



OPPORTUNITY AWAITS

Mid-Winter Business Meetings

Virtual Meetings - January 24-28, 2022

In-Person Meetings - February 6-10, 2022



New York State Association of REALTORS® , Inc.

CHAMPAGNE & DIAMONDS FUNDRAISER



TUESDAY, FEBRUARY 8 AT 7 P.M.

Enjoy hors d'oeuvres and one complimentary flute of champagne. Each flute will contain a Cubic Zirconia gemstone, except one lucky person who will find a REAL diamond in their flute! And just in time to give to your Valentine – or to keep for yourself! Join us for networking, cocktails and fun all to benefit the NYSAR Housing Opportunities Foundation.



Cost: \$75

Location: King Street 8



Sponsored by:



NYSAR
Housing Opportunities
Foundation, Inc.

2022 LEADERSHIP TEAM



John Vernazza
President-Elect



Joe Rivellino
Secretary/Treasurer



Duncan R. MacKenzie
Chief Executive Officer



PRESIDENT'S MESSAGE


Dear fellow REALTOR®,

“Opportunity Awaits!” When we began the idea of rebranding the Mid-Winter Business Meetings, we wanted something that expressed the vision of our new Opportunity Plan. These meetings are a great way to begin – or continue – your relationship with NYSAR. The plan offers a customizable journey that each member can follow. Every member will have their own journey and this plan offers many valuable choices. Many of those begin right here!

What we do during our business meetings helps move the association and our profession forward. These meetings are open to all NYSAR members. We especially encourage first-timers to attend and experience personal and professional growth through participation.

Together with President-Elect John Vernazza, Secretary/Treasurer Joe Rivellino and NYSAR CEO Duncan MacKenzie, we welcome you to The Crowne Plaza – also known as The Desmond. Don't hesitate to stop us and say hello! Remember – “Opportunity Awaits” us all this week!

A handwritten signature in black ink that reads "Jennifer Vucetic".



NEW YORK

NEW YORK

Inaugural Dinner & Installation of Officers

Monday, February 7 » 7 p.m. – 10 p.m. » King Street Ballroom

Join the 2022 leadership team and your colleagues from around the state for a celebration with dinner and dancing to live music by 10 Most Wanted. 2020 NYSAR President Jennifer Stevenson will be the Master of Ceremonies as 2022 NAR President Leslie Rouda Smith installs President Jennifer Vucetic and her 2022 NYSAR Leadership Team. **Tickets: \$75.**

Sponsored in
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SUN., FEB. 6

1 P.M. – 5 P.M.
LEADERSHIP & GOVERNANCE SUMMIT REGISTRATION
 King Street Courtyard

11:30 A.M. – 2 P.M.
***LB PRESIDENTS' LUNCHEON**
 High Street 24 – 26

3 P.M. – 5 P.M.
***LEADERSHIP & GOVERNANCE SUMMIT**
 King Street Ballroom

5 P.M. – 6 P.M.
***LEADERSHIP & GOVERNANCE SUMMIT/ FIRST TIMERS RECEPTION**
 Fort Orange Courtyard

12:30 P.M. – 1:30 P.M.
***PAST PRESIDENTS' ADVISORY BOARD**
 Shaker

12:30 P.M. – 2 P.M.
WCR MEMBERSHIP MEETING
 Town Hall

1 P.M. – 2:30 P.M.
***RPAC TRUSTEES**
 High Street 24 – 26

2:30 P.M. – 4 P.M.
***LEGAL UPDATE (CE)**
 Fort Orange 5 – 9

6 P.M. – 7 P.M.
PRESIDENT'S RECEPTION
 Fort Orange Courtyard

7 P.M. – 10 P.M.
***INAUGURAL DINNER**
 King Street Ballroom

10:30 A.M. – 12 P.M.
PROFESSIONAL STANDARDS COMMITTEE
 Fort Orange 5 – 9

11 A.M. – 1 P.M.
GLOBAL RESORT & SECOND-HOME COMMITTEE
 Town Hall

11 A.M. – 2 P.M.
***NYSAR BOARD OF GOVERNORS**
 High Street 24 – 26

12:30 P.M. – 1:30 P.M.
***PROFESSIONAL STANDARDS STEERING COMMITTEE**
 Shaker

2 P.M. – 3:30 P.M.
GENERAL SESSION
 King Street Ballroom

4 P.M. – 5:30 P.M.
COMMUNICATION, MARKETING, & TECHNOLOGY FORUM
 Fort Orange 7 – 9

4 P.M. – 5:30 P.M.
***ORGANIZATIONAL PLANNING COMMITTEE**
 High Street 24 – 26

6 P.M. – 7 P.M.
***RPAC RECEPTION**
 King Street 2

7 P.M. – 8 P.M.
***CHAMPAGNE & DIAMONDS FUNDRAISER**
 King Street 8

+Separate registration and/or payment required. *Committee members only. Meeting rooms subject to change.

EVENT DESCRIPTIONS:

GENERAL SESSION

Tuesday, February 8 » 2 p.m. – 3:30 p.m.

This must-attend session will include President Jennifer Vucetic's State of the Association address, the presentation of the Lawrence B. Caldwell RPAC Award, 2021 Local Board RPAC Achievement Awards, RPAC of New York Hall of Fame Induction, the 2021 Community Service Awards and hear from our keynote speaker, NAR President Leslie Rouda Smith.

LEADERSHIP & GOVERNANCE SUMMIT

Sunday, February 6 » 3 p.m. – 5 p.m.

Monday, February 7 » 8 a.m. – 12 p.m.

Cost: FREE

Designed for local board/association leadership teams and directors, this conference provides direction for forging strong partnerships in order to achieve goals, tackle issues and address challenges that are regularly faced by board/association leadership. Among the speakers will be, Rhode Island REALTOR® Shannon Buss and NYSAR Legal Counsel Anthony Gatto.

MON., FEB. 7

7:30 A.M. – 5 P.M.
REGISTRATION
 King Street Courtyard

8 A.M. – 12 P.M.
***LEADERSHIP & GOVERNANCE SUMMIT**
 King Street Ballroom

9:30 A.M. – 10:30 A.M.
***RREC MEMBERSHIP MEETING**
 Shaker

9 A.M. – 11:30 A.M.
***WCR BOARD OF GOVERNORS**
 Town Hall

9 A.M. – 12:30 P.M.
***NOMINATING COMMITTEE**
 High Street 28

11:30 A.M. – 1 P.M.
LUNCH BUFFET
 Fort Orange Courtyard

TUES., FEB. 8

7 A.M. – 5 P.M.
***RPAC LOUNGE**
 Fort Orange Courtyard

7:30 A.M. – 8:30 A.M.
COFFEE SERVICE
 King Street Courtyard

7:30 A.M. – 5 P.M.
NYSAR REGISTRATION
 King Street Courtyard

8:30 A.M. – 10 P.M.
SAFETY FORUM
 Fort Orange 5 – 9

9 A.M. – 10 A.M.
ASSOCIATION EXECUTIVES' FORUM
 High Street 24 – 26

10 A.M. – 10:30 A.M.
***ASSOCIATION EXECUTIVES' ADVISORY COMMITTEE**
 High Street 24 – 26

RPAC LOUNGE



Tuesday, February 8
 7 a.m. – 5 p.m.
 at the Fort Orange Courtyard

With a new \$250 RPAC pledge or investment, gain access to this exclusive area for a hearty continental breakfast, a hot lunch buffet, massages, manicures, caricatures and much more.



OPPORTUNITY AWAITS
 Mid-Winter Business Meetings

NEW YORK STATE LEGAL UPDATE

**MONDAY, FEBRUARY 7
2:30 P.M. - 4 P.M.**

**1.5 HOURS OF FREE CE CREDIT
FT. ORANGE 5-9**

Pre-register for the Legal Update with Anthony Gatto, Esq. to ensure seating and earn your free CE credit.



ANTHONY GATTO, ESQ.
NYSAR General Counsel and
Director of Legal Services

#NYSAR #LEGAL #NYSARMWBM

WED., FEB. 9

7:30 A.M. – 8:30 A.M.
COFFEE SERVICE & CONTINENTAL BREAKFAST
 King Street Courtyard

7:30 A.M. – 2 P.M.
NYSAR REGISTRATION
 King Street Courtyard

7:30 A.M. – 9 A.M.
***RPAC BREAKFAST**
 King Street 2

8 A.M. – 9:30 A.M.
MULTIPLE LISTING ISSUES AND POLICIES COMMITTEE
 Fort Orange 7–9

9 A.M. – 10 A.M.
APPRAISAL COMMITTEE
 Fort Orange 5

9 A.M. – 10:30 A.M.
EDUCATION MANAGEMENT COMMITTEE
 Town Hall

10 A.M. – 11 A.M.
APPRAISAL ROUNDTABLE SESSION
 Fort Orange 5

10 A.M. – 11:30 A.M.
LEGISLATIVE POLICY FORUM
 Fort Orange 7–9

12 P.M. – 1:30 P.M.
***LEGISLATIVE STEERING COMMITTEE**
 High Street 24–26

12 P.M. – 4 P.M.
***APPRAISAL COURSE - NAVIGATING FAIR HOUSING/LENDING IN REAL ESTATE VALUATIONS**
 Fort Orange 5
 *More information below.

1 P.M. – 3 P.M.
YOUNG PROFESSIONALS NETWORK (YPN) CHAPTER MEETING
 King Street 6–8

2 P.M. – 3 P.M.
***NYSAR BUDGET & FINANCE COMMITTEE**
 High Street 28

2 P.M. – 3 P.M.
***ISSUES MOBILIZATION COMMITTEE**
 High Street 24–26

2 P.M. – 3:30 P.M.
FAIR HOUSING & CULTURAL DIVERSITY COMMITTEE
 Fort Orange 7–9

4 P.M. – 5 P.M.
SMALL CAUCUS
 King Street 2

MEDIUM CAUCUS
 King Street 4

LARGE CAUCUS
 Fort Orange 7

JUMBO CAUCUS
 King Street 6–8

5:15 P.M. – 7 P.M.
EXECUTIVE COMMITTEE
 High Street 24–26

6 P.M. – 7 P.M.
YOUNG PROFESSIONALS NETWORK (YPN) HAPPY HOUR
 Fort Orange 5–7

THURS., FEB. 10

7:30 A.M. – 8:30 A.M.
CONTINENTAL BREAKFAST
 King Street Courtyard

8:30 A.M. – 11 A.M.
NYSAR BOARD OF DIRECTORS
 King Street Ballroom

+Separate registration and/or payment required. *Committee members only. Meeting rooms subject to change.

***EVENT DESCRIPTION: *APPRAISAL COURSE - NAVIGATING FAIR HOUSING/LENDING IN REAL ESTATE VALUATIONS**

Submitted for 4 hours of Appraisal and Real Estate CE

This is the required 4 Hour Update to Fair Housing and Fair Lending that is required for appraisers as of January 1, 2022 that have taken (RE-2) and (GE-1), please visit <https://dos.ny.gov/real-estate-appraiser>.

This course takes the learner back in history through the policy changes of fair housing and lending; up to present day with the Uniform Standards of Appraisal Practice (USPAP) and how applies to real estate valuations for appraisers and real estate agents that are performing broker price opinions and other valuation services. **Interactive class:** Town hall style discussions about conscious and unconscious bias in the development and reporting in the appraisal process.

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IDENTIFY & CAPTURE YOUR NICHE



Young Professionals Network presents “Identify & Capture Your Niche” by Ifoma Pierre. This **FREE** two-hour CE course will help you develop the skills to select and capture various niches of clients, provide more information about the protection of consumers regarding non-solicitation zones, and more. Pre-registration is not required.



New York State Association of REALTORS®, Inc.

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