



## July

- 4 Independence Day-Office Closed
- 7 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 12 Board of Directors, 8:30 AM Board Office
- 13 AE Seminar, Saratoga 13-15th
- 21 Public Relations Committee Meeting 9:00 Board Office



## August

- 4 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 9 Board of Directors, 8:30 AM Board Office
- 11 Public Relations Committee Meeting 9:00 Board Office
- 12 Membership Committee – 9:00 AM Board Office
- 17 Annual Picnic – Bemus Point Floating Stage



## “Did You Know?”

### Congress Repeals Additional 1099 Reporting by Landlords

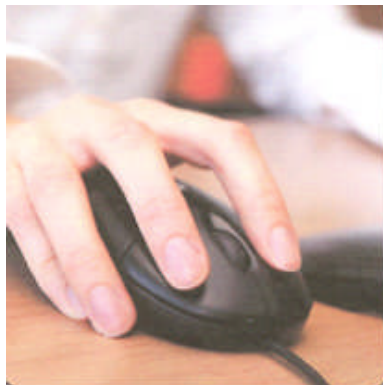
New legislation eliminates 2010 changes to the law that would have increased the number of landlords required to file reports and the President will soon make the repeal final.

In 2010, Congress imposed a new tax reporting requirement on all landlords who receive \$600 or more in rent for the year, with the changes taking effect in 2011. Qualifying landlords would have sent a 1099 to all service providers that the landlord paid \$600 or more during the year, such as plumbers, carpenters, yard services, and repair people. While this requirement had previously existed, it had only applied to those involved in full-time property management and so the change expanded the scope of individuals and entities subject to the reporting requirements. Failure to comply with the law could cause a landlord to face fines of \$50 per 1099 not filed with the IRS.

Based on public outcry (including lobbying efforts by NAR), both the President and Congress sought immediate repeal of these new reporting requirements. The repeal legislation easily passed through Congress and will soon be signed into law by the President.

### *Pathways to Professionalism*

*When the Occupant is absent, leave the property as you found it (lights, heating, cooling, drapes, etc). If you think something is amiss (e.g. vandalism) contact the listing broker immediately.*



Visit the NYSAR Media Center at [NYSAR.com](http://NYSAR.com) for webinars covering key legal topics including:

- Complying with the Commission Escrow Act
- Do-Not-Call compliance
- The duty to disclose a stigmatized property
- And much more

Visit [www.nysar.com](http://www.nysar.com) today.



Richard Smith of Coldwell Banker Phil Mathyer missed out on \$10.00! He didn't catch his license registration number in last month's newsletter. Don't forget to look for your license registration number in the newsletter each month. Call the board Office when you find it and receive \$10.00 (ten dollars) cash if you call before the next newsletter comes.

## July Birthdays

1 <sup>st</sup>	Steve Sorg	16 <sup>th</sup>	Jim Bahm
3 <sup>rd</sup>	Sharon Howard	17 <sup>th</sup>	Mary Walton
5 <sup>th</sup>	Lory Anderson	19 <sup>th</sup>	Jeff Denkenberger
5 <sup>th</sup>	Connie Wolfinger	22 <sup>nd</sup>	Antionette Snyder
5 <sup>th</sup>	Joe Suplicki	23 <sup>rd</sup>	Donna Phillips
6 <sup>th</sup>	Terry Niebel	26 <sup>th</sup>	Roxanne Fisk
6 <sup>th</sup>	Laura Ferraro	26 <sup>th</sup>	Arienne Correll
6 <sup>th</sup>	Miguel Colon	27 <sup>th</sup>	Debbie Grzegorzewski
7 <sup>th</sup>	Phil Mathyer	28 <sup>th</sup>	Bill Soffel
7 <sup>th</sup>	Brenda Nowicki	30 <sup>th</sup>	Karen Shaw
13 <sup>th</sup>	Patty Bullard	31 <sup>st</sup>	Sandy Rater

*"If you love what you do, you will never work another day in your life." Dr. Robert Anthony*

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## MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, June 2, 2011.

Present were: Rick McMahon, MLS Chair; Sandy Haines; Donna Breen, Paul Liuzzo; Nick Holt; Denise Whipp; Craig Butler; Lynn Weaver, MLS Coordinator and Jan Murray, Executive Officer

### VORSTAR, SoftMLS Changes: None Requested Changes

1) Send autoresponder notifications to Seller once a week on how many hits they've had on their listed property. 2) Drawing a section on map where it would pull up homes in selected section. 3 set the input so that an agent can't get out of the listing until they choose at least one coded feature ) 4) ability to sort listings for print in the order that the agent is showing them 5) Request Average Lakefront Footage

VIRTUAL TOURS A motion was made to allow the free virtual tours w/contact tab as long as the Broker/Agent is not self promoting. The motion was seconded and passed.

RPR – Update Kris Allen of SoftMLS gave us a quote for the programming needed for RPR. Estimated cost is \$1600. for the programming. Additional costs are attached.

PROMATCH The Committee asked that we arrange a meeting with Promatch.

SUPRA CONTRACT REVISION OPTION If the Board renews contract – we are into it for 3 of the 6 years – we would be extending the contract out for an additional 3 yrs. In return, Supra would exchange our ActiveKeys with the ActiveKey2, correcting our problem of keys going dead. They would also change the billable floor. Our current floor is 227 and we have 200 users. When an Agent/Broker changes to eKey, our floor doesn't change – it remains at 227 if an Agent goes to the eKey. It would also remove an Activation fee of \$50 for eKey. [We currently pay \$14.68 + 1.14 tax = \$15.88 with an additional \$2.00 admin fee for \$18.00 per user. We also self insure for \$2.00 per month bringing the total to \$20./month per user.] The Committee asked to find out if the price of the active key would change. The EKeys would be at the same cost as ActiveKeys providing the Board Office did the billing for them. The ActiveKeys would remain at the same price/member.

The Committee decided to wait until the beginning of the year, anticipating more members dropping.

The next MLS/Computer meeting will be July 7, 2011.

The meeting adjourned at approximately 10:25 AM.

## MEMBERSHIP COMMITTEE REPORT

The Membership Committee will meet on an as-needed basis.

**New Members** - Ruth Nelson, Maple Group Real Estate; Roger Nicol, Cloverbank Appraisal; Cristen Gregory, Nothangle Realtors; Talitha Mascelli, Key Real Estate

**Terminated Members** - None

**Member Count for May:** 67 REALTORS®, 211 REALTOR-ASSOCIATES®, 13 Affiliates, 2 Life Members totaling 293.

### 2011 Meetings dates and locations are:

\*August (Picnic) is planned for Wed., August 17th on the Floating Stage in Bemus Point. Michelle Turner is checking into prices and menu. A \$25 donation request will be made from each office - Michelle will make up gift baskets with Bemus Point Gift Cards and donations from where we buy the gift cards.

\* September (Voting Meeting) will be Tuesday, September 27th at Wing City Grill, Lakewood, NY. Cindy McNallie was quoted a price of \$9.95 (tax & tip included). Community Bank and Richard Sotir will sponsor the meeting.

\* Installation Banquet is being looked into for Thursday, November 10th at LaScala's. Cindy McNallie provided a menu from LaScala for hors 'd oeuvres and buffet. For the price, the menu for the buffet was more appealing. Selection of choices will be made at the next membership committee meeting.

**The next committee meeting** to be determined.

### **Manfred On-line Salesperson 75 Hr. Course**

On-Line 75 Hour Salesperson's Qualifying Course and the 30 Hour Gap Course. Study On-line and take the test at the Board Office.

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

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

## PUBLIC RELATIONS COMMITTEE REPORT

There was no Public Relations meeting in June.

**The committee would like to remind members to keep collecting the Coupons for Soldiers.**

A. **Coupons for Soldiers** – A box to collect coupons for soldiers has been placed in each real estate office for the months of May and June. Soldiers can use manufacturer coupons even if they are expired up to six months

B. **Toiletries for Safehouse** – In July, a box to collect unopened hotel toiletries or samples of toiletries will be placed in each office.

### *\$10.00 One-Time Assessment*

NAR has taken a lead role in negotiating a proposed \$7.5 million licensing agreement that's intended to provide blanket protection for multiple listing services and the industry as a whole from patent infringement claims by a company that has already sued Realtor.com operator Move, Inc and two major MLS's.

The company, CIVIX-DDI LLC filed a lawsuit in December 2005 against NAR, Move, Inc. and Hotels.com. The suit claimed infringement on four patents by providing location-based search services. Move settled the suit in Dec 2009 for an undisclosed amount.

More recently CIVIX filed lawsuits against MRED and MRIS and a lead MLS vendor, Tarasoft. In the last few weeks, MLS's served by Rapattoni have received letters demanding they pay a licensing fee of \$6/per member per year for four years.

Patent disputes are risky, and expensive. Smaller vendors and smaller MLS's might go bankrupt if they end up in court. A business decision was made and COVE (MLS Cooperative Venture) ask NAR to "head up the effort to get a license for the entire industry,"

Each MLS was asked to pay per MLS participant and in return would be licensed. Our board sent a check to cover each MLS participant.

The Board of Directors voted to pass the expense on to the members. Each member paying \$10.00 is better than the Board paying the entire \$3,000.00.

Therefore, in the MLS fees being mailed out in September, (which covers the 6 month period through March) a \$10.00 one time fee will (40MA) be added to your MLS fee.

**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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**WNY School of Real Estate**

- July 13 **Residential Home Construction & Inspection**  
13, 20 & 27<sup>th</sup> 9:30-5:30 22½ Hr CE \$ 89
- July 16 **Property Management Certificate Prog.** \$ 289
- July 18 **75 Hr Real Estate Salesperson Qualifying Course**  
Accelerated (0924733) Day Course \$ 519
- July 26 **30 Hr GAP Program** (qualifies for 19.5 hrs CE) \$249

[www.wnyschoolofrealestate.org](http://www.wnyschoolofrealestate.org)

633-9009 for info.  
or to Register

**Cusack Real Estate & Sales Training Center** 4

NYS Licensing Courses:

- July 11 **NYS Salesperson's 75 Hr Qualifying Course**  
7/11,13,16,18,20,23,25,27,30,8/1,3,6  
5:30 PM – 10:30 PM Sat 8:30 – 5:00 PM \$499
- July 12 **R-5 Basic Appraisal Principles** 5:30-10:30  
7/12,14,19,21,26,28 30 Hrs CE \$439
- July 12 **HI-4 The Home Inspection Profession:  
License Law, Ethics & Report Writing** \$450
- July 14 **Florida 63 Hr Salesperson's Qualifying  
Course** 7/14,15,21,22,28,29, 8/4,5 9-4:30 \$399
- July 30 **NYS Real Estate 30 Hr Gap Course**  
7/30, 8/1,3,6,8 5:30 – 10:30 \$249

NYS Continuing Education Courses:

- July 8 **Housing Patterns & Fair Housing Laws**  
3¾ Hrs 9:00 AM – 12:45 PM \$ 40
- July 8 **Property Defect Disclosure** 1-4:45 PM \$ 40
- July 15 **Red Flags – A Property Inspection Guide**  
9 – 4:30 PM 7½ Hr CE \$ 75
- July 22 **Vacant Land Valuation** 9-4:30 PM 7½ Hr \$ 75

**www.virtualclassrooms.com**  
Call 683-4080 for info. or to Register

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**JCC- North County**  
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