



April

- 7 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 12 Board of Directors, 8:30 AM Board Office
- 13 New Member Orientation 10:00 AM and 5:30 PM
- 14 New Member Orientation 10:00 AM
- 22 Good Friday – Board Office closes at Noon.
- 24 Happy Easter!
- 28 Public Relations Committee Meeting 9:00 Board Office



May

- 5 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 8 Happy Mothers Day!
- 10 Board of Directors, 8:30 AM Board Office
- 10 NAR Midyear Meeting – Washington DC
- 12 Public Relations Committee Meeting 9:00 Board Office
- 30 Memorial Day – Board Office Closed

Pathways to Professionalism

To be successful in the business, mutual respect is essential.

Chautauqua County REALTORS® Honored

2010 Presidential Awards

47 Members of the Chautauqua County Board of REALTORS®, Inc. were honored at the General Membership breakfast meeting held Tuesday, March 29th at Webb's Captain Table, Mayville, NY.

Bronze Award Recipients for \$1,000,000 or 20 Points



1st Row: Sandy Rater, Vickie Lee Little, Karen Corsi **2nd Row:** Doug Hooper, Dennis Morgan, Catherine Brooks, Mary Ford, Valerie Foster, Olivia James
3rd Row: Bill Corsi, Nick Holt, Ron Littlejohn, Judy Anderson, Bill Anderson, Pam Frank, Wayne Weaver, Debbie Grzegorzewski, Jennifer Wohler **Not Pictured:** Betty Kemp, Michael Flowers, Dale Sandberg, Karen Dolce, Pat Prusha, Lisa Matteson, Jeff Fellows, Frank Benedetto and Richard Smith.

Silver Award Recipients for \$2,000,000 or 30 Points



Debbie Rowe, Lisa Barber, Bill Rollinger, Sharon Lisciandro, Judy Weilacher
Not Pictured: Sara Vail and Sandy Haines

Gold Award Recipients for \$3,000,000 or 40 Points



Ed Miller, Anne LaPaglia, Sandy Calalesina, Bill Carlson, Mary Beth Holt and Heidi Seddon
Not Pictured: Wayne Reimondo, Becky Colburn and Karen Shaw

Platinum Award Recipients for \$5,000,000 or 50 Points



Ginger Johnson, Jane Grice, and Renee Pchelka

Diamond Award Recipients for \$10,000,000 Or 60 Points



Lou Dispenza
Not Pictured Karen Goodell



Overall Top Points and Top Volume Leaders for the Year 2010

3 rd Place	Ginger Johnson	48 Pts
2 nd Place	Renee Pchelka	54 Pts
1 st Place	Louis Dispenza	90 Pts
3 rd Place	Ginger Johnson	\$ 8,384,800.
2 nd Place	Lou Dispenza	\$ 8,416,190.
1 st Place	Karen Goodell	\$10,834,500.

Congratulations!!!

License Registration Numbers



Amy Detine of ERA Team VP, Ellicottville, missed out on \$10.00! She didn't catch her 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.

April Birthdays

1 st	Kathy Sullivan	17 th	Julie Levinson
3 rd	Michelle Turner	20 th	Karen Mathewson
5 th	Laine DeMedeiros	21 st	Craig Gleason
8 th	Bill Anderson, Jr.	21 st	Chuck Telford, Jr.
8 th	Cynthia McCloskey	21 st	Janet Oaks
8 th	Sharon Lisciandro	24 th	Bonnie Saletta
9 th	Jill Reid	25 th	Lou Dispenza
10 th	Colleen Myers	29 th	Wayne Reimondo
12 th	Connie O'Connor	30 th	Marcia Turner
13 th	Cindy Guiffreda	30 th	Frank Borrello
13 th	Brian Hover		(1030)

Electronic signatures on purchase offers/contracts not valid in New York State

NYSAR has received numerous inquiries as to the legality of utilizing electronic signatures in New York. Recently, DocuSign (a company that provides a platform for electronic signatures) partnered with the National Association of REALTORS and is offering its services to REALTOR members. On its website, DocuSign is of the opinion that purchase offers/contracts may be signed electronically in New York. NYSAR, however, disagrees with DocuSign's (1205418) opinion.

It is the recommendation of NYSAR that members should not be utilizing electronic signatures on purchase offers/contracts for properties located in New York. Any member utilizing electronic signatures for purchase offer/contracts is doing so at their own risk and exposing themselves to potential liability.

MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, March 3, 2011.

Present were: Rick McMahon, MLS Chair; Craig Gleason, Computer Chair; Sandy Haines; David Garofalo; Paul Liuzzo; Donna Breen, Denise Whipp; Chuck Ludwig; Lynn Weaver, MLS Coordinator and Jan Murray, Executive Officer

WEBINAR PRESENTATION

VORSTAR, SoftMLS Changes: 1) Auto Responder on autoresponder Management – there are check boxes by each name – have ability to mass email right from “Manage Autoresponder” **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) Have average acre, on CMA's 4) set the input so that an agent can't get out of the listing until they choose at least one coded feature 5) ability to sort listings for print in the order that the agent is showing them.

JAMESTOWN BAR ASSOCIATION possible meeting to be set up with Forms Committee of the Bar Association through efforts of Rick McMahon w/ Tom Rankin, Bar Assoc President and Ken Lasker, Bar Assoc. President Elect.

IDX CLARIFICATION recognition of listing office needs to be on listing content at first search page.

RPR PROGRESS Ernie Bottom has been trying to get together with SoftMLS to discuss RPR and data needed. Jan will call Kris Allen and ask for him to call Marty Frame at NAR RPR.

The meeting adjourned at approximately 10:25 AM.

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MEMBERSHIP COMMITTEE REPORT

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

New Members - No report

Terminated Members - No report

2011 Meetings dates and locations are:

1. March (Presidential Awards) is planned for Tuesday, March 29th @ the Webb’s, Mayville, NY. Proposed menu is Bacon, Sausage, Scrambled Eggs, Homefries, Biscuits and Muffins, Orange Juice, Coffee & Tea. Rick Haggmark & Fred Larson will sponsor.
2. 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.
3. 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.
4. 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.

The meeting adjourned at approximately 9:40 AM as there was no new business.

“You don’t get harmony when everyone sings the same note.” ~~~ Doug Floyd

Am I required to provide cooperating brokers with a copy of my client’s agency disclosure form?

There is no requirement that licensees provide each other with their respective clients’ agency disclosure form. This also applies to attaching the agency disclosure forms to a purchase offer or contract of sale. In the past, this was done in order to meet the requirements of Real Property Law §443(3)(d), but since that section has been removed from the statute, the forms are not required to be attached to a purchase offer or contract of sale. Under Real Property Law §443, **licensees are required to provide the form as follows:** **(1)** a listing agent shall provide the disclosure form...to a seller prior to entering into a listing agreement with the seller and shall obtain a signed acknowledgment from the seller (RPL §443[3][a]); **(2)** a seller’s agent shall provide the disclosure form to a buyer or buyer’s agent at the time of the first substantive contact with the buyer and shall obtain a signed acknowledgment from the buyer (RPL§443[3][b]); and **(3)** a buyer’s agent shall provide the disclosure form to the buyer prior to entering into an agreement to act as the buyer’s agent and shall obtain a signed acknowledgment from the buyer. A buyer’s agent shall provide the form to the seller or seller’s agent at the time of the first substantive contact with the seller and shall obtain a signed acknowledgment from the seller or the seller’s listing agent, except as provided in paragraph f of this subdivision. (RPL§443[3][c]). DOS has indicated that these are the only times that signatures will be required on the agency disclosure form unless there is a change in the agency relationship.

As a broker, if I want to hold the license of certain individuals who are not currently active in the real estate practice, are they figured into my dues formula?

Yes. According to the NAR dues formula, a broker is responsible for all individual licensees whose licenses are held by that broker. In some instances, the broker can open a limited function referral office (LFRO). The LFRO and its agents must be engaged exclusively in soliciting and/or referring clients and customers to the REALTOR’s brokerage firm. Pursuant to the NAR model dues formula letter: “Your dues obligation as ‘designated’ REALTOR of your firm relates directly to the size of your real estate firm i.e., the number of individuals licensed with your firm. However, your dues obligation is fully credited with respect to any individual licensed with you who holds membership in an association of REALTORS. Consequently, the variable portion of your dues as the ‘designated’ REALTOR is computed only upon the number of individuals licensed with you who do not hold membership.”

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The Legal Hotline will answer calls from 9 a.m. to 1 p.m., Monday through Thursday, excluding holidays and during official NYSAR functions. The Legal Hotline number is 518-43-NYSAR (518-436-9727).

**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
www.wnyschoolofrealestate.org

633-9009 for info.
 or to Register

Cusack Real Estate & Sales Training Center 5

NYS Licensing Courses:

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|--------|---|-------|
| Apr 4 | NYS Salesperson 75 Hr Qualifying Course
(2 wk accelerated) 4/4,5,6,7,8,11,12,13,14,15
9:00 AM – 5:00 PM | \$549 |
| Apr 12 | NYS Real Estate 30 Hr Gap Course
4/12,13,14,15 9:00 AM – 5:00 PM | \$249 |
| Apr 5 | R-10 Residential Report Writing & Case Studies 15 Hrs 4/5,6 8:30-4:30 | \$229 |
| Apr 12 | 15 Hour Nat'l Uniform Standards of Professional Appraisal Practice (USPAP)
15 Hrs 8:30 AM – 5:00 PM | \$319 |
| Apr 19 | R-11 Advanced Residential Applications & Case Studies 4/19, 20 8:30 AM-4:30 PM | \$229 |
| Apr 26 | SMF Statistics, Modeling & Finance
15 Hr 4/26,27 8:30 AM – 4:30 PM | \$229 |
| Apr 25 | NYS Salespersons 75 Hr Qualifying Course
4/25,27,30,5/2,4,7,9,11,14,16,18,21
5:30 PM – 10:30 PM Sat 8:30 AM-5:00AM | \$499 |

NYS Continuing Education Courses:

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|--------|---|-------|
| Apr 1 | Residential Construction Basics
7½ Hr 9:00 AM – 4:30 PM | \$ 75 |
| Apr 13 | Beyond the Basics: Plumbing 6 Hr
4/13,20 6:00 PM – 9:00 PM | \$ 75 |
| Apr 21 | Assessments, Property Taxes & The Appeal Process 3¾ Hr 9 AM-12:45PM | \$ 40 |
| Apr 21 | Housing Patterns & Fair Housing Laws
3¾ Hr 1:00 PM – 4:45 PM | \$ 40 |
| Apr 27 | Beyond the Basics: Cooling/Heat Pumps
4/27,5/4 6 Hr 6:00 PM – 9:00 PM | \$ 75 |

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

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

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.

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 info@manfredrelc.com with "75 hr Online Question" in subject line.

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