



# Realty Notes



CCBR Volume No. XXVI Issue No. 12

December 31, 2011

## January

- 1 Happy New Year
- 2 Board Office Closed
- 5 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 10 Board of Directors, 8:30 AM Board Office
- 12 Public Relations Meeting 9:00
- 13 Membership Meeting



## February

- 1 Public Relations – Begin Board Food Collection for St. Susan’s Kitchen.
- 2 MLS/Computer Committee Meeting, Board Office 8:30AM
- 12 NYSAR Leadership Conference, Desmond, Albany, NY
- 13 NYSAR Winter Business Meetings, Desmond, Albany
- 14 Board of Directors, 8:30 AM Board Office



## *Presidential Message*

As your new president I must admit I came into this position with a great deal of hesitancy, fearing I might fall short of your and my own expectations. It was only after our trip to Albany (Jan, Rick and myself) and our victorious win to fight the Buffalo board’s request for a name change that my confidence and enthusiasm started to blossom. Also, of course, Rick’s willingness to stay on board yet another year and his poignant comment " why wouldn't you be involved...it's your livelihood".

So here I am at the helm and I must say I am excited and looking forward to this new adventure. Everyday we all can and should learn something new, our business is forever changing with new and exciting things. I challenge each of you to sharpen your tools this year and kick your professionalism up a notch. We have no simple job. Our job is to help people make one of the biggest life-changing decisions of their life. They don't take it with a grain of salt and neither should we.

Thank you to all the Board and Committee members for what you have already contributed and for what you are about to contribute this year. We have a new MLS system coming that we are all so excited about and can't wait for you all to experience it... and it is NOT mlxchange-buffalo!

Something New! Be sure to read your news letters each month. If you are one of the first 3 (member) callers to identify the correct hidden license number, your name will be entered into a year end drawing to receive \$100.00 towards your 2013 Board dues.

Best Wishes for a Happy and Profitable New Year!

Your 2012 President,  
*Donna Breen*

## Cusack Center Pilot Program

We are partnering with Cusack’s Real Estate Learning Center to offer classes via streaming at our Board Office!

Check the Education on the Calendar on pg 3 for available classes.

Minimum required.



Ann Brigiotta of Coldwell Banker Phil Mathyer missed out on \$10.00! She didn't catch her license registration number in last month's newsletter.

**NEW!!!!**

Beginning this month and ending November 2012... Be one of the first 3 members to call with the correct name of the member whose license # is published to get entered into a drawing for \$100 off Board Dues for 2013!

### January Birthdays

|                  |                        |                  |                          |
|------------------|------------------------|------------------|--------------------------|
| 1 <sup>st</sup>  | <i>Gary Proctor</i>    | 19 <sup>th</sup> | <i>Milt Sager</i>        |
| 3 <sup>rd</sup>  | <i>Dale Babski</i>     | 22 <sup>nd</sup> | <i>Tony Benedetto</i>    |
| 6 <sup>th</sup>  | <i>Becky Colburn</i>   | 23 <sup>rd</sup> | <i>Virginia Anderson</i> |
| 7 <sup>th</sup>  | <i>Steve Holt</i>      | 24 <sup>th</sup> | <i>Ed Miller</i>         |
| 8 <sup>th</sup>  | <i>Richard Smith</i>   | 25 <sup>th</sup> | <i>Lisa Penharlow</i>    |
| 12 <sup>th</sup> | <i>Cindy McNallie</i>  | 28 <sup>th</sup> | <i>Carol McKotch</i>     |
| 13 <sup>th</sup> | <i>Paula Loveless</i>  | 28 <sup>th</sup> | <i>Roger Britz</i>       |
| 16 <sup>th</sup> | <i>Dolores Szukala</i> | 29 <sup>th</sup> | <i>Tom Panasci</i>       |
| 18 <sup>th</sup> | <i>Mary Jaynes</i>     | 31 <sup>st</sup> | <i>Lou Wineman</i>       |

### MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, December 1, 2011.

Present were: Rick McMahon, MLS Chair; Craig Gleason, Computer Chair; David Garofalo; Julie Levinson; Sandy Haines; Lynn Weaver, MLS Coordinator and Jan Murray, Executive Officer

Excused: Donna Breen; Denise Whipp; Paul Liuzzo

**VORSTAR, SoftMLS** Are working with Promatch to get data transferred. Any IDX payments made for after our termination with them will be refunded.

**PROMATCH SOLUTIONS.** Promatch is still working on the mapping of data. It was discussed that we may have to enter into both systems longer than 2 weeks in order to get all the autoresponders set up before terminating with SoftMLS.

**WITHDRAWAL OF LISTING VS RELEASE** Many agents/brokers have been using the Release form when they are Withdrawing a listing. It was decided to put the explanation on the "Early Termination Form" and referencing "Release" on the form. It was also decided to put a "Withdrawal" form into "Printable Forms" with the explanation – so there would be no misunderstandings. The Withdrawal can be signed by the Agent or Broker as it isn't affecting the listing relationship between Broker and Seller.

**SALES CONTRACT** The Jamestown Bar Association has provided us with new Sales Contract, Standard Rider and Water & Sewer Rider. The changes we requested from the Bar Association have been done.

The meeting adjourned at approximately 9:30 AM.

The next MLS/Computer meeting will be Thursday, January 5th, 2011.

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### Renew real estate licenses online through eAccessNY

The New York State Department of State has asked NYSAR to remind its members that real estate licensees must renew their licenses online through eAccessNY, the Division (40JA) of Licensing Services' license management system. The "User ID" is the licensee's email address and the password is the one originally assigned by the DOS, unless changed by the user. If you do not know your password, simply click on the "Forgot Password" button to receive a new one via email. [Click here](#) for eAccessNY FAQs.

**WESTERN NY SCHOOL OF REAL ESTATE (courses  
taken at the Board Office)**

1. Fair Housing in New York 3½ hrs \$35/\$55
2. Green Building Certificate 7½ hrs \$75/\$95
3. Architectural Initiatives, Interior Decorating &  
...Historic Landmarks in New York State 22½ hrs ...\$159/\$179
4. Home Inspection: Theory & Practices 22½ hrs ...\$159/\$179
5. Keeping Out of Trouble: Understanding New York Laws  
22.5 hrs \$159/\$179
6. Real Estate Topics for the Decade 7½ hrs \$75/\$95
7. Mold, Lead & Radon in the Home 4¼ hrs \$40/\$60
8. Understanding Covenants & Surveys 3¾ hr \$40/\$60
9. Assessments, Taxes & Exemptions 3 hrs \$30/\$50
10. Wall Street vs. Main Street 22½ hrs. \$159./\$179

**Call the Board Office - 484-9426**

**CompuTaught On Line Courses**

<http://affiliate.careerwebschool.com/new-york/real-estate/618/>  
New York Home Page

<http://affiliate.careerwebschool.com/new-york/real-estate/sales-pre-license/618/> NY Sales Qualifying 75 hour

<http://affiliate.careerwebschool.com/new-york/real-estate/broker-pre-license/618/> Broker Qualifying

<http://affiliate.careerwebschool.com/new-york/real-estate/remedial/618/> NY Remedial "Gap" Course

<http://affiliate.careerwebschool.com/new-york/real-estate/continuing-education/618/> NY CE

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**SUNY College at Fredonia**  
Call 673-3177 for info or to Register  
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**JCC- Jamestown**  
665-5220 ext 2409 For Info. or to Register

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**JCC- North County**  
366-2255 For Info. or to Register

**CONTINUING ED MADE EASY!**  
**HTTP://WWW.THECESHOP.CO**

**Cusack Real Estate & Sales Training Center**

NYS Licensing Courses:

- Jan 9 **NYS Salespersons 75 Hr Qualifying Course**  
1/9,11,14,16,18,21,23,25,28,30, 2/1,4  
5:30-10:30 PM Sat 8:30-5:00 PM \$499
- Jan 17 **HI-1 The House as a System: Site, Structure,  
Exterior & Roof** 1/17,19,24,26,31 25 Hrs  
5:15-10:15 PM \$450
- Jan 28 **NYS Real Estate 30 Hr Gap Course**  
1/28,30, 2/1,4,6 5:30-10:30 Sat 8:30-5 \$249

NYS Continuing Education Courses: (1031548)

- Jan 5 **Understanding Your Rights to Commissions**  
3¾ Hr CE 9:00 AM – 12:45 PM \$40
- Jan 5 **Property Defect Disclosure** 3¾ Hr  
1:00 PM – 4:45 PM \$40
- Jan 13 **Residential Construction Basics** 7½ Hr  
9:00 AM – 4:30 PM \$75
- Jan 20 **Vacant Land Valuation** 7½ Hr CE  
9:00 AM – 4:30 PM \$75
- Jan 27 **Housing Patterns & Fair Housing Laws**  
3¾ Hr CE 9:00 AM – 12:45 PM \$40

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**www.virtualclassrooms.com**  
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**Manfred On-line Salesperson 75 Hr. Course**

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Go to: <http://www.manfred.fastclass.com>

Questions? Email Manfred RE Learning Center:  
info@manfredrelc.com with "75 hr Online Question" in  
subject line.

*"Education is when you read the fine  
print. Experience is what you get if you  
don't."*

*- Pete Seeger*

## 2012 Officers & Committee Members

### Officers:

President (43) Donna Breen  
Vice President (37) Rick McMahon  
Secretary (45) Jane Grice  
Treasurer (127) John "Jack" Villella

### Directors:

2012 Past President (127) Lory Anderson  
2012 (41) Diana Holt  
2013 (25) Paul Liuzzo  
2014 (46) Terry Niebel

### MLS Committee:

(37) Rick McMahon, Chair  
(43) Donna Breen  
(127) Sandy Haines  
(127) Lory Anderson  
(51) Chuck Ludwig  
(28) Denise Whipp  
(25) Paul Liuzzo  
(137) David Garofalo

### Computer Committee:

(37) Craig Gleason, Chair  
(137) David Garofalo

### Membership Committee:

(37) Nancy Gleason, Chair  
(37) Cindy McNallie  
(AF) Donna Crandall  
(AF) Glori Rahr-Taylor  
(43) Michelle Turner  
(37) Bobbie Thompson  
(37) Judy Kraft  
(43) Sharon Lisciandro

### Political Affairs (RPAC):

(AF) Lynn Smith, Chair  
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(127) Jack Villella  
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(37) Judy Kraft

### Equal Opportunity:

(67) Jean Holton, Chair  
(53) Bonnie Saletta  
(AF) Paula Loveless

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(46) Terry Niebel

### Budget & Finance:

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(45) Cindy Anderson, Chair

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(127) Doug Hooper

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(37) Betty Kemp  
(105) Bob Penharlow  
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(127) Kevin Duntley  
(127) Debbie Grzegorzewski  
(16) Tony Parinella

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(45) Rita Corbin (105) Bill Corsi  
(04) Alan Shaw (37) Roger Penhollow  
(45) Joe Notaro (45) Cindy Anderson  
(127) Sandy Haines (127) Darlene Mendrick  
(41) Jennifer Wohler (58) Patti Crist  
(45) Jeff Fellows (23) David Bird  
(37) Steve Sorg (37) Richard Benedetto  
(51) Chuck Ludwig (Catt) Prof Stand Comm  
(28) Renee Pchelka (Buff) Prof Stand Comm

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(43) Ron Littlejohn, Chair  
(37) Cindy McNallie  
(37) Vickie Lee Little  
(41) Lisa Barber  
(127) Starr Ryder  
(43) Judy Weilacher  
(43) Sandy Calalesina  
(127) Brenda Rissel  
(41) Catherine Brooks

### Staff:

(555) Jan Murray, Executive Officer  
(555) Lynn Weaver, MLS Coordinator  
(555) Kris Whitmore, Membership & Bookkeeping