



# NEW YORK STATE REALTORS® ASSOCIATION EXECUTIVES SUMMIT



Monday July 11 – Wednesday, July 13, 2022  
Embassy Suites, 86 Congress Street, Saratoga Springs, NY 12866

## **Working AGENDA** *(subject to change)*

### **MONDAY, JULY 11**

**3:00 pm – 4:30 pm**

#### **Collaboration between NYSAR and Local Boards/Associations**

Open discussion with NYSAR CEO, NYSAR Staff Directors, and local AEs only

### **TUESDAY, JULY 12**

**7:30 am - 8:30 am**

**Hotel Breakfast - Restaurant - *first floor***

**7:30 am - 5:00 pm**

**Registration Desk Open**

**8:45 am – 9:00 am**

#### **Welcome and Opening Remarks**

*Duncan MacKenzie, RCE, NYSAR CEO*

*Ann Rushlo, Association Executive Advisory Committee Chair*

**9:00 am – 9:30 am**

*“What Connects Us” Icebreaker/team building*

**9:30 am – 11:00 pm**

#### **DEI Success Stories**

*Ryan Davis, NAR Director, Engagement, Diversity and Inclusion (virtual)*

#### **Implicit Bias**

*Asa Fleming, NC (virtual)*

**11:00 am – 11:15 am**

**Break**

**11:15 am – 11:45 am**

#### **NAR Grants Available to You!**

*Christine Windle, Director, Community Outreach Community Outreach*

**11:45 am - 12:30 pm**

#### **Refuel Your Fire**

*Kelli Watson, Co-Owner, Scriptor Publishing Group*

*The last couple of years have been a rollercoaster for those in the real estate industry. The ups and downs inevitably led to overwhelm and burnout. In this interactive workshop, we are going to do something about that feeling! Together, we will learn strategies and practice techniques that help you take better care of yourself. You will leave feeling more positive, more energized and completely refueled!*

**12:30 pm - 1:30 pm**

**Lunch buffet**

- 1:30 pm – 2:30 pm**      **Association Hot Topics Roundtables PRIZES AWARDED TO PARTICIPANTS!**  
*Moderated by: Lynnore Fetyko, CEO, Greater Syracuse Association of REALTORS®*
- *Conducting events in today's world*
  - *DEI efforts at the local level*
  - *Staffing issues post-COVID*
  - *MLS Issues*
- 2:30 pm – 3:45 pm**      **Strategies for Onboarding and New Member Engagement**  
*Susan Weinrich, NY Council of Non-Profits*  
*Joining a Board of Directors can be an exciting and daunting opportunity. This session will help you understand how your organization can effectively and efficiently equip your new board members with the information, support, and purpose that they need to feel welcomed, valued, and impactful.*
- 3:45 pm – 4:00 pm**      **Break**
- 4:00 pm – 5:00 pm**      **The REALTOR® Political Overview**  
*Zack Rubin-McCarry, NAR Field Representative*  
*Michael Kelly, NYSAR Director Government Affairs*
- 5:30 pm – 7:30 pm**      **Welcome Reception**  
*Thirsty Owl Winery (details to come)*

**WEDNESDAY, JULY 13**

**All sessions in "CONGRESS"**

- 7:30 am - 8:30 am**      **Hotel Breakfast - Restaurant - first floor**
- 8:30 am - 9:30 am**      **Roundtable Discussions with NYSAR Staff**
1. *Technology – Sean Dowling*
  2. *Communication – Scott Morlock*
  3. *RPAC – Mike Kelly*
  4. *DOS/Fair Housing – Anthony Gatto and Shenita Daniels*
- 9:30 am – 10:00 am**      **NYSAR Legal Update**  
*S. Anthony Gatto, NYSAR General Counsel*
- 10:00 am – 10:30 am**      **NAR Legal Update (virtual)**  
*Lesly Muchow, NAR Deputy General Counsel & Vice President of Legal Affairs and Antitrust Compliance*
- 10:30 am – 11:00 am**      **Break and Check-out**
- 11:00 am – 1:00 pm**      **Cyber Security: Protect Your Association from Digital & Legal Threats**  
*Craig Grant, The Real Estate Technology Institute /RETI, CEO*  
*Your association collects information and uses tools that may open you and your members to the risk of viruses, malware, social engineering, identity theft, and more. All this can make you a prime target for hackers, cybercriminals, and fraudsters. In this session, you will gain an understanding of many scams that target associations, how to assess your current security weaknesses, and create a game plan that will prepare your association to navigate this perilous digital world.*

**FBI Cyber Security Presentation**

*SSA Samantha Baltzersen, FBI Albany, Cyber/CART*

**1:00 pm**

**Lunch (take-home or eat-in)**

**Pre-function Area - *first floor***