



New York State Association of REALTORS® , Inc.

## **Global, Resort and Second Home Markets Committee Meeting Report**

Tuesday, February 11, 2020

Town Hall – The Desmond Hotel & Conference Center, Albany, NY

Starting time: 11:00 am

**Isabel Zenocratti, GRI, CIPS, C2EX**  
**Chair**

**Diane Cummins, GRI**  
**Vice Chair**

Steve Maggi, Esquire, who operates SMA, a boutique law firm based in New York City helping foreign companies to expand their businesses into the U.S. spoke about working with foreign real estate buyers and investors. Mr. Maggi focuses on U.S. immigration and consular law including investor visas, tourist and business visas and employment-based visas and green cards. As a former immigrant and a naturalized U.S. citizen, Mr. Maggi understands the legal immigration processes, on both a personal and professional level, and has the experience and know-how to assist clients both in the U.S. and abroad.

He shared common immigration questions faced by real estate licensees, discussed various types of visas available for foreign investors and offered eight take-home lessons for attendees. These will be posted on the Global Resources section on NYSAR's new website.

The Committee reviewed the status of the business plan action items and members were reminded of the duties they committed to when they approved the plan last year.

Committee members are responsible for:

- recommending subject matter experts.
- developing content for a one-sheets and recording short videos on the attributes of their areas.
- providing testimonials about how Committee involvement and earning the CIPS and RSPS designations can enhance one's business.
- encouraging local boards to form global business councils.
- Creating or sharing content of interest to other practitioners in the global, resort or second home arenas.



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Aldo Iemma, NAR Global Ambassador to Belize, Costa Rica and Panama, discussed market opportunities in those countries as well as successful educational programs in other Caribbean countries. He also explained NAR's global alliances program, reporting:

- 130 global business councils in the U.S.
- NAR Bilateral agreements with more than 100 associations in 75 countries.
- 6000 International REALTOR® members.
- More than 4000 CIPS designees.

And, he encouraged local boards to start global councils.

2020 NYSAR President Jennifer Stevenson provided a history of NYSAR's activities with the Italian Federation of Real Estate Professionals and announced an October Trade Mission to Italy.

Cheryl Grossman, Chair of the Long Island Board of REALTORS's Global Business Council, shared recent activities and future plans with SIRA in Spain. SIRA was named NAR Bilateral Partner of the Year at the NAR Convention in San Francisco last November while LIBOR won their third Gold Achievement Award. LIBOR will host two in-bound trade missions from SIRA members this year and LIBOR will return to Spain for their convention in June.

Tony D'Anzica reported that the Hudson Gateway Association received a Silver Achievement Award. They are Ambassador Association to PIRA in Portugal and will be traveling to Portugal for their Trade Mission and Convention this year.

NYSAR signed a Memo of Understanding with the Hellenic Association of REALTORS® in Greece at our meeting. Alexandra Sekouri, Vice President of HAR and NY real estate salesperson, signed the agreement with NYSAR President Stevenson.