

Discover your Member Benefits



New York State Association of REALTORS®, Inc.

CONTENTS

President's Message	2
Get Involved	3
REALTOR® Advocacy	4
Legal Hotline	5
GRI, FAQ	7
GRI Schedule	8, 9
ABR, AHWD, CIPS, e-PRO, GREEN, HFRS	10
MRP, PSA, RENE, RSPS, SRS, SRES	11
SS & FRC, Appraisal Career Development and Live Broadcast classes, Triple Play, MREI, NYSREEF, NYSAR Housing Opportunities, Inc.	12
Data and Information Resources	13
Member Perks	14-17
Get in Touch	19



PRESIDENT'S MESSAGE



John Vernazza
President

Dear colleague,

Welcome to the NYSAR family and thank you for your NYSAR membership. My goal as your NYSAR president is to increase communication and professionalism throughout our industry. During 2023, NYSAR is working with an outside production company to create a series of videos about the REALTOR® Code of Ethics and Professional Standards. Stay tuned to NYSAR communications for more on this project throughout the year.

As an organization, NYSAR will continue to offer members many valuable benefits such as our free monthly Legal Update, new Diversity, Equity and Inclusion education classes, advocacy on important legislation affecting our industry and our popular Legal Hotline. For more on these benefits and others, please visit www.nysar.com.

I, along with our 2023 Leadership Team, President-elect Joe Rivellino and Treasurer Jacqlene Rose, are eager to travel the great state of New York to meet and hear from as many of our 65,000 members as possible. We look forward to serving you in 2023!

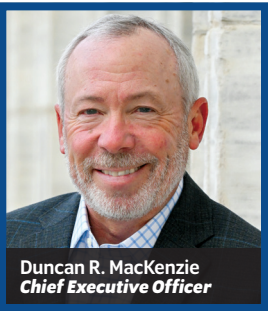
2023 LEADERSHIP TEAM



Joe Rivellino - President-Elect



Jacqlene Rose - Treasurer



Duncan R. MacKenzie
Chief Executive Officer



GET INVOLVED

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

BUSINESS MEETINGS

As part of our governance structure, nearly thirty 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.

COMMITTEE SIGN-UP MONTH

Sign-up online in 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 one hundred educational sessions, over fifteen 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! Please visit 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 on Tuesday, May 2 in Albany at the Empire State Plaza.

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

Save the Date

2023

FEBRUARY 5-9
NYSAR – Mid-Winter Business Meetings
The Crowne Plaza, Desmond Hotel, Latham, New York

MAY 6-11
NAR Legislative Meetings & Trade Expo
Washington, D.C.

OCTOBER 1-4
NYSAR – Fall Business Meetings
Turning Stone Casino, Verona, New York

NOVEMBER 12-17
NAR Governance Meetings & Trade Expo
Anaheim, CA

2024
MAY 4-9
NAR Legislative Meetings & Trade Expo
Washington, DC

NOVEMBER 6-11
NAR Governance Meetings & Trade Expo
Boston, Massachusetts

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 to communicate the point of view of a REALTOR® today.

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.

LOBBY DAY

Attend REALTOR® Lobby Day (Tuesday, May 2) 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

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.

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:

DEFEATED PROPOSALS

- Residential fire sprinkler mandate
- Prohibition on broker-prepared contracts
- Statewide closing cost increases
- Reclassifying independent contractors as employees
- Statewide good cause eviction legislation that included a statewide rent control provision
- Increased transfer taxes on property sold within two years of purchase



Your Best Investment In Real Estate

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

How Do I Contribute to RPAC?

Visit the Government Affairs section at 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.

*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.

ENACTED LAWS

- 2-percent Property Tax Cap
- STAR Property Tax Relief
- Prohibition on private transfer fees
- Mortgage Forgiveness Debt Relief Act
- Continuing education expansion, including Fair Housing
- **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 and payroll costs.



What's Next?

In 2023, NYSAR's legislative priorities will include opposition to the expansion of rent regulations, "good-cause" eviction, and a ban on the collection of broker fees by landlord's agents. NYSAR will also be supporting the preservation of the independent contractor status for the real estate licensees and a first-time homebuyer savings program.



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. 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. Forms are available in the legal section of nysar.com.

CALL (518) 43-NYSAR (518.436.9727). FOR MORE INFORMATION VISIT WWW.NYSAR.COM/EDUCATION

MONTHLY FREE CE LEGAL UPDATE

As a free member benefit, NYSAR is hosting FREE monthly legal updates via Zoom. These updates will be available for 1 hour of CE credit that satisfies the CE requirement for training on legal matters. CE credit is available on a first come, first served basis, but the updates will also be live streamed (for non-CE credit) to watch. Additionally, these updates will be recorded and posted to NYSAR.com for viewing on your schedule.

CE Legal Update 2023 Dates

- | | |
|---------------|----------------|
| • January 17 | • July 18 |
| • February 21 | • August 22 |
| • March 21 | • September 12 |
| • April 18 | • October 17 |
| • May 16 | • November 14 |
| • June 12 | • December 19 |



WHAT CAN NYSAR DO FOR YOU?



ANSWER YOUR LEGAL QUESTIONS

Our **exclusive** member-only Legal Hotline is available to NYSAR members on legal issues relating to real estate practices!

518.43.NYSAR (518.436.9727)

REALTOR® ADVOCACY

NYSAR advocates for REALTORS® and their consumers at the local, state and national level; elevates professional standards and promotes the value of REALTORS®.

NYSAR.COM/ADVOCACY

OFFER MEMBER DISCOUNTS

Work smarter by exploring our special offers and exclusive member discounts.

NYSAR.COM/MEMBER-PERKS

EDUCATION CLASSES

Explore our opportunities in real estate courses, certifications, designations and more.

NYSAR.COM/EDUCATION



New York State Association of REALTORS®, Inc.

EDUCATION

Graduate to a new level of success.



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

Become a graduate of the REALTOR® Institute by completing the eight 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, taking your career to new heights!

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

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).



Live Broadcast Courses

For your convenience, 2023 classes will be held via live broadcast on the Zoom platform. And, one-day (6 to 7.5-hour) classes will be held over 2 half-days while 2-day (12–15 hour) classes will be held over 4 half-days.

FAQS

What are my education requirements?

All real estate licensees must complete at least 22.5 hours of continuing education (CE) credit. REALTORS® must also take an approved Code of Ethics course every three years.

All licensees 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, one hour of recent legal matters, two hours of Implicit Bias and two hours of Cultural Competency. Brokers who were previously exempt from earning CE credit are no longer exempt when they renew their licenses.

Is there financial assistance available?

Please visit the New York State Real Estate Education Foundation at [NYSREEF.org](https://nysreef.org) to learn how to apply for a free designation or certification course scholarship.

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](https://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](https://nysar.com) and search for upcoming courses they'll be teaching.

How do I register?

Login to portal.nysar.com.

ALREADY a seasoned REALTOR®?

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

GRI COURSE SCHEDULE VIA ZOOM



**Login to
portal.nysar.com**

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

Class hours are 9:00 a.m. to 1:00 p.m. each day, unless otherwise noted. 7.5 hours CE each, \$125 per class Members.

GRI-1 Ethics

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

Zoom

Jan. 30–31
Mar. 2–3
June 21–22
Aug. 30–31

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.
- Enhance your professionalism.

GRI-2 Business

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

Zoom

June 1–2
Aug. 3–4
Oct. 12–13

Provides the building blocks to:

- Create an effective business plan.
- Build 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

Feb. 23–24
May 11–12
Aug. 7–8
Oct. 25–26

Offers in-depth coverage of:

- Forms of agency representation and some 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

May 25–26
July 19–20
Sept. 12–13

Satisfies 1 hour of training on recent legal matters for license renewal.

Gain a complete understanding of:

- Advertising that is legal and ethical.
- Contracts, deposits, disclosures and more.
- Risk management strategies.
- Title insurance and settlement procedures.

GRI COURSE SCHEDULE VIA ZOOM



Class hours are 9:00 a.m. to 1:00 p.m. each day, unless otherwise noted.

GRI-5 Buyers

Demonstrate your value to buyers from listing to closing. Satisfies three-hour Fair Housing and two-hour agency, requirements for license renewal.

Zoom:

Mar. 15–16
June 26–27
Aug. 23–24
Oct. 30–31

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. Satisfies NYS agency training requirement (2 hours).

Zoom:

Apr. 26–27
July 25–26
Sept. 27–28

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:

May 17–18
July 27–28
Oct. 16–17

Discover the myriad elements that affect property value including:

- Types of housing.
- Appraisals and inspections.
- Neighborhoods and amenities.
- Energy efficiency and environmental issues.

GRI-8 Technology

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

Zoom:

Mar. 29–30
June 7–8
Aug. 21–22

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.*

SPECIALTY DESIGNATIONS/CERTIFICATIONS

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

Become a proficient and profitable buyer's representative, serving with quality, fidelity and confidence. Satisfies NYS agency training requirement (2 hours) for license renewal.



Zoom:

Mar. 20–23

May 15–18

July 17–20

Oct. 23–26

Pass ABR and one elective course (AHWD, e-PRO® certification, Green designation, HFR, MRP, Pricing Strategies, Real Estate Investing, RSPS course, Short Sales & Foreclosure, 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 1st year).

Required Course

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

At Home With Diversity (AHWD)



This one-day course provides a wealth of resources and exercises on business etiquette, developing an inclusive business plan and strengthening relationships with a diverse clientele.

Zoom:

Apr. 19–20

June 5–6

Nov. 1–2

Satisfies 3 hours in Fair Housing and 2 hours in Cultural Competency.

6 hours CE credit - \$125 Members.

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).



Required Courses

7.5 hours CE credit per course; which includes 2 hours each in Cultural Competency

\$150 for members per course.

**Global Real Estate:
Local Markets**

Zoom: Apr. 17–18

**Global Real Estate:
Transaction Tools**

Zoom: Apr. 24 – 25

e-PRO® Certification



Zoom: May 22–25

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

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.

Required Course

ABR/CIPS/GRI/SRS elective
12 hours CE - \$295 for members

Green – NAR's Green Designation



Zoom: Aug. 1–4

Days 1 and 2 will focus on the **Resource Efficient Home: Remodels, Retrofits, Renovations & New Home Construction**. On Days 3 & 4, learn about **Representing Buyers and Seller of Resource-Efficient Homes**. You must attend all 4 days to submit your designation application.

Complete the Green Designation course and submit application. Then maintain Green Resource Council dues: free first year; there after \$98.50/year.

Home Finance Resource Certification



Designed to teach REALTORS® how to explain key pieces of the loan origination process to clients and confidently answer questions about mortgage options.

One time application fee of \$89, no annual dues.

Zoom: June 12–13

Required Course:

ABR elective
6 hours CE - \$150 for members per course.

Military Relocation Professional Certification



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

Zoom:
Feb. 15–16
June 28–29

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

Required Course

ABR/GRI/SRS elective

6.5 hours CE - \$125 for members

Pricing Strategy Advisor Certification



Zoom:
May 1–2
Aug. 16–17
Nov. 9–10

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

Complete PSA course and submit application with \$179 one-time fee.

Required Course

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

6 hours CE - \$150 members

Real Estate Negotiation Expert Certification



Zoom: May 1–4

Gain the tips and tools needed to be a skillful advocate for your client. Designed to elevate and

enhance negotiating skills so that today's real estate professional can play the game and win.

Complete the course work and an application will be sent to you. Submit the application with one-time fee of \$159.

Required Course

14 hours CE - \$295 for members



Resort & Second Home Property Specialist Certification



Zoom:
Mar. 13–14
June 14–15
Sept. 20–21

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

Specialize in buying, selling or managing investment, development, retirement or second homes. Complete course and submit application with \$195 one-time fee.

Required Course

ABR elective/GRI elective

7.5 hours CE \$150 for members

Seller Representative Specialist Designation



Zoom:
Mar. 6–9
Aug. 7–10
Nov. 6–10

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

Gain the knowledge and skills to represent sellers. Complete the SRS course and one elective course (ABR, e-PRO®, RSPS, MRP, PSA, RENE, 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). Satisfies NYS agency training requirement (2 hours) for license renewal.

Required Course

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

15 hours CE - \$295 for members

Seniors Real Estate Specialist Designation



Zoom:
Apr. 18–21
July 11–14
Oct. 16–19

Gain the expertise to guide homebuyers and sellers, age 50 and over, through financial and lifestyle transitions. Pass the SRES course and maintain a SRES Council membership (\$99/year after first year).

Required Course

ABR/GRI/SRS elective

12 hours CE - \$295 for members

SPECIALTY DESIGNATIONS/CERTIFICATIONS

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.*

Short Sales & Foreclosure Resource Certification



The Short Sales and Foreclosure Resource (SFR®) certification is for REALTORS® who want to hone the skills that will allow them to help buyers and sellers of distressed properties.

Zoom:

Mar. 27 – 28

Aug. 28 – 29

Complete core course and submit application with one-time \$175, fee.
6.5 hours CE - \$125 members.

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.

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 nysar.com/find-a-realtor.

Appraisal Conference

Turning Stone, Verona, NY – Includes 7-hour USPAP Update course and other appraiser/real estate CE. (required every 2 years)

Appraisal Live Broadcast Classes

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

Triple Play Convention & Trade Expo

Atlantic City, NJ – Provides the 7-hour USPAP Update course and extensive CE with opportunities to network.

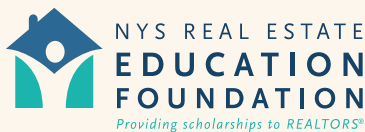
Master Real Estate Instructor Designation*



NYSAR specific designation that allows NYS-approved instructors to showcase their expertise in the areas of instruction and curriculum development. Additional information at: www.nysar.com/mrei.

**Professional Designation not affiliated with or endorsed by the National Association of REALTORS®.*

FOUNDATIONS



We offer 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



NYSAR Housing Opportunities Foundation, Inc.

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

Learn more about and support NYSAR's charitable foundations.



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.

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.



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.

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

MY BENEFIT ADVISOR

NYSAR Broker Owners have access to every option of health insurance plans from seven health insurance companies in New York State.

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 percent or more for multiple pets.

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



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



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.

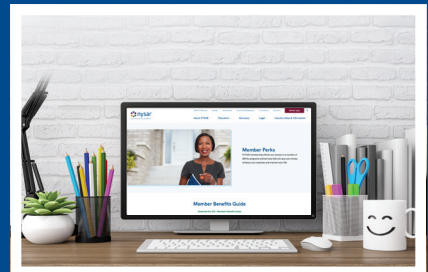
bit.ly/NYSAR-DPR

PEARL

INSURANCE

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

pearlinsurance.com/nysar
(855) 465.0200



Visit the Member Perks page atop nysar.com for more information on all our partners.

MEMBER PERKS

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

Technology



Hemlane provides leasing and property management, without taking time away from your sales business. Streamline and automate the entire lifecycle of rental management, from tenant screening to rent collection on their easy to use platform. REALTORS® receive \$250 for every landlord referral to Hemlane.

hemlane.com/nysar
(866) 387-1629



FOREWARN™
a cogint company

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



MidasIQ ensures you're receiving every tax deduction you're legally entitled to so you pay as little as possible with their financial workshops.

bit.ly/MidasIQ_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.

bit.ly/NYSAR_IDF
(877) 694-3367



JustListed.Social helps you generate leads automatically on Facebook by promoting yourself and your listings. Target buyers and sellers in a particular area and deliver compelling messaging directly to their mobile phones. Receive leads in real time and monitor the progress of your ad campaign.

justlisted.social/nysar
(561) 757-4550

Marketing



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

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

WiseAgent.com/NYSAR



Photofy is a mobile content creation platform able to help NYSAR members with "on-the-go" marketing. The Photofy platform allows you to easily personalize and share marketing assets right from your phone. The National Association of REALTORS® previously partnered with Photofy and now NYSAR has joined the fast-growing mobile marketing content app to offer New York-specific marketing assets for REALTORS® on the go.

photofy.com/nar

MEMBER PERKS

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



Office/Business



Benetech, a New York State provider of workforce management and training solutions, delivers a simple and affordable Sexual Harassment Training program, which complies with New York State's new annual sexual harassment training requirement. 24/7 on-demand webinars, quiz booklets, and more is offered!

bit.ly/BenetechNYSAR



Members now have access to new and improved flat rate pricing with savings of 50 percent on Domestic Next Day/Deferred, 30 percent on Ground Commercial/Residential and up to 50 percent on additional services. Members can take advantage of UPS Smart Pickup® service for free.

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



Whether working from home, an office building or a bit of both, make your workspace yours. From paper, ink and toner, upgraded office furniture to copy and printing solutions, use your NYSAR Office Depot Savings Program to get everything you need. Let us help you do your best work from anywhere.

officediscounts.org/nysar

Visit the Member Perks page atop nysar.com for more information on all our partners.

MEMBER PERKS

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



Travel

AVIS®

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. Members can save up to 35 percent off.

avis.com/nysar

1-800-331-1212

Code: B155163

Budget®

Save up to 35 percent 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

1-800-527-0700

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

1-800-636-0248

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.

bit.ly/NYSAR-MFS

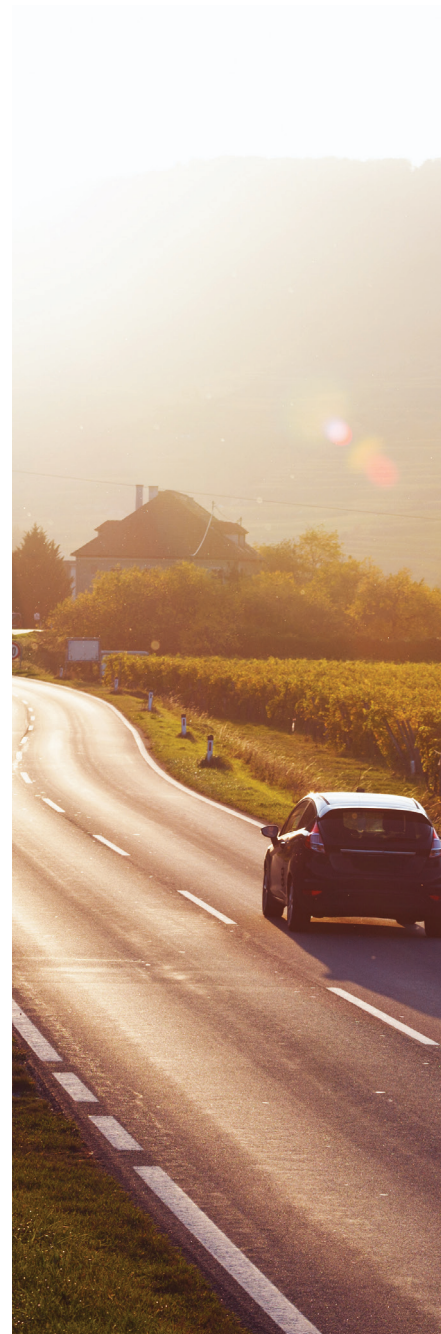
webinars@myfloodstatus.com

855-653-5663

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

Contact Marketing:

communications@nysar.com



Visit the Member Perks page atop nysar.com for more information on all our partners.

MARKETING MADE EASY!

Select. Customize. Promote!



Spread the word on social media
using customizable templates!
Ready to go from anywhere.



Learn more at www.nysar.com/photofy



Chief Executive Officer
Duncan R. MacKenzie, RCE
x200 | dmackenzie@nysar.com



**Director of Governance
and Board Relations**
Ali Mann, RCE
x203 | amann@nysar.com



**Chief Financial and
Operations Officer**
Libby Rentz
x210 | lrentz@nysar.com



Director of Education
Shenita Daniels
x220 | sdaniels@nysar.com

MEET THE CEO AND STAFF DIRECTORS



Director of Government Affairs
Michael Kelly
x215 | mkelly@nysar.com



Director of Communications
Scott Morlock
x208 | smorlock@nysar.com



**Director of
Information Technology**
Sean Dowling
x234 | sdowling@nysar.com



**Director of Legal Services
and General Counsel**
S. Anthony Gatto, Esq.
NYSAR Legal Hotline
518.436.9727

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 2023 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!

