1. You must register with the U.S. Copyright Office and designate an agent to receive notifications of claimed infringement. The agent can be you or anyone who agrees to be the designated agent. You can simply register by going to [www.copyright.gov/online/](http://www.copyright.gov/online/) and download the form, fill it out, and mail it to the address provided on the website. The U.S. Copyright Office charges a fee to file.
2. You must post on your website the required DMCA Notice and your designated agent's contact information. Please go to [www.lirealtor.com](http://www.lirealtor.com) and click on the tab for "Legal" and go to the section titled "Legal/Ethics/DOS" for the DMCA Notice that you will need to post on your website. This DMCA Notice should be included in a conspicuous place on your website. You can simply call it "DMCA Notice" and have it as a click through to the full notice statement.
3. You must promptly remove from your website any infringing material as soon as your designated agent receives a request of the lawful copyright holder.

Copyright infringement is a very serious and costly offense. To take full advantage of the DMCA protections, please immediately include the DMCA Notice on your website and be sure to follow all of its requirements.

## LIBOR LEGAL HELP LINE

The LIBOR Legal Help Line is  
Available From  
**9:00 a.m. – 1:00 p.m.**  
**Monday through Friday**

Call the LIBOR Legal  
Helpline at **631-236-4105**



**WHEN:** Wednesday, May 7, 2014

**WHERE:** Belmont Race Track

**AMOUNT:** \$100.00 by 4/23/14 • \$125.00 after 4/23/14

**INCLUDES:** Full Gourmet Buffet in The Turf & Field Club, Private Betting Window, Clubhouse Admission and Post Parade Program.

**REGISTER ONLINE:**

[www.lirealtor.com/registration/rpac/dayattheraces.aspx](http://www.lirealtor.com/registration/rpac/dayattheraces.aspx)

## DESIGNATION & PROF DEVELOPMENT

### NEW YORK STATE REALTOR INSTITUTE

2014 GRI, SRES & ABR & GREEN Designation Course Offerings (All NYSAR Classes)

To register for GRI & All Designation courses, call NYSAR @ 518-463-0300.

Each module approved for NYS CE credit.



### RSPS — RESORT & SECOND HOME MARKTS

Approved for 7.5 hours CE Credit/\$150 Members

Woodbury . . . . . 8:30AM – 5:30PM . . . . . Apr 2

### GLOBAL REAL ESTATE — LOCAL MARKET (CIPS Requirement)

Approved for 6 hours CE Credit/\$150 Members

Jackson Heights . . . 9:00AM – 5:00PM . . . . . Apr 3

### GLOBAL REAL ESTATE — TRANSACTION TOOLS (CIPS Requirement)

Approved for 6 hours CE Credit/\$150 Members

Jackson Heights . . . 9:00AM – 5:00PM . . . . . Apr 4

### GRI 406 — PRICE IT RIGHT — UNDERSTANDING THE APPRAISAL PROCESS (CIPS Requirement)

Approved for 7.5 hours CE Credit/\$125 Members

Riverhead . . . . . 8:30AM – 5:30PM . . . . . Apr 22

### GRI 405 — CONSTRUCTION & ENVIRONMENTAL ISSUES

Approved for 7.5 hours CE Credit/\$125 Members

WEST BABYLON . . . 8:30AM – 5:30PM . . . . . Apr 24

### GRI 406 — PRICE IT RIGHT — UNDERSTANDING THE APPRAISAL PROCESS (CIPS Requirement)

Approved for 7.5 hours CE Credit/\$125 Members

West Babylon . . . . 8:30AM – 5:30PM . . . . . Apr 25

### GRI 407 — BUILDING YOUR RE PRACTICE

Approved for 7.5 hours CE Credit/\$125 Members

Jackson Heights . . . 8:30AM – 5:30PM . . . . . May 8

### GRI 403 — FINANCING TO INCREASE HOOMEOWNERSHIP

Approved for 7.5 hours CE Credit/\$125 Members

Woodbury . . . . . 8:30AM – 5:30PM . . . . . May 21

### GRI 408 — E-PRO DAY 1

Approved for 7.5 hours CE Credit/\$125 Members

West Babylon . . . . 8:30AM – 5:30PM . . . . . May 22

### GRI 409 — EQUAL AND ETHICAL SERVICE

Approved for 15 hours CE Credit/\$225 Members

Woodbury . . . . . 8:30AM – 5:30PM . . . . . June 9 & 10

### CBR — CERTIFIED BUYER REPRESENTATIVE DESIGNATION COURSE

Approved for 22.5 hours NYS Continuing Education Credit.

May 5, 6, 7 . . . . . Woodbury . . . . . Before/After 4/21\*

**INSTRUCTOR:**

\*Don Scanlon, CBR, CRB GRI, SRES

**TIME:** 9:00am – 5:30pm

**TUITION:** Before: \$345 LIBOR Members • \$375 Non-Members

After: \$375 LIBOR Members • \$405 Non Members

## CONTINUING EDUCATION

### ROOKIE NEW AGENT TRAINING COURSE

Approved for 7.5 hours NYS CE credit.

Jun 23, 24, 25 . . . West Babylon . . . . . 9:00AM – 1:00PM

**TUITION:** w/o CE with CE

LIBOR Licensing Students/Members . . . . . FREE . . . \$65

Non-members . . . . . \$150 . . . . . \$215

### REALTOR SHORT SALE CERTIFICATE PROGRAM

Approved for 15 hours NYS CE credit.

Upon successful completion students will receive certificate & RSSP pin.

May 29 & 30 . . . West Babylon . . . . . 9:00AM – 5:30PM

**TUITION:** \$175 LIBOR Members, \$225 Non-members

**INSTRUCTOR:** Cathy Nolan Esq. & Linda D'Amico

Satisfies 3 hours of Fair Housing training as required by Dept. of State (on second day of class). Satisfies 2.5 hours of Mandatory Ethics training as required by NAR (on second day of class)



### FLORIDA LICENSING COURSE COMING SOON ONLINE!

Visit our website: [www.lirealtor.com/education](http://www.lirealtor.com/education)

### FAIR HOUSING AWARENESS IN SALES & RENTALS

Approved for 3 hours of Fair Housing Training as required by Dept. of State for those renewing their license after July 1, 2008.

May 8 . . . . . West Babylon . . . . . Instructor: Nick Gigante

Jun 26 . . . . . Woodbury . . . . . Instructor: Nick Gigante

**TIME:** 9:30AM – 12:30PM

**TUITION:** \$25 LIBOR Members, \$40 Non-members

### THE RULES OF THE REAL ESTATE GAME — MLS PROCEDURES & RULES: SITUATIONS AND SOLUTIONS

Approved for 3 hours NYS CE credit.

May 8 . . . . . West Babylon . . . . . 9:30AM – 12:30PM

**TUITION:** \$20 LIBOR Members, \$45 Non-members

**INSTRUCTOR:** Hank Cardello

## NYS AGENCY DISCLOSURE FORM

### AMENDED NYS AGENCY DISCLOSURE FORM

Approved for 4 hours NYS CE credit — The NYS agency law and form was amended and takes effect January 1st. The new form, which is required in all residential transactions, will permit consumers to give their "Advance Consent to Dual Agency" representation. This amendment will alleviate any confusion about which party is represented by a real estate broker, will increase transparency of the real estate process and offer protections for consumers as well as real estate brokers and agents. In this course, you will receive an overview of agency representation, fiduciary duties, the new form and option of "Advanced Consent to Dual Agency", how to explain this option to customers and clients and the benefits and protections that this new form offers you.

Please email [drivera@lirealtor.com](mailto:drivera@lirealtor.com) if interested.

**TUITION:** \$40 LIBOR Members • \$70 Non-Member

## NOTARY PUBLIC

### NOTARY PUBLIC TRAINING SEMINAR

May 8 . . . . . West Babylon . . . . . 1:30PM – 4:30PM

**INSTRUCTOR:** Sal D'Agate, REALTOR

**TUITION:** \$35 LIBOR Members • \$55 Non-members

## 7.5HR CONTINUING EDUCATION

### SPRING 2014

#### WEST BABYLON • 9:00AM-5:30PM

4/8 — Single Family Investment Properties Buying, Managing & Selling EF

4/10 — Listing Power: If You Have Them...They Will Come! EF

4/16 — GPS For Pricing: Great Pricing Strategies...Going in the Right Direction EF

4/22 — Handle with Care: Sellers in Distress, Representing Clients Who Need TLC EF

5/16 — Short Sales in Today's Real Estate Market EF

5/15 — Say Hello to A Good Buy EF

5/19 — Wheel Estate or Real Estate: Stop Spinning Your Wheels EF

5/28 — Understanding Like-Kind Exchanges Under section 1021 of the Internal Revenue Code to Benefit Both Clients & Customers E

6/3 — Don't You Wish You Hadn't Done That EF

6/12 — Getting the Listing Priced Right is KEY! E

6/20 — Handling and Closing the Short Sale Transaction E

6/25 — Be My, Be My Buyer EF

#### JACKSON HEIGHTS • 9:00AM-5:30PM

4/8 — Residential Rental Opportunities, Pitfalls & Safeguards EF

4/17 — Bridging The Gap: Multi-Generational Selling F

4/25 — Counseling Your Buyer Client and/or Customers...How To Spend Less Time with Buyers & Make More Money E

5/1 — Buyer, Brokerage and Ethics: The Right Choices E

5/6 — Handling and Closing the Short Sale Transaction E

5/19 — Listing Power: If You Have Them...They Will Come! EF

5/22 — The Truth, The Whole Truth and Nothing But The Truth: Legal Checklist to Ensure a Smoother Transaction EF

6/12 — Say Hello to A Good Buy EF

6/16 — Buying, Listing & Selling Foreclosures EF

6/26 — Taking the Mystery Out of Agency: Properly Representing Buyers, Sellers and/or Both EF

#### WOODBURY • 9:00AM-5:30PM

4/11 — Check Up From the Neck Up: A Tune Up for Agents EF

4/21 — Handling and Closing the Short Sale Transaction

4/24 — Be My, Be My Buyer E

5/1 — Our Business Is Changing...Are You Up to Date? EF

5/3 — Commercial RE: Concepts & Terms EF

5/9 — Buying, Listing & Selling Foreclosures EF

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5/19 — Analyzing, Selecting & Managing the RE Investment

6/4 — Say Hello to A Good Buy EF

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6/12 — Don't Get Bitten! What You Don't Know Will Hurt EF

6/13 — Handle with Care: Sellers in Distress, Representing Clients Who Need TLC EF

6/14 — Selling Commercial & Investment Properties: Issues, Money & Law F

(Continued on page 14)

SEE PAGE 14 FOR MORE EDUCATION CLASSES!!

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### 75-HOUR SALESPERSON QUALIFYING COURSE

West Babylon . . . 9AM – 5:30PM . . . Apr 1-4, 7, 8-11, 14\*  
West Babylon . . . 9AM – 5:30PM . . . Apr 5, 6, 12, 26, 27, May 3, 4, 10, 17, 18\*  
(Weekend Class)

Woodbury . . . . . 9AM – 5:30PM . . . Jun 16-20, 23-26, 27\*  
Riverhead . . . . . 9AM – 5:30PM . . . Jun 16-18, 20, 23-27, 30\*  
Jackson Heights . 9AM – 5:30PM . . . May 27-30, Jun 2-6, 9\*

\*Exam date till 6:30PM  
**TUITION:**  
SALESPERSON: \$295 – register 5 business days before course; \$325 – thereafter.  
BROKER: \$175 – LIBOR Members; \$195 – Non-members.

### 45-HOUR BROKER QUALIFYING COURSES

West Babylon . . . 9AM – 5:00PM . . . Apr 28-May 2, 5, 6\*

### 30-HOUR REMEDIAL GAP COURSE

Approved for 22.5 hours NYS CE credit.

If you completed the 45-Hour Salesperson Qualifying Course prior to July 1, 2008 and did NOT apply for your RE license on or before June 30, 2008, you will need to take this course. If you currently hold a RE license and want to obtain a broker license, you will need this course in addition to the 45-Hour Broker Qualifying Course.

The 30-Hour Remedial Course is available online by going to:  
<http://www.lirealtor.com/30HourRemedialCourse>

Woodbury . . . . . 9:00AM – 5:00PM May 27-May 30, Jun 2\*  
\*Exam date till 5:00PM

**TUITION:** \$125 LIBOR Members  
\$135 LIBOR Graduates 5 days prior to start  
\$145 Non Members 5 days prior thereafter \$155

TEXTBOOK AVAILABLE TO PURCHASE

## SATURDAY CLASSES:

### WEST BABYLON

Apr 5 . . . . . Get Ready for All New MLS Stratus (Hands On)  
Apr 5 . . . . . 10- Day Sales Qualifying Sales Person Course - DAY 1  
May 17 . . . . . Get Ready for All New MLS Stratus (Hands On)  
May 13 . . . . . Get the Most From Stratus Maps and CMA's (Hands On)

### WOODBURY

Apr 5 . . . . . The Evolution of Green Commercial Buildings  
May 3 . . . . . Get Ready for All New MLS Stratus (Hands On)  
May 3 . . . . . Commercial RE: Concepts & Terms  
Jun 14 . . . . . Selling Commercial & Investment Properties: Issues, Money & Law

# LIBOR EDUCATION (Continued from page 13)

## 7.5HR CONTINUING EDUCATION

### SPRING 2014 (continued from page 13)

#### RIVERHEAD • 9:00AM-5:30PM

- 4/7 — The Impact of the Law on the Unsuspecting RE Client & Customer EF
- 4/10 — New Market, New Skills Retool...RIGHT NOW! EF
- 4/25 — Professional Conduct Has It's Rewards EF
- 5/1 — GPS For Pricing: Great Pricing Strategies...Going in the Right Direction EF
- 5/15 — Property Management: Managing 1 - 4 Family Homes
- 5/21 — GPS For Pricing: Great Pricing Strategies...Going in the Right Direction EF
- 6/3 — Say Hello to A Good Buy EF
- 6/9 — Listing Power: If You Have Them...They Will Come! EF

#### BEST WESTERN MILL RIVER MANOR, ROCKVILLE CENTRE • 8:30AM-5:00PM

- 4/7 — Getting the Listing Priced Right is KEY! E
- 4/16 — Don't Get Bitten! What You Don't Know Will Hurt EF
- 4/25 — Single Family Investment Properties Buying, Managing & Selling EF
- 5/5 — The Impact of the Law on the Unsuspecting RE Client & Customer EF
- 5/16 — Say Hello to A Good Buy EF
- 5/28 — Be My, Be My Buyer EF
- 6/11 — Risk Management Solutions! What Every Realtor Should Know EF
- 6/20 — The Truth, The Whole Truth and Nothing But The Truth: Legal Checklist to Ensure a Smoother Transaction EF
- 6/30 — Check Up From the Neck Up: A Tune Up for Agents EF

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7.5 Hours CE Credit • TIME: 9:00AM – 5:30PM

### GET READY FOR ALL NEW MLS STRATUS (Hands On)

Apr 5 (Sat), Apr 15, May 8, 17 (Sat), May 21, 29, Jun 10, 16 & 24 . . . . . West Babylon  
Apr 25, May 7, Jun 10 . . . . . Jackson Heights  
Apr 8, 17, 28, May 3 (Sat), 6, 28, Jun 5, 13 & 25 . . . . . Woodbury  
Apr 8, May 13, Jun 19 . . . . . Riverhead

### STRATUS LITE & EASY (Hands On)

Apr 10 . . . . . West Babylon  
May 12, Jun 26 . . . . . Jackson Heights  
Jun 12 . . . . . Riverhead

### GET THE MOST FROM STRATUS MAPS & CMA (Hands On)

Apr 3, 22, May 13, Jun 14 (Sat), 18 . . . . . West Babylon  
May 21 . . . . . Jackson Heights  
Apr 23, May 8, 19, Jun 17, 23 . . . . . Woodbury  
Apr 29, May 22, Jun 24 . . . . . Riverhead

### BEST & LATEST FEATURES — Find, Listingbook & Instanet

May 5 . . . . . West Babylon  
Jun 19 . . . . . Woodbury

### ARE YOU SMARTER THAN A HOME BUYER? (Hands On)

May 7 . . . . . West Babylon  
Apr 2 . . . . . Jackson Heights  
Apr 15 . . . . . Woodbury  
Apr 23 . . . . . Riverhead

### WHY SHOULD I LIST MY HOUSE WITH YOU? (Hands On)

Jun 3 . . . . . West Babylon  
Apr 16, Jun 18 . . . . . Jackson Heights

### KEEP YOUR SELLERS REAL & YOUR LISTINGS HOT (Hands On)

Apr 18 . . . . . West Babylon  
Apr 30 . . . . . Woodbury  
May 7 . . . . . Riverhead

### TAKE YOUR DESK ON THE ROAD (Hands On)

Jun 25 . . . . . West Babylon  
Apr 30 . . . . . Jackson Heights  
May 13 . . . . . Woodbury  
Jun 17 . . . . . Riverhead

### FINDERS KEEPERS: Search Nationwide for Listings Property & Community Info (Hands On)

Apr 24, Jun 11 . . . . . West Babylon  
May 29 . . . . . Jackson Heights  
May 15 . . . . . Woodbury  
May 28 . . . . . Riverhead

### MONEY MAKING SOLUTIONS YOU CAN'T LIVE WITHOUT (Lecture)

Jun 11 . . . . . Jackson Heights

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## TOP 10 LONG ISLAND AGENTS (by Gross Commissions)



## TOP 10 LONG ISLAND TEAMS (by Gross Commissions)



### TEAM PLAYER AWARD

Mollie Grossman • Maureen Polyé

### LIFETIME ACHIEVEMENT AWARD

George Haas

### ROOKIE OF THE YEAR

Mark Leventhal

### LONG ISLAND TOP 5 BY TRANSACTIONS

#### AGENTS

- #1 Joyce Coletti
- #2 Lina Lopes-Jata
- #3 Ronnie Gerber
- #4 Marian McKenna
- #5 Bryn Elliott

#### TEAMS

- #1 The Scarito Team
- #2 The Tripodi Team
- #3 JoAnn Boettcher Team
- #4 The Jaeger Team
- #5 Louise Pittlake Power Team

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