

Discover *your* member benefits



2021



New York State Association of REALTORS®, Inc.

Contents

Discover your benefits

- 1 President's Message
- 2 Get Involved
- 3 REALTOR® Advocacy
- 4 Legal Hotline
- 11 Market Data & Information Resources
- 12,13 Member Perks

Education

- 6 FAQ, GRI
- 7 GRI Schedule
- 8 RENE, ABR, CIPS, GRE, GREEN
- 9 MRP, PSA, SRS, RSPS, SRES
- 10 e-PRO, Foundations
- 14 Get in Touch

How NYSAR works for you:

NYSAR stays on top of industry changes so you're ready for business today and tomorrow by:



Boldly championing REALTOR® interests at the state Capitol.



Delivering income-producing education that's affordable.



Reducing risk with one-on-one legal services.



Giving you credible market data and insights.

President's Message



David Legaz
2021 NYSAR President

Dear colleague,

Welcome to the NYSAR family and thank you for your NYSAR membership. Our theme for 2021 is REALTOR® Safety. As a proud former member of the New York City Police Department, I know all too well the pitfalls that can happen - especially to REALTORS®.

As your 2021 NYSAR president, my goal is for every member to realize and practice REALTOR® Safety. As a graduate of the 2019 National Association of REALTORS® (NAR) Leadership Academy, I petitioned to create a REALTOR® Safety Advisory Committee and was honored to be appointed its first chairperson for 2020.

During 2021, NYSAR will be producing a series of REALTOR® Safety video tips that we will feature across our social media channels and on our website, nysar.com. I hope everyone will have the chance to watch them.

I, along with my 2021 Leadership Team, are eager to travel the great state of New York, if we are able, and meet as many of our 60,000 members as possible. I look forward to a rewarding 2021 and as always, be safe!

The 2021 Leadership Team



Jennifer Vucetic
President-Elect



John Vernazza
Secretary/Treasurer



Duncan R. MacKenzie
Chief Executive Officer

Save 20 the Date 21

FEBRUARY 7-11

NYSAR Mid-Winter
Business Meetings

MARCH 19-22

NAR Association
Executives Institute

MARCH 31-APRIL 1

NAR Broker Summit

MAY 10-15

REALTORS® Legislative
Meetings & Trade Expo

JULY 12-14

NYSAR Summer
AE Conference

OCTOBER 3-6

NYSAR 2021 Fall
Business Meetings

NOVEMBER 12-15

NAR Annual
Conference & Expo

DECEMBER 6-9

Triple Play REALTOR®
Convention & Trade Expo

Check the calendar at
nysar.com for classes,
webinars and more.

*Subject to change.

GET INVOLVED

NYSAR is your state association and we thrive because of you. No matter your role in real estate or how long you've been a member, we encourage you to get involved by participating in our events and joining our committees.



Business Meetings

As part of our governance structure, nearly 30 committees, working groups and forums composed of REALTORS® from across the state meet twice a year at the **NYSAR Mid-Winter and Fall Business Meetings**. The committees examine issues affecting all aspects of the real estate business and formulate policies to be considered by the NYSAR Board of Directors. Attendees find the Business Meetings to be a great opportunity to better understand what NYSAR does, take an active role in the association and network with peers.

NYSAR Committee Sign-up Month

Sign-up online each July to participate in the committees of interest to you and make your voice heard. Committees range from professional standards and legislative policy to housing opportunities, education, communications, marketing, technology and more.

Triple Play REALTOR® Convention & Trade Expo

Assess your business and strategize new goals every year at Triple Play - your regional **REALTOR® Convention and Trade Expo**. Hosted every December in Atlantic City, NJ, this event brings you a vast array of industry experts, more than 100 educational sessions, over 15 hours of free CE credit, an expansive trade expo, and a variety of networking opportunities - all for less than \$100*. It is sure to provide both an immediate and long-term positive impact on your career! Visit [REALTORSTRIPLEPLAY.COM](https://www.realtorstripleplay.com).

REALTOR® Lobby Day

Meet face-to-face with your state legislators to help advance the REALTOR® agenda and protect your business interests. This event takes place in Albany at the Empire State Plaza.

*When you register online during the early-bird period.

REALTOR® ADVOCACY

While you are working hard for your clients, we are boldly championing your interests at the State Capitol and Capitol Hill in Washington D.C. in an effort to secure and protect REALTORS® and the real estate industry as a whole.

The REALTOR® Political Action Committee* (RPAC) plays a key role in safe-guarding REALTOR® interests by educating and supporting lawmakers who defend the real estate industry. **As a result of our advocacy efforts and your RPAC investments, NYSAR was able to enact and defeat the following proposals:**

Enacted Laws

- 2-percent Property Tax Cap
- STAR Property Tax Relief
- Prohibition on private transfer fees
- Mortgage Forgiveness Debt Relief Act
- Continuing education expansion
- **Coronavirus Aid Relief and Economic Security (CARES) Act:**
A historic expansion of unemployment insurance for the self-employed and independent contractors.

\$350 billion for the Small Business Administration loan program to be used toward mortgage interest, rents, utilities & payroll costs.

Defeated Proposals

- Residential fire sprinkler mandate
- Prohibition on broker-prepared contracts
- Statewide closing cost increases
- 20% down payment mandate
- Reclassifying independent contractors as employees
- Good cause eviction legislation which included a statewide rent control provision

How Do I Contribute to RPAC?



Visit the Government Affairs section at [NYSAR.com](https://www.nysar.com) and contribute with the click of a button. You can also participate in fundraisers held at the NYSAR Business Meetings, Triple Play or at your local board/association.

What's Next?

In 2021, NYSAR's legislative priorities will include opposition to the expansion of rent regulations, "good-cause" eviction, and a "flip tax" proposal for all New York City residential real estate. NYSAR will also be supporting the preservation of the independent contractor status for real estate licensees and increased transparency in the purchase of co-operative apartments.

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

Get Involved to Make Your Voice Heard.

Calls for Action

Text NYREALTOR to 30644 to receive REALTOR® Party mobile alerts to quickly and easily contact your legislators and communicate the point of view of a REALTOR®.

Broker Involvement Program (free)

Brokers, enroll in this program to alert agents to important REALTOR® issues, that encourages their response to Calls for Action. You can learn more at realtorparty.com.

RPAC



Your future in real estate is directly tied to the power of RPAC.* **Invest today.**

Lobby Day

Attend REALTOR® Lobby Day (date to be determined) to meet face-to-face with your state lawmakers at the state Capitol and make your voice heard on Lobby Day!

Contact Government Affairs:
518.463.0300 x217
govt@nysar.com

VISIT
[NYSAR.COM](https://www.nysar.com)



LEGAL HOTLINE

Whether you're a salesperson or a broker, new to the business or a veteran, our attorneys are on hand to provide one-on-one answers to your real estate-related legal questions. Answering questions on topics ranging from contracts and license law to commissions and agency disclosure, calling the Legal Hotline will not only save you both time and money, but will give you the peace of mind you need to confidently proceed with your business. Please call the hotline at 518.436.9727.

Statewide Forms

NYSAR is now supplying statewide forms, including purchase contracts, to its members. NYSAR is providing the forms directly through zipForms. Some local boards/MLSs have also adopted NYSAR's statewide forms. Current forms include Exclusive Right to Sell, Exclusive Right to Represent and various other disclosure forms.



Live Attorneys! ⚖️

You've told us how important the Legal Hotline is to you, so we've made sure to keep this service available to you 5 days a week!



Leave a Message! ✉️

If our attorneys are on another line during hotline hours, please leave a voicemail and an attorney will return your call by the end of the next business day.



Save Money! 💰

A call to a real estate attorney costs anywhere from \$200 to \$750 per hour depending on what region of New York State you currently live in.

**CALL
518.43.NYSAR
(518.436.9727)**

FREE CE CREDIT!

Legal Update course



NYSAR will be offering members a **FREE** Legal Update course. The one-hour Legal Update course, which is approved for continuing education (CE) credit on recent legal matters, will be held once a month and is instructed by an attorney. This is a course that you will be eligible to take one time in your license cycle as a NYSAR member.

We will also offer live streaming for these sessions, so if you already have your CE, you could still attend if the session is full or watch it later on NYSAR.com.

Be sure to stop by [NYSAR.com](https://www.nysar.com) to register for these upcoming courses on the dates that best fit your schedule!



New York State Association of REALTORS®. Inc.

EDUCATION

FAQS

What are my education requirements?

The Education requirements for license renewal have changed. Real estate licensees whose licenses expire before July 1, 2021, must complete at least 22.5 hours of continuing education (CE) credit including three hours of fair housing and one hour of agency (two hours if you're in your first license cycle). REALTORS® must also take an approved Code of Ethics course every three years.

All licensees whose licenses expire on or after July 1, 2021, are required to take 22.5 hours of CE credit including: three hours of fair housing, one hour of agency (2 hours in the first license cycle), two and a half hours of ethical business practices and one hour of recent legal matters. Brokers who were previously exempt from earning CE credit will no longer be exempt when they renew their licenses on or after July 1, 2021.

NOTE: Licensees may not renew early to avoid the education obligation.

Is there any financial assistance available?

Please visit the New York State Real Estate Education Foundation at NYSREEF.org to learn how to apply for a designation or certification course scholarship. It's free!

Did you know?

When you take any NAR designation/certification course, you can apply it toward your GRI designation or in some cases substitute it for a GRI course.

Need assistance?

Take advantage of our staff to assist you, our instructors to support you, and the Education Foundation to help fund your quest for excellence (NYSREEF.org).

Who teaches our courses?

NYSAR faculty members have many years of expertise instructing adults like you. They share tools and techniques you can apply immediately to grow your business. And they care about your success - they're available to answer your questions, long after your class is over. Check them out at NYSAR.com and search for upcoming courses they'll be teaching.

How do I register?

Login to nysarportal.ramcoams.net.

Take the courses that will earn you more clients and money as you elevate your online and offline reputation!

Live Broadcast Training

For your convenience, 2021 classes will be held via live broadcast on the Zoom platform. And, one-day (six to 7.5-hour) classes will be held over two half-days while two-day (12-15 hour) classes will be held over four half-days.

Graduate to a new level of success as a GRI.



Become a graduate of the REALTOR® Institute by completing the eight, one-day required GRI classes and 30 hours of elective credit* within five years.

You'll earn dual CE credit and designation credit, satisfy license renewal requirements, plus take your career to new heights!

**Electives include any local board of REALTORS® classroom CE or other NAR-family designation/certification courses.*

GRI - designed to:

- Increase your productivity.
- Reduce your risk.
- Maximize your resources.
- Tackle your toughest challenges.

Already a GRI?

Get a refresher and updates - take any of the latest GRI courses for \$50 each and earn CE credit (not applicable for courses taken in the same license cycle).

Are you an experienced REALTOR®?

Call NYSAR at 518-463-0300 x219 to discuss testing out and transfer credit options.



**VISIT
NYSAR.COM**

GRI COURSE SCHEDULE

Class hours are 9:00 am to 1:00 pm each day, unless otherwise noted.



GRI-1 Ethics

Capitalize on what sets REALTORS® apart from real estate licensees.

Zoom: Jan. 11-12 • Mar. 25-26 • June 29-30 • Oct. 14-15

Satisfies NAR's mandatory ethics training requirement and NY State's new requirement for 2.5 hours of ethical business practices for license renewal.

Demonstrates how to:

- Maximize your REALTOR® benefits.
- Put the Code of Ethics to work for you.
- Practice valuable ethical decision-making skills.
- Enhance your professionalism and your career.

GRI-2 Business

Run your business like a professional practice and gain market share.

Zoom: Mar. 1-2 • June 23-24 • Aug. 16-17 • Oct. 12-13

Provides the building blocks to:

- Create an effective business plan.
- Build support structures using assistants and teams.
- Prospect successfully and tap into niche markets.
- Develop policies to avoid risk.

GRI-3 Agency

Provide effective, legal and ethical client representation. Includes two hours of agency training for license renewal.

Zoom: Jan. 28-29 • June 10-11 • Sept. 8-9 • Nov. 8-9

Offers in-depth coverage of:

- Forms of agency representation and potential issues.
- Proper agency disclosure.
- How to avoid risks of misrepresentation, vicarious liability and breach of fiduciary duties.

GRI-4 Legal

Operate your business without the risk of claims, fines and lawsuits.

Zoom: Downstate: Feb. 4-5 • July 13-14
Upstate: May 5-6 • Sept. 27-28

Satisfies one hour of training on recent legal matters for license renewal.

Gain a complete understanding of:

- Advertising that is legal and ethical.
- Contracts, forms, deposits, disclosures and record retention rules.
- Risk management strategies.
- Title insurance and settlement procedures.

GRI-5 Buyers

NYS Fair Housing training and two-hour agency coursework requirements for license renewal.

Zoom: Jan. 7-8 • Mar. 15-16 • Sept. 1-2 • Dec. 1-2

Learn strategies to:

- Secure more buyer clients.
- Guide buyers through the process from pre-qualifying to closing.
- Assure fair housing compliance.
- Keep you, your clients and customers safe.

GRI-6 Sellers

Represent seller clients in a way that keeps them coming back.

Zoom: Apr. 8-9 • June 3-4 • Aug. 26-27 • Dec. 15-16

Satisfies NYS agency training requirement (2 hours).

Get a competitive advantage with strategies to:

- Secure more listings.
- Get clients to price to sell.
- Enhance your marketing techniques.
- Avoid fair housing violations and safety concerns.

GRI-7 Property

Explore all the factors impacting value and close deals!

Zoom: Feb. 16-17 • Mar. 17-18 • Aug. 18-19 • Nov. 1-2

Discover the myriad elements that affect property value including:

- Types of housing.
- Appraisals and inspections.
- Neighborhoods and amenities.
- Energy efficiency and environmental issues.
- Lender requirements, and much more!

GRI-8 Technology

Explore the latest technologies to connect with, communicate with and service clients.

Zoom: Jan. 13-14 • Apr. 21-22 • Sept. 29-30 • Nov. 22-23

Learn strategies to:

- Maximize exposure.
- Reduce risk.
- Leverage the advantages of evolving technologies to excel in today's real estate market.

** All 1 day GRI Zoom classes will be held over 2 (1/2) days. Attendance on both days is mandatory to earn CE and designation credit.*

**Login to
nysar.com/
nysar-portal**

to register for classes and events, make contributions, manage your subscriptions and more.

Specialty Designations

Earn specialty designations and certifications to stand out from the crowd! Active REALTORS® who have earned other NAR-family designations/certifications may retake previously completed designation/certification courses for \$50 each, provided their dues are current.*



Accredited Buyer Representative Designation

Pass ABR and one elective course (AHWD, e-PRO® certification, Green designation, MRP, Pricing Strategies, Real Estate Investing, RSPS course, Short Sales & Foreclosures, SRES, SRS course or GRI designation), plus document five closed transactions as a buyer representative. Must maintain Real Estate Buyer Agent Council membership (\$110/year after first year).

ABR Required Course

(GRI/SRS elective or may substitute for GRI-5 Buyers)
15 hours CE - \$295 for members

Zoom: Feb. 22-25 • May 24-27 • Aug. 9-12 • Oct. 18-21
Become a proficient and profitable buyer's representative, serving with quality, fidelity and confidence. Satisfies NYS agency training requirement (2 hours) for license renewal.

Real Estate Negotiation Expert (RENE) Certification

(CE credit pending)

Zoom: March 1-4

Discover how to leverage your options and alternatives in order to give your client the tools to make the best possible choice.

The Real Estate Business Institute (REBI) confers the certification upon completion of the course requirements and remittance of a one-time \$159 fee.



Certified International Property Specialist Designation

Effectively serve clients from around the world in your local market.

View complete designation requirements at nar.realtor/global. Submit \$75 application fee and maintain annual CIPS Network dues (\$220 annually). AHWD may be substituted for one regional course.

CIPS Courses: 7.5 hours CE credit per course - \$150 for members per course. Register for all five courses at once and save \$100. Call 518-463-0300 x 219 for discount.

Global Real Estate: Local Markets

(CIPS requirement/GRI elective)

Zoom: Apr. 19-20

Connect with immigrant buyers and foreign investors in your market.

Global Real Estate: Transaction Tools

(CIPS requirement/GRI elective)

Zoom: Apr. 26-27

Get the tools to serve foreign-born buyers, in terms they will understand.

CIPS Regional Courses

Learn to research, analyze and apply market information, build relationships and facilitate transactions with clients from these areas.

The Americas & International Real Estate - May 17-18

Europe & International Real Estate - June 7-8

Asia/Pacific & International Real Estate - June 21-22



NAR's sustainable property designation

Green - The sustainable property designation

Complete the two Green required courses and submit application. Then maintain Green Resource Council dues (\$98.50/year).

7.5 hours CE per course - \$150 for members per course

Green Day 1 - The Resource-Efficient Home: Remodels, Retrofits, Renovations & New Home Construction

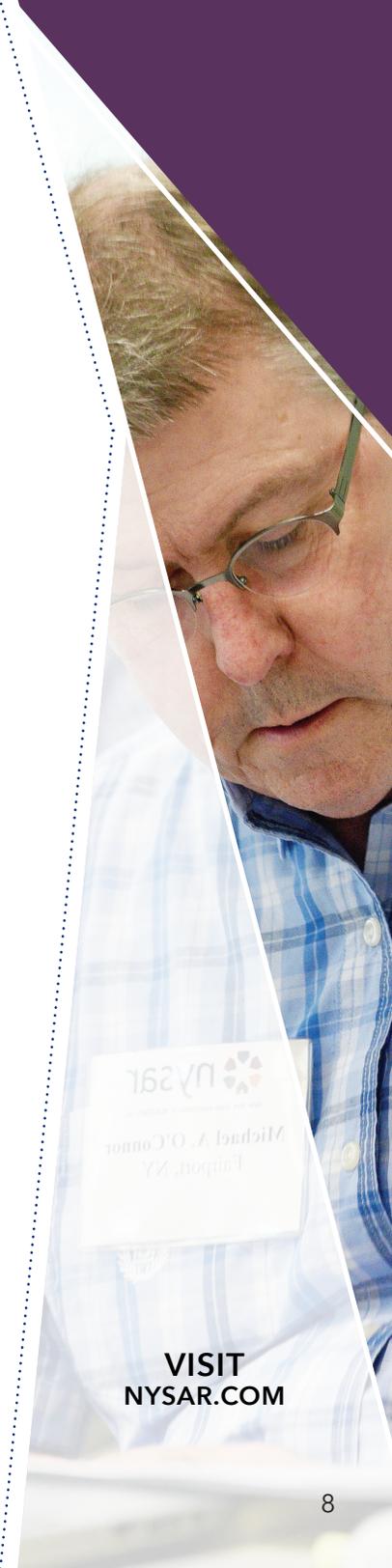
(Required Course/GRI elective)

Zoom: Mar. 23-24

Green Day 2 - Representing Buyers and Sellers of Resource-Efficient Homes

(Required Course/GRI elective)

Zoom: Mar. 30-31



VISIT
NYSAR.COM



Military Relocation Professional

Complete pre-class assignment, pass MRP course, view two one-hour webinars and submit application with \$195 one-time fee.

MRP Required Course

(ABR/GRI/SRS elective)

6.5 hours CE - \$125 for members

Zoom: Jan. 21-22 • Aug. 4-5

Help current and former military service members find housing solutions that best suit their needs and make the best use of their available benefits.



Pricing Strategy Advisor Certification

Complete PSA course, two free webinars and submit application with \$179 one-time fee.

PSA Required Course

(ABR/GRI/SRS elective or may substitute for GRI-7 Property)

6 hours CE - \$150 members

Zoom: Feb. 2-3 • Apr. 6-7 • June 1-2 • Sept. 14-15

Enhance your skills providing clients with property pricing guidance, creating CMAs, working with appraisers and educating clients on potential misconceptions about home values.



Seller Representative Specialist Designation

Gain the knowledge and skills to represent sellers. Complete the SRS course and one elective course (ABR, e-PRO®, RSPS, MRP, PSA, Real Estate Investing, SFR, SRES, or GRI designation), show documentation of seller representation in three closed transactions and submit application. Then maintain SRS membership (\$99/year after first year).

SRS Required Course

(ABR/GRI elective or may substitute for GRI-6 Sellers)

15 hours CE - \$295 for members

Zoom: Mar. 8-11 • July 19-22 • Sept. 20-23 • Nov 16-19

Satisfies NYS agency training requirement (two hours) for license renewal.

Elevate your standards and enhance your ability to professionally and ethically represent sellers.



Resort & Second Home Property Specialist Certification

Specialize in buying, selling or managing investment, development, retirement or second homes.

Complete course, three free one-hour webinars and submit application with \$195 one-time fee.

Resort & Second Home Property Specialist Required Course

(ABR elective/GRI elective)

7.5 hours CE - \$150 for members

Zoom: Feb. 18-19 • May 19-20

Learn skills to work with resort, second home, or investment clients while you build your business.



Seniors Real Estate Specialist Designation

Gain the expertise to guide 50 or better homebuyers and sellers through financial and lifestyle transitions.

Pass the SRES course and maintain a SRES Council membership (\$99/year after first year).

SRES Required Course

(ABR/GRI/SRS elective)

12 hours CE - \$295 for members

Zoom: April 12-15 • Oct. 25-28

Specialize in the 50+ market by studying lifestyle and housing trends, how life stages impact real estate choices and how to develop a network of resources for clients.

Professional Standards Training

Code of Ethics and Professional Standards
Hearing Procedures

6 hours CE - \$125 for members

Zoom: Mar. 15-16 • Mar. 23-24 • Mar. 25-26 • Mar. 30-31

Gain a working knowledge of ethics and arbitration hearings, enforcement procedures and disciplinary guidelines including the latest changes in dispute resolution. You'll also explore the new mandatory Ombudsman program and Citation options. Satisfies NAR's ethics training requirement.

All 1-day designation/certification classes will be held over two **half-days** and all 2-day designation/certification classes will be held over four **half-days**. Attendance for all days is mandatory to earn CE credit and designation/certification.

Login to nysar.com/nysar-portal to register for classes and more.

e-PRO® Certification



Learn the latest in real estate marketing including social media and mobile applications. Complete e-PRO® course and submit application with one-time fee of \$149.

e-PRO® Required Course

(ABR/CIPS/GRI/SRS elective)
12 hours CE - \$295 for members
Zoom: Jan. 25-28 • June 14-17

Discover how to connect with consumers, market property online and keep client data protected throughout the real estate transaction.

Appraiser Career Development

NYS Requirement: Real estate appraisers must complete 28 hours of continuing education credit each license cycle.

Free benefit: "Find an Appraiser" search tool on www.nysar.com/find-a-realtor.

Appraisal Conference

Verona, NY - Includes 7-hour USPAP Update course and other appraiser/real estate CE. (required every two years)

Triple Play Convention & Trade Expo

Atlantic City, NJ - Provides the seven hour USPAP Update course and extensive CE with opportunities to network.

Appraisal Live Broadcast Classes

Check the calendar at NYSAR.com for quarterly Appraisal CE classes offered via Zoom.

FOUNDATIONS



Offering scholarships for REALTORS® who want to pursue a certification/designation.

Visit NYSREEF.org to apply or to donate.
Contact Us: 518.463.0300 x212 | ccraig@nysar.com

HELPING DREAMS *Come true*

HOMEOWNERSHIP PROGRAMS:

- DOWNPAYMENTS
- CLOSING COSTS
- TAX CREDITS

FOR MORE INFORMATION VISIT NYSAR.COM/MEMBER-PERKS

Learn more about and support NYSAR's charitable foundations.



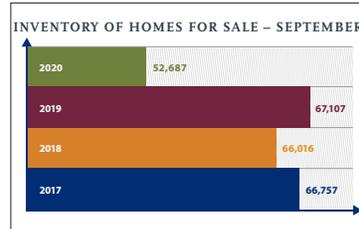
Encourage your first-time homebuyers to apply for a \$2,000 grant to help defray their closing costs. The grant application and guidelines are available at NYSARHousingFoundation.com.

Show your commitment to helping New Yorkers achieve the American Dream by making a tax-deductible contribution to support the first-time homebuyer grant program today.

Contact Us: 518.463.0300 x203 | housingfdn@nysar.com

MARKET DATA & INFORMATION RESOURCES

Reinforce your position as a local market expert with NYSAR's free, credible market data reports powered by ShowingTime. Share the straightforward reports and the "The Skinny" video to give clients an easy-to-understand overview of today's market.



The latest real estate news



Member Perks,
discounts & offers



Videos and webinars

New York State REALTOR® Magazine



New York State REALTOR® magazine delivers the industry and association news you've come to expect six times each year. Each issue is organized into key sections that will improve your reading experience. Your Inbox features industry news. Your Business is where you'll find legal and education topics. Your Voice covers the latest about NYSAR's advocacy efforts on your behalf. *Delivered by mail and email.*

E-News Weekly, emailed to you Saturday mornings, highlights top REALTOR® news, legislative and legal updates, upcoming events, Member Perks and RPAC.

From our Legal Update to the Broker Report and event emails, we cover the key association and industry issues you need to know.

Managing My Subscriptions **Get the word out with *Photofy***

1. Visit mailpref.nysar.com.
2. Type in your email address.
3. Review and select the emails you want to receive.
4. Click "Update Subscriptions."

To ensure you receive NYSAR emails, please whitelist the email address below:
nyrealtors@nysar.org



Introducing Photofy, a brand new NYSAR Member Perk. It is easy to use. Just download the APP (Photofy) on your mobile phone and start using custom made NYSAR templates. Input your information and photo, then spread the word on social media!

Contact Communications

518.463.0300 x207
communications@nysar.com

MEMBER PERKS

Save money and gain access to exclusive members-only offers that directly benefit you both personally and professionally.

Insurance

MYBENEFIT ADVISOR

Cost-effective MetLife dental and vision plans with flexible coverage to meet your needs.

Members approaching or over the age of 65 have access to Medicare experts for guidance about coverage, pricing and enrollment.

nysar.mybenefitadvisor.com
888-834-3713



Affordable pet insurance covering significant medical incidents and preventive care. Save 5% or more for multiple pets.

petinsurance.com/nysar
877-738-7874
Code: NYSAR

PEARL INSURANCE

Affordable, comprehensive errors and omissions coverage that include lockbox claims, disciplinary and PR advisory expenses and more.

pearlinsurance.com/nysar
855.465.0200



With Farmers Insurance ChoiceSM, NYSAR members can compare and save on auto, home, and renters insurance. Find the right coverage, at the right price, with the right carrier. Farmers Insurance ChoiceSM lets you quickly and easily explore all your insurance needs all in one place. Choose from multiple quotes from highly-rated carriers and get the coverage best suited to your needs.

farmersinsurancechoice.com/nysar



Benetech delivers a sample and affordable Sexual Harassment Training program, which complies with New York State's new annual sexual harassment training requirement. They offer 24/7 on-demand webinars, mobile online training, group training videos, proctor scripts, quiz booklets and more!

For more information:
bit.ly/BenetechNYSAR



Down Payment Resource is a great free tool, connecting you and your buyers to programs for homeownership that can help with down payment, closings costs, and more.

nysar.com/member-perks/down-payment-resource/

Technology



InfoSafe offers many valuable cyber compliance tools and insurance programs to mitigate and minimize the effects of a data breach. NYSAR members save \$200 on a Standard Full Risk Assessment and receive a 20% discount on risk assessment, compliance, and breach prevention services available.

360CoveragePros.com/NYSAR



Be proactive about your safety and mitigate risks by verifying identities in seconds with just a phone number or name. Individuals save 20 percent. Office discounts also available.

forewarn.com/nysar
561-757-4550



Perform easy, comprehensive and reliable tenant background checks that include a full credit report, customized leasing recommendation and nationwide criminal record and eviction search. Plus, save five dollars for every screening.

nysar.mysmartmove.com
866-775-0961



Track your expenses, simplify tax time and keep more of your commissions. Taxbot automatically tracks your mileage, digitally stores your receipts and more. Sign-up for a free 14-day trial.

nysar.taxbot.com
855-482-9268
Code: NYSAR



IdentityForce.

Save 17 percent on this identity theft solution that continuously monitors your personal information and alerts you when you're at risk. Backed by a \$1 million insurance policy.

identityforce.com/nysar
877-694-3367



A real estate CRM platform that combines a Contact Management, Lead Automation, Transaction Management, and more.

The Wise Agent helps REALTORS[®] become efficient, giving them the opportunity to save time and take on more business.

WiseAgent.com/NYSAR

MEMBER PERKS

Marketing



Reach home buyers and sellers in your market area when they are actively looking online for real estate related services. Discounted pricing, free campaign setup and 5 designs.

jsjdmedia.com/nysar.html
855-790-0001

Retirement



Save for your retirement and reduce your taxable income by setting up an Independent 401(k) plan. A \$25 annual fee applies.

Christopher.Michelsen@ubs.com
212-626-8515

Office/Business



Save up to 80 percent both online and in-store, and receive free next day delivery on online orders over \$50. Download your free loyalty card today.

officediscounts.org/nysar.html
855-337-6811 x12897



Savings of 45% on Domestic Next Day/Deferred, plus 25% on Ground Commercial/Residential and up to 50% on additional services. Please sign up for an account and take advantage of these savings.

savewithups.com/nysar
1-800-636-2377

Discount Marketplace
powered by **LifeMart**

Free access to national and local discounts from brands you know and love, in a convenient location.

bit.ly/nysar-lifemart

Travel



Low group rates for medical assistance including emergency medical evacuation, transportation home, travel assistance and more.

emergencyassistanceplus.com/nysar
877-318-9612
Code: NYSAR



Life is nonstop. We're here to keep you moving. From the car to the accessories, choose what best fits you and your trip. So when you drive off, you'll be ready for whatever the journey brings.

avis.com/nysar
1-800-331-1212
Code: B155163



Save up to 25% off Budget base rates plus get other sweet deals.

When you rent a car, you shouldn't need a handbook. Choose simple and smart on the wallet. Then you can focus on getting there and having fun doing it.

budget.com/nysar
800-527-0700
Code: (BCD) R584763

Health



Get screened for today's most critical - and often undiagnosed - healthcare conditions. Save 56 percent on the four-screening stroke, vascular disease and heart rhythm package.

lifelinescreening.com/nysar
800-636-0248
Code: BDHW208

Flood Zone Services



Pinpoint accurate, structure-based flood zone determination reports certified and backed by a \$2 million E&O policy. Save \$5 per report.

nysar.com/member-perks/flood-zone-services
webinars@myfloodstatus.com
855-653-5663

Keep current on NYSAR's Member Perks with #MemberPerkMonday posts, webinars and at NYSAR.com.

Contact Marketing
518.463.0300 x229
afriedman@nysar.com

Meet the CEO and Staff Directors



GET IN TOUCH

518-463-0300
518-462-5474
info@nysar.com

📍 130 Washington Ave.
Albany, New York
📠 12210-2220



New York State Association of REALTORS®, Inc.

130 Washington Avenue
Albany, New York 12210

PRESORTED STD
U.S. Postage
PAID
WATERBURY, CT
PERMIT NO. 186

Look inside for your exclusive NYSAR member benefits and the new 2021 course schedule!

PLEASE NOTE:

Your **9-digit NRDS ID number**, printed above your name on the mailing label, is the key to unlocking your NYSAR benefits. Please keep this number in a place you can find and reference in the future.



Connect with us!

