



LIBOR proudly sponsors the Hampton Bays Lions Club 4th Annual Over the Bridge 10K Run and 5K Run Walk ...see page 11 for details.

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AUGUST/SEPTEMBER 2014

THE REALTOR®

The Voice For Real Estate™ • OFFICIAL PUBLICATION OF THE LONG ISLAND BOARD OF REALTORS®, INC. • www.LIRealtor.com

LIBOR Announces 4th Annual Member Appreciation Week

Beginning Monday, August 18, 2014 and running through Friday, August 22, 2014, LIBOR will be hosting their 4th Annual Member Appreciation Week Campaign. This event provides a formal way for LIBOR to say "thank you" to all its members and show how much they appreciate your business. All members are encouraged to visit www.lirealtor.com in the upcoming weeks for more information.

During LIBOR's Member Appreciation Week, LIBOR will highlight many of the benefits your membership affords you, many of which you may be unaware of. Realtor® members are also encouraged to take advantage of the daily giveaways and prizes that will be given away each day throughout the week.

One of the high points of the campaign is the GRAND PRIZE SWEEPSTAKES. Every participating member in good standing is entitled to one entry into the grand prize sweepstakes where they can win the opportunity to have their 2015 Annual LIBOR Dues bill paid for courtesy of LIBOR's Member Appreciation Week campaign.† Entries will be collected in a systematic way during the week long campaign and the winner will be randomly selected on or about October 1, 2014. Last year's Grand Prize Winner was Lisa Rosenblatt, of Century 21 AA Realty in Seaford; she was thrilled to have her dues paid for the year!

Your LIBOR membership with exclusive products, programs and services; is your best

investment in your future!

Here are just a few benefits of your board:

- **Education** — Whether you are a brand new agent, manager or an experienced broker, LIBOR courses have what you need. Courses, programs and seminars are packed with relevant up-to-date techniques and practical information that can be applied in everyday situations to increase productivity and earnings!

- **Public Relations/Communication** — LIBOR conducts many public relations campaigns promoting the Realtor® image through general interest pieces, as well as, community service events, covered in the local papers, social media sites and on TV. The "We're More than REALTORS®" campaign, which has brought increased awareness to community outreach and charitable involvement. Your LIBOR membership also affords you access to important industry information that can be used to grow your business.

- **Government Affairs** — LIBOR's Government Affairs Division serves as the "eyes and ears" for the local real estate industry. The Association initiates and supports proposals that protect your business interest and opposes legislation that adversely affects you and the industry.

- **Legal Helpline** — The Legal Helpline gives you direct access to a Board retained, real estate attorney, who is available to answer legal questions that may arise. The LIBOR Legal Helpline is available Monday

through Friday, 9:00am to 1:00pm to LIBOR members. Call 631-236-4105. (Please have your LIBOR number ready when calling.)

- **Professional Standards** — LIBOR offers its members and the public two distinct services regarding disagreements over the details of a real estate transaction. These services are filing an ethics complaint against a REALTOR® and requesting arbitration with a REALTOR®.

- **LI REALTORS® Federal Credit Union** — When you become a member of LIBOR, you and your family members are eligible to join Long Island REALTORS® Federal Credit Union (LIRFCU) with its advantageous programs and rates.

- **MLS Products and Services** — MLSLI is your trusted partner with an unwavering commitment to help you grow your business. Whether the initiative is driving sales, improving your business or grasping the latest technology, you'll gain unmatched expertise from our line of products and services. Our goal is to make your business, your career and your life profitable and sustainable! Visit www.mlstechs.com for more info.

- **Stratus MLS** — The MLS based system that provides agents with access to upload and view MLS listings.

Don't miss out; be sure to visit www.lirealtor.com in the upcoming weeks for more information and for the list of all the daily prizes. Remember, membership has its privileges!



2015 LIBOR DUES BILL

Your 2015 LIBOR Annual dues bill is scheduled to be e-mailed on August 25, 2014. Please make sure we have an accurate e-mail address on file for you because there will be no other form of delivery. For questions or inquiries, please call LIBOR Billing & Membership at 631-661-4800.

LIBOR Supports "The Housing Our Homeless Heroes Act"

The Long Island Board of Realtors® is proud to be a member of the Nassau/Suffolk Continuum of Care Group and honored to be working alongside the Long Island Coalition for the Homeless, The US Department of Veteran Affairs, and US Department of Housing and Urban Development. We, the Realtor® community, working as housing advocates in our Long Island communities for over 100 years, are honored to be the trusted source and a valuable resource chosen to actively participate in this initiative to end Veteran Homelessness by the end of next year. Pictured from left to right at the podium at the recent press conference announcing the act are: Town of Huntington Supervisor Frank Petrone; U.S Representative Tim Bishop; Suffolk County Legislator Steve Stern and Suffolk County Executive Steve Bellone. To the right of these folks are LIBOR Past President and NYSAR Secretary Treasurer Linda Bonarelli-Lugo and LIBOR President Bettie Meinel.



IN THE NEWS

LIBOR TO HOST 4TH ANNUAL MEMBER APPRECIATION WEEK

Beginning Monday, August 18th, and running through Friday, August 22nd, LIBOR will be hosting our 4th Annual Member Appreciation Week Campaign. This event provides a formal way for LIBOR to say "thank you" to all our members and show how much they appreciate your business. Realtor® members are encouraged to take advantage of the daily giveaways and prizes that will be given away each day throughout the week. . . **P1**

LONG ISLAND AND QUEENS OPEN HOUSE WEEKEND — September 20th and 21st — Open Houses Open Doors to Buying Opportunities!

REALTORS® across LI and Queens will be out in full force to celebrate the 2nd Open House Weekend extravaganza of 2014! **P2**

OUR SIGHTS ARE SET ON GLOBAL

Providing ongoing support about the growing international buying market. **P3**

13TH ANNUAL MLSLI TECH FAIR — Plan to attend the Annual MLS Tech Fair on Thursday, October 9th at the Crest Hollow Country Club

See back cover for details.

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LONG ISLAND
YPN Young Professionals Network

By Christina DeFalco Romano, LIBOR PR & Communications Program Manager

LIBOR's Young Professional Network (YPN) hosted a fabulous evening with the stars, honoring the 3rd Annual '20 Under 40 Rising Stars in Real Estate,' on June 25, 2014 at the Fox Hollow restaurant in Woodbury. It was a spectacular event filled with festivities, networking and dancing, generously sponsored by Robert Flower of Continental Home Loans (platinum sponsor), and Howard Fritz of One Fine Day Photography (silver sponsor).

YPN is an organization that helps young real estate professionals excel in their careers by giving them the tools and encouragement to become successful in their career. 20 Long Island and Queens real estate professionals 40 years of age or younger were chosen for their excellence in the areas of sales, leadership, community involvement and have demonstrated ingenuity, creativity, and leadership in their careers. Candidates for this award represent what the selection committee considers an overall well-rounded Realtor®. The YPN selection committee wanted to ensure they had a diverse group of finalists in terms of business niches, gender, ethnic background, and geographic location. Finally, the committee looked for compelling stories such as interesting business strategies or obstacles overcome.

Congratulations to all of the worthy recipients whose outstanding commitment to the real estate industry demonstrates that they are not just the leaders of tomorrow but the luminaries of today!

And the esteemed honorees are (in alphabetical order):

- Chris Abazis — Keller Williams Realty Landmark II — <http://www.kwqueenshomes.com>
- Shellee Afonso McCarty — Coach Realtors — <http://shellee.coachrealtors.com>
- Cynthia Aronstam — Coldwell Banker Residential Brokerage — <http://www.cindyaronstam.com>
- Cristina Callegari — Realty Connect USA — <http://www.nyhomeshowcase.com>
- Yelnia Casilla — Rockaway Properties — <http://www.rockaprop.com>
- Amy Donnelly — Coach Realtors — <http://www.homesbyamydonnelly.com>
- Gordon Lewis — Realty Connect USA — <http://www.realtyconnectusa.com>
- Eliot Lonardo — LI Finest Homes — <http://www.LIFinestHomes.com>
- Raymond Lord III — Douglas Elliman Real Estate — <http://www.elliman.com/rlord>
- Amy Martz — Coldwell Banker M & D Good Life — <http://www.mdgoodlife.com>
- Paul Mateyunas — Daniel Gale Sotheby's International Realty — <http://www.danielgale.com>
- Anthony Napolitano — Coldwell Banker Homes Realty — <http://www.anapolitano.com>
- Jaime M. Pompa-Jamin — JPJ Real Estate & Design — <http://www.jpjre.com>
- Leah Rosenberg — Charles Rutenberg

LIBOR's YPN Awards 3rd Annual '20 Under 40 Rising Stars' in Real Estate



Photo courtesy of Howard Fritz of One Fine Day Photography

- Realty — <http://www.leahli.com/>
- Damian Ross — Daniel Gale Sotheby's — <http://www.damianross.net>
- William Rugen — Century 21 Princeton Properties — <http://c21princetonproperties.com/>
- Nick Sakalis — Douglas Elliman Real Estate — <http://www.nicksakalis.com>
- Mitchell Slavuter — Prime Realty — <http://www.myprimerealtor.com>
- Karolina Slupinska — Keller Williams Realty Landmark — <http://www.KarolinaSells.com>
- Annie Tones — Realty Connect USA — <http://www.realtyconnectusa.com/annietones>

Making the night a tremendous success all in part to the seemingly effortless but undoubtedly assiduous labors of the hostess of the evening, LIBOR's YPN President Melissa Gomez and her exceptional advisory board, including Past President Kate Koplinka, Mark Donnelly, Vice President and Treasurer; Amy Donnelly, Secretary. "It is such an honor to be amongst this group of young professionals in our industry. I think it's extremely important that we continue to acknowledge these individuals for their drive, persistence, ability to overcome adversity, and successes. Congratulations to the Class of 2014." said LI YPN's President Melissa Gomez.

The Young Professionals Network (YPN) began in 2006 and was started by RealtorE Magazine as a way to help the younger generation of Realtors® build a stronger link with the real estate industry. In 2009, YPN began to expand its network by encouraging local and state associations to use the YPN model to start their own young professional's network. In 2011, the Long Island Board of Realtors® was proud to join the YPN movement and established a YPN chapter for Long Island that supports members in Queens, Nassau, and Suffolk counties. Young professionals represent the future of the real estate industry. Members of the YPN represent the next generation of leaders in our association and our community.

For more information or to join the LI chapter of YPN, visit <http://ypn.lirealtor.com/>.



SAVE THE DATE — Sept. 20 – 21, 2014

Sign up to Participate at LIRealtor.com

Join REALTORS® across Long Island and Queens for an Open House Weekend extravaganza this fall, when LIBOR hosts a second REALTOR® LI & Queens Open House Weekend—Saturday and Sunday, September 20 and 21, 2014. The Open House Weekend was organized by the Long Island Board of Realtors® in an effort to unite REALTORS® as they host thousands of open houses, while engaging consumers on the benefits of homeownership and bringing buyers and sellers together. The weekend offers buyers a stress-free way to visit homes for sale in different neighborhoods where they might want to live. For sellers, the weekend provides a high-visibility effort to promote traffic and drive home sales. Stay tuned for details on LIRealtor.com. Open houses, open doors to homeownership!

APPLICATION FOR 2015/2016 DIRECTOR AND/OR 2015 BOARD OFFICER

The LIBOR Nominating Committee will meet soon to formulate a slate of LIBOR candidates for the 2015 Officer and the 2015/2016 Director positions to be nominated to the membership. If you would like to be considered for nomination as a Director or an Officer, or if you would like to recommend another REALTOR as a nominee for one of these positions, please visit LIRealtor.com and click on Official Notice or Documents on Demand, Document #114, and submit an application no later than August 27th.

THE REALTOR®

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LIBOR's governing documents, conflict of interest policy and financial statements (including IRS Form 990) are available for inspection during regular business hours upon request by appointment.

PRESIDENT'S MESSAGE

By **Bettie Meinel**, LIBOR President



Develop Your Leadership Skills

We are now embarking on the second half of the year and of course it always starts with the summer months when we really would like to enjoy those hazy, lazy, days of summer. Hopefully you have made this part of your business plan!

The Education Conference is once again behind us and the survey says — Best ever, huge success, great education, entertainment, affiliate and sponsor product, and fun time spent with our fellow Realtors. This conference runs like a well oiled machine and always has something new and exciting in addition. Thank you to our amazing education staff that prepares year round for this one day event and of course the assistance of the entire staff for this amazing day.

Remember, there is more to come. The Tech Fair is right around the corner. Be sure to mark your calendar for October 9, 2014. There is bound to be something that you need to know about. If you have any suggestions or questions as to the content of this event there is still time to submit your ideas.

Did you submit someone for the LIBOR Awards? This is a wonderful way to recognize Realtors® that practice and promote our 'More Than Realtors®' public relations message of giving back to the community. The Public Relations Committee has been hard at work making sure that the things that are important to you, the member, are being implemented. This very active com-

mittee continues to take the steps necessary in finalizing their work for the year.

Chapter Events are well attended this year as membership sees the value in being involved. Your Chapter Leadership has done an amazing job of bringing interesting, information programs to you such as the right way to do buyer brokerage, the mock Arbitration presented by members of the Public Relations Committee, and the most recent flood issues training. Not only are members learning but having fun!

As President of the Board, it is extremely important to me that you feel connected and of value to the direction that your board is taking. Identifying areas to be improved upon and then taking action requires a lot of time and commitment. Are you someone that wants to have a say? It starts by being involved with your local Chapter. Start now to develop your leadership skills and make a commitment to help this organization be, and continue to be, the best it can be. As our industry continues to change, so will the needs of our membership. It will take all of us to search for and identify what is needed. Bring your expertise as a volunteer to this exciting organization.

Enjoy your summer and take advantage of all the exciting learning opportunities all around you over the next couple of months.

Bettie M. Meinel



7th Annual REALTORS® AGAINST HUNGER CAMPAIGN

Help feed the hungry on Long Island by supporting the Annual Realtors® Against Hunger Food Drive hosted by Long Island Board of REALTORS®, Inc. Long Island Realtors® will be collecting donations of non-perishable food items at various real estate offices throughout Nassau, Suffolk and Queens, in an effort to provide food to hundreds of local food pantries, soup kitchens, shelters and other programs that feed the hungry. A RAH launch will take place this September. Visit LIRealtor.com for details. Additionally, all the Realtor® Service Centers will be serving as collection points for members to make donations during this time.

Visit
www.lirealtorsagainsthunger.com
for more information
and to sign your office up
to serve as one of the many
Long Island Real Estate
offices participating in this
year's food drive.

We're More Than REALTORS®...



Our Sights are Set on Global

85% The percentage of high net worth Chinese buyers who send their children abroad for education,¹ making this a profitable target audience for Long Island home sales.

Long Island presents a rich opportunity for overseas buyers from an educational perspective alone. From high quality universities to the proximity of Manhattan and major international airports, our area is enjoying strong sales from buyers around the world.

Did you know that your listings are automatically translated into 11 different languages for free? That's right, courtesy of realtor.com/international just for being a Realtor®. What's more, the site allows users to convert US dollars into their currency as well as measurements into metrics. And, it averages about one million unique international visitors each month.²

NAR has many online global resources including research, cultural guides and more. Watch for the 2014 Profile of International Home Buying Activity report coming out soon; in the meantime, sign up for The Global View Blog at theglobalview.blogs.realtor.org to stay in the know about news around the world.

Contact: Lisa Stellato, Business Development Manager, lstellato@lirealtor.com, 631.661.4800 x384.

Sources: ¹Juwai.com; ²NAR YPN Lounge blog; ³realtor.org/global.

FROM WHERE I SIT

By Joseph E. Mottola, Chief Executive Officer



The issue of publishing performance ratings of agents continues to be a topic that generates interest. The reason is that there is a trend of providing consumers the opportunity to voice their opinions on products, services and individuals who deal with the public.

Retailers like COSTCO, Best Buy and Amazon.com for example, have consumers evaluating products ranging from electronics to books. What is interesting is that the public will evidently put greater stock in what another consumer will say about a product compared to paid advertising.

"Angie's List" is another example where you can find reviews of services and contractors.

What about Realtors®? Trulia, Redfin and Zillow enable consumers to rate agents. Is this a capability which should be more widely promoted? Why have these national real estate information providers done this? Simple answer? Consumers want it! Why hasn't the real estate industry done this? Evidently agents don't want it. Who will eventually get their way? The Consumers!

There's no doubt that consumers can get more info on homes than five years ago but generally you can't get information on agents' weaknesses and strengths or their performance records. How many homes have they sold? What's their record of Days on Market? What were these agents' records with respect to the final selling prices of their homes com-

pared to the listing prices? Would you want to know if you were buying or selling a home which agents seem to have better performance stats?

So we ask, "Is this the type of information that should be provided to consumers?" If so, who should provide it? MLS? Realtor® sponsored public websites? Or should it be left to third parties like Zillow and Trulia? Is there a way to provide input into the process so they are relatively fair? What about bogus negative evaluations of a competitor's performance?

When you think about it, the restaurant industry lives with this. How many of you check out ratings on a restaurant before you try it out? Will you still go if some of the ratings are negative? It probably depends on the number of evaluations and taken as a whole what they say about the establishment.

You can see that the subject matter is a sensitive one with no broad based leaning as of yet to move in this direction. However, you cannot ignore that some 200,000 people have submitted agent ratings to Zillow alone and that the overall business trend is to seek the public's comment on performance of individuals and products. It's certainly an area worth monitoring. It may be uncomfortable to some but it certainly lends itself to self marketing by Realtors® who are capable and secure about their capabilities and public successes.

"...publishing performance ratings of agents continues to generate interest."

EXECUTIVE PLANNER

AUGUST 2014

8/14 — Thursday
HAMPTONS CHAPTER NETWORKING COCKTAIL PARTY
 5:00PM — Southampton Social Club, 256 Elm Street, Southampton, NY 11968. Open Bar, Appetizers and Networking! New Members Welcome! For more details and to register, visit:
<http://hamptons.libor.com/newsevents/events-page/>

passionate community leader & family man. For more information about WCR, membership and upcoming meetings, visit: wcrli.org

9/11 — Thursday
LIBOR EXECUTIVE COMMITTEE MEETING
 9:00AM — LIBOR West Babylon. For details email: adminsupt@mlsli.com.

9/18 — Thursday
MLS BOARD OF DIRECTORS MEETING
 9:30AM — LIBOR West Babylon. For details email: adminsupt@mlsli.com.

SEPTEMBER 2014

9/3 — Wednesday
MLS EXECUTIVE COMMITTEE MEETING
 9:00AM — LIBOR West Babylon. For details email: adminsupt@mlsli.com.

9/23 — Tuesday
LIBOR BOARD OF DIRECTORS MEETING
 9:30AM — LIBOR West Babylon. For details email: adminsupt@mlsli.com.

9/5 — Friday
WOMEN'S COUNCIL OF REALTORS®
 9:00am — Hamlet at Wind Watch, Hauppauge. Guest Speaker: Glenn Bill, accomplished salesperson, passionate business owner, champion coach, com-

September 28 — October 1
NYSAR FALL BUSINESS MEETINGS — VERONA NY

MEETINGS & EVENTS: For all Special Events & Chapter information, call Jaclyn Indrigo, LIBOR CHAPTER/DIVISION LIAISON @ 631-661-4800 ext. 361. All Chapter Meetings & Events are posted online on each chapter website. Go to <http://www.libor.com/chaptersanddivisions/default.aspx>.

Chapter & Division meetings & events information may be found on STRATUS — click on MLS/LIBOR EVENTS CALENDAR and/or on the INFO CENTER PAGE under NEWS. Chapter & Division meetings & events information may also be found on www.libor.com under UPCOMING EVENTS.

MEMBERS & NON-MEMBERS MAY REGISTER & PREPAY ON-LINE for Chapter/Division meetings & events! Go to: <http://www.mlsli.com/chapterreg/meetings.asp> (VISA, MASTERCARD, AMEX & DISCOVER accepted).

NOTE: Online registration CLOSED at 4:00pm on the day before event.

WELCOME NEW MEMBERS AND PARTICIPANTS

Todd A. Bass
 TA Ent Perfect Homes Realty

Madonna M. Calixte
 Today's Choice Properties

Ene Crooks
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We're More Than REALTORS®...

By Christina DeFalco-Romano PR & Communication Programs Manager



LIBOR Joins Forces with Rebuilding Together LI to Restore Homes for those in Need



The Long Island Board of REALTORS® Inc. (LIBOR) rolled up their sleeves to work alongside Rebuilding Together Long Island (RTLIL) on a volunteer project that took place at a private residence in Seaford on Thursday, May 22, 2014.

Our members volunteered their time to help RTLIL build a wheelchair accessible handicap ramp and other home repairs. The installation of the ramp will allow the homeowner, a World War II Marine Veteran and his wife of 64 years, to receive the medical attention that they need; enabling them to come and go from her home with ease.

In addition to contributing time, earlier this year LIBOR made a \$2,500 donation to the organization, so they can fulfill their mission of helping to rebuild the homes and lives of people in need. Rebuilding Together Long Island is dedicated to restoring the homes of economically disadvantaged homeowners who are elderly, disabled, and/or single-parent families, so they may continue to live in comfort with dignity and independence. Their committed staff of 300 volunteers is the backbone of the organization.

These sponsorship was made possible through the Long Island Board of REALTORS® "We're More Than REALTORS®..." initiative. Created by the LIBOR Public Relations committee in 2006, the campaign supports numerous programs and charitable community organizations.

LIBOR Sponsors 3rd Annual "Belmont Stakes" Blue Ribbon Run/Walk for Prostate Cancer®

LIBOR through was proud to be a sponsor of the 3rd Annual "Belmont Stakes" Blue Ribbon Run/Walk for Prostate Cancer® which took place at prestigious Belmont Park on Sunday, June 1, 2014. In 2012 the Integrated Medical Foundation organized the first ever 5K evening run through historic Belmont Park, ending at the actual finish line of the Belmont Stakes Racetrack, and this year was another spectacular evening at the park.

The "Belmont Stakes" Blue Ribbon Run for Prostate Cancer® raises critical funds for prostate cancer education, support and screenings, and also serves to kick off Belmont Stakes Festival week, the week-long celebration leading up to the Belmont Stakes horse race. With over 2,000 participants and 700 runners, approximately \$100,000 was raised for this worthy cause.

"It was a wonderful event filled with a wealth of information and insight on the disease and the efforts being made to find a cure. With so many healthcare practitioners on-hand I was able to get all my questions answered plus be screened to boot," said Carlos Diaz, LIBOR Public Relations Committee Chairperson, who was not only there to support the event but ran the 5K as well.

North Fork Chapter Sponsors Habitat for Humanity Orient Project



LIBOR's North Fork Chapter is proud to be a sponsor of the Habitat for Humanity Orient Project, which held its Opening Demolition Ceremony on July 14, 2014 at the project location in Orient. Funds for this sponsorship, \$2,500, were raised at the North Fork Chapter Summer Sunset Barbeque and Fundraiser held last September at Founders Landing in Southold.

The new Orient home, which will replace the previous structure, will be the first Habitat project in Southold Town. Suffolk County offered the property to Southold Town in March and has since pro-

vided \$10,000 in funding for the project through a Community Block Grant. If you are interested in volunteering with Habitat or for more information on the Orient Project please visit habitat.suffolk.org.

The North Fork Chapter of LIBOR was organized in the Fall of 2012 to better serve realtors in this unique area. The Chapter encompasses some of Long Island's most unspoiled geography with its wineries, farmland, boating and recreational offerings. Its members service a market of primary and vacation homes as well as land sales for various development opportunities.

Central Nassau Chapter Cruises the Great South Bay

Tuesday, July 22nd, was a perfect summer evening for LIBOR's Central Nassau Chapter to cruise the beautiful Great South Bay, during the Chapter's annual "Fire Island Excursion." The festivities began aboard the "Moonchaser" cruise boat, sailing amongst magnificent sunsets to Flynn's Restaurant in Fire Island. Barbara Gunn, CNC Treasurer, did a wonderful job organizing the event and handling the unexpected change of date, due to last week's terrible stormy weather. Despite the change, they had a great turnout!

In addition to board members Barbara Gunn, Peter Caruso, Helena Veloso, Angela Romano, Ryan Donnelly, Marie



Grant, Monica Altmann; LIBOR President Elect Laura Copersino and LIBOR Treasurer Mary Alice Ruppert, as well as many Chapter sponsors also joined in on the exciting evening.

Nassau South Shore Chapter Raises Funds for the Jason Gruen Foundation

The Nassau South Shore Chapter held their annual fundraising "Casino Night" on Thursday, June 19, 2014 at Bridgeview Yacht Club in Island Park. It was a jubilant night of festivities with proceeds raised to benefit the Jason Gruen Foundation.

The Jason Gruen Foundation was founded by Susan Gruen Helsinger, LIBOR Nassau Vice President, when her son, Jason, died suddenly while walking into his first period class at Manhasset High School in 1985. Jason died of an

undetected heart condition known as Idiopathic Hypertrophic Subaortic Stenosis and Cardiomyopathy. The foundation raises money and awareness for children with heart ailments as well as providing services such as free heart screenings for children at public schools.

This is an extremely important program that has received a great amount of attention and many awards. For more information on echocardiogram and EKG screening programs please visit <http://www.thejasongruenfoundation.org/>.

Pictured at the event are (l-r seated) NSSC President Gloria Rabson, LIBOR Nassau Vice President Susan Helsinger, NSSC 1st Vice President Carol Gallo-Turschmann, (l-r standing) LIBOR Past President Marian Fraker-Gutin and NSSC Director Carol Sparaco.



WCR & Suffolk North Shore Chapter Networking Breakfast and Education Program



Photo courtesy of Howard Fritz One Find Day Real Estate

The Women's Council of REALTORS® and the Suffolk North Shore Chapter held a joint networking breakfast and education program on Friday, August 01, 2014 at the Islandia Marriott. Special guest speaker Rich Hart, International Real Estate Consultant and Trainer, spoke to the crowd on "There is No Box! Low Budget Marketing... for

High Dollar Results!" Detailing how to explore greater ways of reaching the world with a low budget layered marketing plan and identifying generational marketing differences through cost effective and profitable means to spread the word that you are the professional of choice. This meeting also served as installation of new WCR members.

MLS LI INFO LINE

By Anthony Atkinson, MLS LI President



Next Level of Convenience and Protection

In today's real estate market the needs of consumers are changing and evolving faster than any other time. Consumers are looking to Realtors® for the most convenient way to complete their transaction.

The question constantly on my mind pertains to the fastest way to get buyers, sellers and other parties to the transaction, to sign and return documents. Given that consumers have access to real estate information online, what can real estate agents do to demonstrate that they can get the transaction done with the least inconvenience to the consumer?

I can summarize it in one word that will take your business to the next level of convenience: E-SIGNATURE.

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MLS signed an agreement with Instanet Solution, our online forms supplier, to provide the Authentisign account (E-signature) FREE to all members. It couldn't be easier. Authentisign works the way signings do in real life. You can easily add reviewers in addition to the signers, so agents and attorneys can review documents before they are presented to clients for signature.

And since all signers and reviewers can access the documents online at any time before or after the signing, you don't have to worry about having your completed

files in a paper format with you at all times.

Over the past few months I received a few complaints from our participants indicating that their listings have been shown by non-members of the MLS without discussing a co-broker agreement before showing; a demand is made for compensation after. In an effort to protect our participants from non-members showing MLS listings and demanding the compensation that is offered to our participants, the MLS Board of Directors recently voted to add the following language to the listing agreement, "Offers of compensation are for MLS LI Participants Only." The Directors also voted to add the same language to the Stratus broker full printouts. I don't believe this is the cure all, but it's one step in the right direction to protect our participants and limit the number of non-member demand for compensation. As a MLS LI participant you have to fully cooperate with all Realtors®. However, you are not obligated to compensate non-members of MLS LI.

Great news regarding listings that are withdrawn and are coming back to the market. "Back on the Market," (BOM), will be the new status for withdrawn listings that are put back on the market if the listing agreement has not expired. The status change will take place with the withdrawn MLS number. This will eliminate the process of entering a new listing.

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RPAC UPDATE
By Liz English,
RPAC Chairperson

It's That Time of Year

As of August 6, 1187 LIBOR members of 21,687 have invested in the Realtors® Political Action Committee. That is a mere 6% of our members!! As of the same above date, we have raised \$87,300; our goal, set by NAR, is \$283,230. That is less than 3% of what NAR expects LIBOR Realtors invest!! As you can deduce, thank goodness many members invest much more than their fair share. Please thank them because, IF you are not an investor, you are benefitting from their investment!! Your RPAC investment has

1. Reformed the National Flood Insurance Program
2. Defeated a plan to mandate a 20% down payment
3. Enacted a 2-percent property tax cap
4. Crushed numerous proposals to increase real estate transfer taxes
5. Enacted a law in Suffolk County to combat Cooperative Housing discrimination

Your RPAC investment will

1. Preserve Mortgage Interest Deduction (MID) and the Property Tax Deduction

2. Work towards reestablishing Mortgage Debt Relief

3. Support LIBOR and NYSAR efforts to pass a statewide law to combat Cooperative Housing discrimination

4. Help reform Fannie Mae and Freddie Mac

5. And continue to fight any laws which may impede the transfer of real estate

If you want to stay in business, please invest in your business. Your investment will buy you a seat at our legislators tables because if we are not at the table, we Realtors® risk being on the menu. PLEASE remember to include your 2014 RPAC investment when you pay your 2015 dues!!

Liz English

*THESE LIBOR MEMBERS HAVE PLEDGED RPAC CONTRIBUTIONS. NOTE: Due to space considerations, a complete list of RPAC contributors will be available online @ LIRealtor.com



COUNSELOR'S COMMENTS

By Cathy Nolan
Goldson, Nolan & Connolly, P.C.
General Counsel

Agency Disclosure Forms and Related Matters

Q. When must I obtain an agency disclosure form from a buyer or seller?

A. At the first substantive contact, which means at the time you begin speaking with them about transacting real estate business.

Q. Does that mean I should have one signed by all buyers who come into my Open House?

A. It seems like a good idea to me!

Q. If I have a buyer customer, do I check off "buyer" and "broker's agent" on the right side of the disclosure?

A. No! You check off "seller" and "broker's agent" on the left side of the disclosure.

Q. That is not what we do in my office!

A. Then your office is doing it wrong!

Q. When do I check off "buyer" on the disclosure?

A. When the buyer is your client.

Q. I am a buyer's agent and the listing agent wants a copy of the disclosure signed by my buyer when I make the offer.

A. He cannot have it! You may never give a document signed by one party to another party without the approval of the party whose signature it is unless you want to encourage identity theft! You

give the listing agent a disclosure you fill out showing you are working for the buyer as a buyer's agent (all on the right side of the disclosure) and give it to the listing agent for his seller client to sign, acknowledging you have disclosed to him that you work for the buyer. If the listing agent does not return it to you signed by the seller, and he is only required to present it to his client, he cannot compel his client to sign (see identity theft issue) you sign the Affirmation under Section 443(3) (f) stating you gave it to the seller and he refused to sign it.

Q. When I represent the buyer, I only have him sign an agency disclosure form, not an agreement because buyers are not comfortable signing an agreement for exclusive representation. Is that ok?

A. Sure, if you like working for free!

Q. I will get paid out of the transaction, won't I?

A. By whom? If the buyer does not think he has to pay you for your services and there is no offer of compensation to a buyer agent by a listing agent and the seller refuses to pay you, who is responsible?

Q. But what can I do if the buyer refuses to sign an agreement to pay me?

A. Work for the seller!

Congress Must Pass Mortgage Debt Forgiveness and the Terrorism Risk Insurance Act

By Government Affairs Department

With the job market finally recovering it is imperative that congress pass Mortgage debt forgiveness and terrorism risk insurance. If mortgage debt forgiveness does not pass then more homes will turn into foreclosures rather than short sales. Also if terrorism risk insurance is not renewed then we could see commercial building come to a halt because businesses will not want to take on the added costs of operating in a high risk area.

Mortgage Debt Forgiveness. REALTORS® Federal Political Coordinators (FPC), the primary REALTOR® contacts for Members of Congress, are asking lawmakers to Co-Sponsor H.R 2994 (House) or S. 1187 (Senate) and ask Congressional Leaders to move the bill quickly to reinstate the provision (it expired at the end of 2013). If distressed homeowners have to pay tax on this phantom income from forgiven debt, many will not go through with short sales or workouts and will go into foreclosure. Realtors® are also hoping that it is made retroactive so that it covers sales that have occurred since the 1st of this year.

Terrorism Risk Insurance Act. FPC's should ask lawmakers to act quickly to reauthorize the Terrorism Risk Insurance Act (TRIA) of 2002 before it expires at the end of 2014. Terrorism risk insurance is critical to securing financing in commercial real estate; without it property values may drop and construction and development may stall.

We will keep you updated on these important agenda items.

Realtors® Journey to Albany for Lobby Day



Pictured on Lobby Day are (l-r) Realtors® Frederic Greene, Dorothy Aschkar, Deo Gangaram, Joelle Viard-Jackson, Laura Copersino (LIBOR's President Elect) and Kieko Aikawa with NYS Assemblyman David Weprin.

On Tuesday, June 10, 2014 LIBOR members journeyed to Albany to lobby imperative legislative issues that matter to our industry. Among these issues are fairness in cooperative housing, stopping onerous tax increases including real estate transfer taxes and mortgage recording taxes and fighting for changes to the scaffold law.

This annual trip provides the opportunity for hundreds of REALTORS® from around New York State to visit their elected officials and present their positions on key issues which advocate and protect the American dream of home ownership.

There's No Time Like the Present for REALTOR® Safety September is REALTOR Safety Month

Knowledge. Awareness. Empowerment. These are the core components of REALTOR® Safety. And helping our members understand the risks they face can mean the difference between life and death.

To help remind us to know the dangers we face every day, to be aware of our surroundings, and empower ourselves with precautions and preparations so that we can avoid risky situations, and as part of the National Association of REALTORS® (NAR) ongoing efforts to keep our members safe, they dedicate September to kick off safety efforts.

This is just the start of their commitment to empowering our members. NAR has also developed REALTOR® Safety materials for use throughout year, including:

- New webinars on REALTOR® Safety, presented by industry experts.
- Quarterly safety messages focusing on seasonal tips for on the job and at home.
- Expansion of client safety materials and resources.

Visit www.REALTOR.org/Safety for all tools and resources that will help keep you personally and professionally safe.

LIBOR's New Affiliate Membership Program Gaining Ground — 73 Participants & Counting!

Affiliate Members receive many opportunities for networking, sponsorships, marketing and more to help increase their visibility within our real estate community. Please support our Affiliates — see the full directory at lirealtor.com/affiliates/directory and find out which members would make excellent new business contacts for you.

Put the Affiliate Membership Program to work for you! Simply refer your business contacts to join, and you can earn \$50 American Express® Gift Cards.* Contact: Lisa Stellato, Business Development Manager, lstellato@lirealtor.com, 631.661.4800 x384.

*See lirealtor.com/affiliates for full program details.

New Member Spotlight

- RGS Energy
- EverBank
- GeoData Plus
- Financial Equities Mortgage Bankers
- Cook Maran & Associates
- Wash On Wheels
- United Mortgage Corp.
- Jinti Real Estate Marketing Services
- Think Kitchen
- Jack Stuart Beige & Associates
- Suburban Exterminating

DESIGNATION & PROF DEVELOPMENT

NEW YORK STATE REALTOR INSTITUTE
2014 GRI, SRES & ABR & GREEN Designation Course Offerings (All NYSAR Classes)
 To register for GRI & All Designation courses, call NYSAR @ 518-463-0300.
 Each module approved for NYS CE credit.



SRS — SELLERS REPRESENTATIVE SPECIALIST
 15 hours CE Credit/\$295 Members
 Woodbury 8:30AM – 5:30PM Aug 19 & 20

GRI 409 — EQUAL AND ETHICAL SERVICE
 Approved for 15 hours CE Credit/\$225 Members
 Woodbury 8:30AM – 5:30PM Sept 11 & 12

GRI 402 — REAL ESTATE LEGAL ISSUES
 15 hours CE Credit/\$225 Members
 Woodbury 8:30AM – 5:30PM Sept 15 & 16

ABR — ACCREDITED BUYER REPRESENTATIVE
 15 hours CE Credit/\$295 Members
 Jackson Heights . . . 8:30AM – 5:00PM Sept 22 & 23

GREEN — 100 RE for a Substantial Future
 7.5 hours CE Credit/\$150 Members
 Woodbury 8:30AM – 5:30PM Oct 22

GREEN — 200 The Science of Green Building
 7.5 hours CE Credit/\$150 Members
 Woodbury 8:30AM – 5:30PM Oct 23

GREEN — 300 Greening Your Real Estate Business
 7.5 hours CE Credit/\$150 Members
 Woodbury 8:30AM – 5:30PM Oct 24

SRES — Senior Real Estate Specialist
 12 hours CE Credit/\$295 Members
 West Babylon. 8:30AM – 5:30PM Oct 23 & 24

GRI — 409 Equal and Ethical Service
 15 hours CE Credit/\$225 Members
 Riverhead 8:30AM – 5:30PM Oct 30 & 31

HOMES — Housing Our Military with Excellent Service
 15 hours CE Credit/\$225 Members
 West Babylon. 8:30AM – 5:30PM Nov 13 & 14

LIBOR Education Class Cancellation Policy: Full refund will be issued if cancellation is made 3 or more business days prior to class. NO REFUNDS if less than 3 business days — Education CREDIT will be issued for use within one year. Students who DO NOT SHOW for class will LOSE entire tuition. LIBOR reserves the right to cancel class if minimum enrollment is not met.

In Case of Inclement Weather: If your class needs to be cancelled/delayed start due to inclement weather, information will be posted on www.mlsstratus.com and also on our automated voice mail message on 631-661-4800 by 7:00 a.m.

CONTINUING EDUCATION

ROOKIE NEW AGENT TRAINING COURSE
 Approved for 7.5 hours NYS CE credit.
 Sept 15 Day 1 West Babylon 9:00AM – 1:00PM
 Sept 15 Day 2 West Babylon 9:00AM – 1:00PM
 Sept 15 Day 3 West Babylon 9:00AM – 1:00PM
TUITION: w/o CE with CE
 LIBOR Licensing Students/Members FREE \$65
 Non-members \$150 \$215

REALTOR SHORT SALE CERTIFICATE PROGRAM
 Approved for 15 hours NYS CE credit.
 Upon successful completion students will receive certificate & RSSP pin.



Aug 8 Woodbury 9:00AM – 5:30PM
TUITION: \$175 LIBOR Members, \$225 Non-members
INSTRUCTOR: Cathy Nolan Esq. & Linda D'Amico
 Satisfies 3 hours of Fair Housing training as required by Dept. of State (on second day of class). Satisfies 2.5 hours of Mandatory Ethics training as required by NAR (on second day of class)

FLORIDA LICENSING COURSE COMING SOON ONLINE!
 Visit our website: www.lirealtor.com/education

FAIR HOUSING AWARENESS IN SALES & RENTALS
 Approved for 3 hours of Fair Housing Training as required by Dept. of State for those renewing their license after July 1, 2008.
 Sept 19 Woodbury Instructor: Nick Gigante
TIME: 9:30AM – 12:30PM
TUITION: \$25 LIBOR Members, \$40 Non-members

THE RULES OF THE REAL ESTATE GAME — MLS PROCEDURES & RULES: SITUATIONS AND SOLUTIONS
 Approved for 3 hours NYS CE credit.
 Aug 14. Woodbury 9:30AM – 12:30PM
TUITION: \$20 LIBOR Members, \$45 Non-members
INSTRUCTOR: Hank Cardello

NYS AGENCY DISCLOSURE FORM

AMENDED NYS AGENCY DISCLOSURE FORM
 Approved for 4 hours NYS CE credit — The NYS agency law and form was amended and takes effect January 1st. The new form, which is required in all residential transactions, will permit consumers to give their "Advance Consent to Dual Agency" representation. This amendment will alleviate any confusion about which party is represented by a real estate broker, will increase transparency of the real estate process and offer protections for consumers as well as real estate brokers and agents. In this course, you will receive an overview of agency representation, fiduciary duties, the new form and option of "Advanced Consent to Dual Agency", how to explain this option to customers and clients and the benefits and protections that this new form offers you.
Please email drivers@lirealtor.com if interested.
TUITION: \$40 LIBOR Members • \$70 Non-Member

NOTARY PUBLIC

NOTARY PUBLIC TRAINING SEMINAR
 August 14. West Babylon 1:30PM – 4:30PM
INSTRUCTOR: Sal D'Agate, REALTOR
TUITION: \$35 LIBOR Members • \$55 Non-members

7.5HR CONTINUING EDUCATION

SUMMER 2014

WEST BABYLON • 9:00AM-5:30PM
 8/27 — Don't You Wish You Hadn't Done That EF
 9/4 — Professional Conduct Has It's Rewards EF
 9/13 — Selling Commercial & Investment Properties: Issues, Money & Law F
 9/15 — Buyer, Brokerage and Ethics: The Right Choices E
 9/22 — Single Family Investment Properties Buying, Managing & Selling EF

JACKSON HEIGHTS • 9:00AM-5:30PM
 8/11 — Be My, Be My Buyer EF
 8/14 — Who Do you Really Work For...The Buyer? EF
 8/20 — Risk Management Solutions! What Every Realtor Should Know EF
 9/5 — Building a Better CMA: Applying the Principles of Residential Appraising EF
 9/10 — Say Hello to A Good Buy
 9/19 — Counseling Your Buyer Client and/or Customer...How To Spend Less time with the Buyers & Make More Money E
 9/26 — Listing Power: If You Have Them...They Will Come EF

WOODBURY • 9:00AM-5:30PM
 8/13 — Our Business Is Changing...Are You Upto Date? EF
 8/18 — Don't Get Bitten! What You Don't Know Will Hurt EF
 8/21 — New Market, New Skills Retool...RIGHT NOW! EF
 9/22 — NEW!! Who Do you Really Work For...The Buyer? EF
 9/26 — Be My, Be My Buyer EF
 9/29 — Property Management: Managing 1-4 Family Homes EF

RIVERHEAD • 9:00AM-5:30PM
 8/20 — Be My, Be My Buyer EF
 8/26 — Say Hello to A Good Buy EF
 9/8 — Short Sales in Today's Real Estate Market EF
 9/17 — Risk Management Solutions! What Every Realtor Should Know EF
 9/22 — Wheel Estate or Real Estate...Stop Spinning Your Wheels EF

BEST WESTERN MILL RIVER MANOR, ROCKVILLE CENTRE • 8:30AM-5:00PM
 8/18 — Residential Rental Opportunities, Pitfalls & Safeguards EF
 8/27 — Environmental Construction Concerns in Residential RE EF
 9/4 — NEW!! Who Do you Really Work For... The Buyer? EF
 9/16 — Don't Get Bitten! What You Don't Know Will Hurt EF
 9/29 — Understanding Like-Kind Exchanges Under Section 1031 of the Internal Revenue Code to Benefit Both Clients & Customers E

F APPROVED FOR 3 HOURS OF FAIR HOUSING TRAINING AS REQUIRED BY DEPT. OF STATE FOR THOSE RENEWING THEIR LICENSE AFTER 7/1/08.
 E ALSO APPROVED FOR AND SATISFIES NAR MANDATED ETHICS COURSE REQUIREMENT FOR REALTORS NEEDED BY 12/31/16.

SEE PAGE 11 FOR MORE EDUCATION CLASSES!!

REGISTER BY TELEPHONE: 631-661-4800 x 21 • TO REGISTER ON-LINE OR FOR DIRECTIONS, VISIT OUR WEBSITE AT LIREALTOR.COM/EDUCATION



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TECHNOLOGY AND SATURDAY COURSES

SATURDAY CLASSES:

WEST BABYLON

Sept 13 Selling Commercial & Investment Properties: Issues, Money & Law (Lecture)
Sept 20 Get Ready for All New MLS Stratus (Hands On)

WOODBURY

Aug 23 Best and Latest Features of Stratus, Find and Listingbook (Lecture)
Sept 13 Get Ready for All New MLS Stratus (Hands On)

LIBOR EDUCATION (Continued from page 10)

TECHNOLOGY AND SATURDAY COURSES

7.5 Hours CE Credit · TIME: 9:00AM – 5:30PM

GET READY FOR ALL NEW MLS STRATUS (Hands On)

WEST BABYLON Aug 27 & Sept 8, (SAT) 20, 23
JACKSON HEIGHTS Jul 29, Aug 7
WOODBURY Jul 24, Aug 14, 26, Sept 9, (SAT) 13, 22
RIVERHEAD Aug 21, Sept 10

STRATUS LITE & EASY (Hands On)

WEST BABYLON Sept 4
JACKSON HEIGHTS July 16
RIVERHEAD Jul 23

GET THE MOST FROM STRATUS MAPS & CMA (Hands On)

WEST BABYLON Sept 11
JACKSON HEIGHTS Aug 18, Sept 30
WOODBURY Jul 17, Aug 7, 20, Sept 17
RIVERHEAD Sept 23

BEST & LATEST FEATURES — FIND, LISTINGBOOK & INSTANET

WOODBURY (SAT) Aug 23, Sept 3

TAKE YOUR DESK ON THE ROAD (Hands On)

WOODBURY Jul 15, Aug 12
RIVERHEAD Aug 26

WHY SHOULD I LIST MY HOUSE WITH YOU? (Hands On)

JACKSON HEIGHTS Sept 16
WOODBURY Sept 30
RIVERHEAD Aug 6

KEEP YOUR SELLERS REAL & YOUR LISTINGS HOT (Hands On)

WEST BABYLON Sept 24
WOODBURY Jul 21

FINDERS KEEPERS: Search Nationwide for Listings Property & Community Info (Hands On)

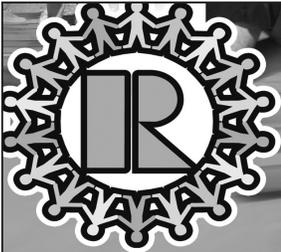
WOODBURY Jul 28, Aug 18
RIVERHEAD Sept 19

NEW COURSE! INVESTIGATING REAL ESTATE FROM NEW YORK TO CALIFORNIA (Hands On)

WEST BABYLON Sept 18
WOODBURY Aug 28

MONEY MAKING SOLUTIONS YOU CAN'T LIVE WITHOUT (Lecture)

WEST BABYLON Sept 30



The Long Island Board of REALTORS®, Inc.
proudly sponsors the Hampton Bays Lions Club's
4th Annual Over the Bridge 10K Run and 5K Run/Walk

When:

Saturday, September 13 at 9:00 AM (start)
Registration starts at 7:00 at Middle School and participants will be bused to start at Warner's Park. Last bus to leave at 8:30.

Where:

Hampton Bays Middle School,
Ponquogue Ave.

Cost:

\$25 pre-registered (postmarked by 9/8/14)
First 400 entrants guaranteed a T-shirt.
\$30.00 race-day. Children 14 and under \$10.00.

Proceeds to Benefit:

Smithtown Guide Dog Foundation, Hampton Bays Library, Boy and Girl Scouts, Booster club, Little League Baseball, the Dominican Sisters and local scholarships.

Online Registration:
www.islandrunning.net

Thursday, October 9th 2014
8am to 4pm
Crest Hollow Country Club, Woodbury

FEATURED SPEAKERS



Marilyn Wilson
Founding Partner
RE Technology & WAV Group



Avi Gupta, Ph.D.
President & CEO
SmartZip



Les Sulgrove, CRS
Broker Associate
Keller Williams Greater Des Moines



Max Pigman
Senior Vice President & Chief Ambassador
Realtor.com



Linda Davis
Broker Associate
REMAX, Ledyard, CT



Krishna Malyala
CTO
TLC Engine - True Lifestyle Cost



Keith Wick
Founder
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