



December

- 1 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 5 75 Hr Salespersons Qualifying Class – Board Office - 2 wks
- 6 Triple Play 6th- 8th Atlantic City
- 13 Board of Directors, 8:30 AM Board Office
- 23 Board Office Closed
- 24 Christmas Eve.
- 25 Merry Christmas!
- 26 Board Office Closed
- 30 Board Office Closes at Noon



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

“An optimist stays up until midnight to see the new year in. A pessimist stays up to make sure the old one leaves.”

~~ Bill Vaughan

Presidential Message

Merry Christmas & Happy Holidays To You and Yours

Another year is coming to a close, as is, my tenure as President. Where the industry has been floundering as a whole during this time, our local organization has been gaining momentum and becomes stronger each month. We have learned to adjust, compensate, and back pedal. The luxury of a smooth transaction appears to be a thing of the past. Our Organization has not only survived, but has moved forward, in spite of the economic conditions.

In the last 2 years we have:

- 1. Finalized, updated Listing and Sales contracts and worked with the local attorneys to obtain their approval.
- 2. Seen NYSAR redistrict our territories to consolidate representation.
- 3. Successfully fought the name change of our neighboring Buffalo Board, which would have given the public a false sense of our belonging.
- 4. Seen the development of the NAR, RPR system.
- 5. Joined the political arena to help defeat unjust new laws that would do damage to the housing industry as a whole.
- 6. Watched our MLS committee struggle to choose the most proactive software for our board, that would not only be everything we want and need, but economical and easy to use. It is coming soon people; and will put us in with the technology big leaguers as far public and professional users are concerned.
- 7. Strived in every conceivable way to keep our professional costs at bay.

There's more, but *CRS prevents me from continuing.*

No progress or successes would be possible for our group without the continual work and sacrifices of our dedicated committees. The sacrifices of their time and continuous dredging of their *great* minds is what has made us a cohesive group.

(continued on page 2)

2011 Committees

Membership: Keeps us social, well fed, gifted and informed. Nancy Gleason, Michelle Turner, Cindy McNallie, Donna Crandall, Glori Taylor, Bobbie Thompson, Judy Kraft, Sharon Lisciandro

Public Relations: Keeps us in the public eye while prodding us to give back to the Community that feeds & keeps us in business. Ron Littlejohn, Cindy McNallie, Vickie Lee Little, Lisa Barber, Starr Ryder, Judy Weilacher, Sandy Calalesina, Brenda Rissel, Catherine Brooks

Education: It benefits us all, and we could all use a little more of it. Bill Rollinger, Doug Hooper

Legislation: We know the flow from the lawmakers before the public does. Terry Niebel

Grievance: You know where to make your complaints heard. Ross Cali, Bill Rollinger, Sandy Rater, Betty Kemp, Bob Penharlow, Doug Hooper, Kevin Duntley, Debbie Grzegorzewski, Tony Parinella

Professional Standards: Tries to keep us all in line. Pete Holt, Ron Littlejohn, Michael Flowers, Earl Johnson, Rita Corbin, Alan Shaw, Joe Notaro, Sandy Haines, Jennifer Wohler, Jeff Fellows, Steve Sorg, Chuck Ludwig, Renee Pchelka, Bill Corsi, Roger Penhollow, Cindy Anderson, Darlene Mendrick, Patti Crist, David Bird, Richard Benedetto,

RPAC: Always looking for money-just CONTRIBUTE, it could be your bail money in the future! Lynn Smith, Jack Villella, Judy Kraft, Ginger Johnson, Kevin Duntley, Chuck Ludwig,

MLS: Most Challenging of any position & takes the most flack from membership. Rick McMahon, Donna Breen, Chuck Ludwig, Denise Whipp, Paul Liuzzo, Dave Garofalo, Sandy Haines

Computer: Technology goes on, and sometimes without us. Craig Gleason, Craig Butler, David Garofalo

Equal Opportunity: What more can be said here? Jean Holton, Bonnie Saletta, Paula Loveless

By-Laws: We change with the times. Cindy Anderson

Budget & Finance: Skillfully creates our budget. Jack Villella

Board of Directors: Reviews & ratifies, investigates, debates, & devours a 20 cup pot of coffee in a sitting. Lory Anderson, Donna Breen, Paul Liuzzo, Rick McMahan, Jack Villella, Jane Grice, Diana Holt, Bonnie Saletta & Jan Murray-Executive Director

Staff: Corrects my errors, listens to me whine, finds the answers to all of our questions, monitors our transgressions, leads me to temptation, and keeps us all on our toes. Jan Murray, Lynn Weaver & Kris Whitmore

Apologies to those I have neglected to include.

Thank You all for your time, dedication and Great Work!

We look forward to seeing new faces stepping up to fill vacancies and contribute new ideas. It makes everyone's job easier,

I have learned more than I could have possibly given over the last couple years as president and over the years that I served on committees and the board. In most cases I have left any given meeting chuckling too. Thank you for that opportunity. I will do my best to continue to contribute. Your new President is Ready, Willing and *more than Able!* Please show your support to her, your board & committees.

I wish you all a very "SUCCESSFUL AND PROFITABLE" 2012.

*Sincerely,
Lory Anderson
President 2010 & 2011*

*Chautauqua County Board
Of Realtors® , Inc.
90th Annual Installation of Officers*



The 2012 Officers of the Chautauqua County Board of REALTORS®, Inc. were installed Thursday, November 10, 2011 during a dinner held at LaScala's Restaurant.

The 2012 Board Officers and Directors from left to right are Donna Breen, President; Jack Villella, Treasurer; Diana Holt, 1 Year Director; Rick McMahon, Vice President; Jane Grice, Secretary; Paul Liuzzo, 2 Year Director; Terry Niebel, 3 Year Director. Absent from photo is Lory Anderson, Past President Director.



2011 REALTOR-ASSOCIATE® of the Year

Was presented to Sandy Calalesina
Sandy has been a member of the board for 26 years. She has served on the Board's Public Relations Committee. Sandy is always ready to lend a hand whether it is with the real estate profession, or within the community. She is on the Board of Trustees for Creche, a Red Cross Donor, member of the Building and Grounds Committee with Christ First United Methodist Church, volunteer through the Lakewood Women's Club and an active volunteer at St. Susan's Kitchen. Sandy has been a consistent multi million dollar seller throughout her real estate career.



2011 REALTOR® of the Year

Was presented to Bobbie Thompson
Bobbie has been a member of the board for 22 years. She has given her time and effort to serve the Board as By Laws Chair, and as a member of the Political Affairs, Equal Opportunity and Membership Committees though out those years. She is active in the community and on the Board of Trustees with the YMCA and YWCA. Bobbie is a Humane Society volunteer, trainer and dog walker. In addition to her service to the Board and Community, she has been a consistent multi million dollar seller.

Installation Banquet continued.....

Eighty five members and guests attended the Installation of 2012 Officers and Directors at LaScala Restaurant on November 10th.

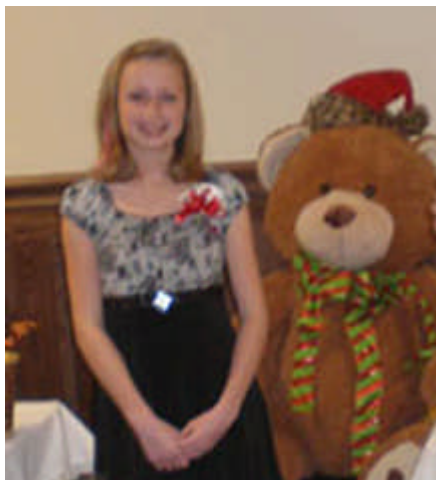
Mistress of Ceremony, Lynn Smith started the evening out with wit and good humor reflecting on the past. The buffet dinner was excellent and the company was fabulous. This year we were entertained by the Chautauqua Idol Morgan Parnitzke during the social hour. All were impressed with the talent of this 14 year old girl from North Collins.

We would like to give our sincere thanks to the two Affiliates whom financially sponsored our evening:

***M & T Mortgage Corp.
and
Wells Fargo Home Mortgage***

We also had many door prize donations from Member Firms. Thank you to them for helping make the evening special:

C-21 Turner Brokers	Stuffed Teddy Bear
Eagle Sales	Candle and Napkin Set
ERA VP Group	Gift Card from Chautauqua Book Store
Howard Hanna Holt	Gas Card
Midtown Realty	Snowman
Niebel Realty	Wine
Real Estate Advant	Wine
Real Living Avista	Wine
CCBR	Membership Meetings – 1 year



Morgan Parnitzke standing next to the donation from C-21 Turner Brokers

This year for a special raffle, the Membership Committee collected donations from area merchants to make up 2 Large Gift Baskets worth over \$900 total.

Please remember to thank these generous donors when you visit their establishment!

Raynor's Liquor – 3 Bottles of Wine
Anderson Cleaners (2) \$25 Gift Certificates
House of Petillo's- Gift Certificate
Imagine – Gift Certificate & Earrings
Applebees – 2 Free Lunches
Lakewood Apothacary – Nuts & Green Tea
Scallion Bistro – Gift Certificate
Evans Liquors Wine Club – 6 Bottles in a Bag
Candle Escents – Cinnamon Apple Candle
Emma Mason – 2 Bars of "Simply Soap"
Jacks – (2) Omelet Breakfasts with Coffee & Mug
LaScala - Gift Certificate
Community Eye Care - Botox Injection
Samanth Mighells, Jefferson Terrace - Pedicure
Faith Ricoh, Jefferson Terrace - Hair cut & Style
Eight Limbs – (2) Yoga Classes & Yoga Products
Michelle Hartweg – Silpada Jewelry

The Baskets were won by:
Bill Rollinger and Marie Parnitzke

Thank you to all who attended and supported the Board. It was a wonderful evening with wonderful food and wonderful people!



Super Duper Staff!



Ready, Willing and Able President!



Our Entertaining Mistress of Ceremony–Lynn Smith



Earl Johnson, Rick and Julia McMahon



Cindy McNallie & Lynn Weaver @ work



Michelle Turner with Morgan Parnitzke

A fun evening was had by all!



Judy Porgiglia and Andrea Conklin

License Registration Numbers



Vickie Lee Little of Real Estate Advantage 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.

December Birthdays

2 nd	Alan Shaw	17 th	Eileen Painter
2 nd	Karen Dolce	17 th	Carmen Laurendi
3 rd	Janet Barton	18 th	Shawn SanFilippo
4 th	Rita Snyder	18 th	Jennifer Wohler
5 th	Jane Grice	18 th	Jack Vilella
6 th	John Akers	18 th	Margaret Lieber
8 th	Barb Monroe	19 th	George Topczij
8 th	Dan Scapelitte	19 th	Yvette Jordan
10 th	Lois Wells	20 th	Rick McMahon
10 th	Gerald Bertges	23 rd	Marilyn Gruel
13 th	Pam Frank	26 th	Renee Pchelka
16 th	Gerald Tomaino	30 th	Judy Kraft
17 th	Tom Hartung	30 th	Charmaine Szczerbacki

*"Tomorrow is a mystery. Today is a gift.
That is why it is called the present."
~~~Eleanor Roosevelt*

### Renew real estate licenses On-line 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 of Licensing Services' license management system. The "User ID" is the licensee's email address and the password is the (40BR) 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. Copy and paste this link [http://www.dos.ny.gov/licensing/eaccessny\\_faq.html](http://www.dos.ny.gov/licensing/eaccessny_faq.html) for eAccessNY FAQs for FAQs.

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bev.williams@harmonhomes.com

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### NYSAR RADIO

TWO TUESDAYS PER MONTH

NYSAR Radio, a new, free service being offered exclusively to NYSAR members, airs two Tuesdays a month from 10-11 a.m. The Internet based live call-in show is an extension of NYSAR's widely used free Legal Hotline and will be hosted by NYSAR Director of Legal Services S. Anthony Gatto, Esq. During the show, members will have the opportunity to call and ask their real estate-related legal questions. The ultimate goal of the show is not only to assist the member making the call, but to educate all listening members as well.

## PUBLIC RELATIONS COMMITTEE REPORT

The Public Relations Committee met on Thursday, November 17th at 9:00 AM

**Present** were Chair, Ron Littlejohn, Judy Weilacher, Sandy Calalesina, Vickie Lee Little, Catherine Brooks and Executive Officer, Jan Murray.

**Absent** were Cindy McNallie, Lisa Barber, Starr Ryder, and Brenda Rissel.

### Projects

- A. **Coupons for Soldiers** – will continue as long as they keep coming
- B. **Toiletries for Safehouse** – can also be turned in anytime
- C. **Blood Drive** – It was decided to have the blood mobile at the Board Office for members to donate blood.  
Ginger will arrange it with the Red Cross.
- D. **Habitat for Humanity** – Catherine will check into projects coming up in the fall & we will have to be ready to make a commitment as a board to follow through – or not do it at all.
- E. **Food Drive for St. Susan's Kitchen** – will begin drive for food and money
- F. **American Cancer Society** - can use drivers to transport cancer patients to Roswell.
- G. **Salvation Army Angel Tags** – will begin in November
- H. **YouTube Video contest** promoting buying a house in Chautauqua County and from a local REALTOR® was a suggestion

**St Susan's Kitchen** food and money drive will begin February 1<sup>st</sup>. Members will be given 1 ticket for every five (5) items turned in for the month of February. Prizes will be solicited from Affiliates and various sources. Tickets will be drawn at the Presidential meeting in March for the prizes.

Committee members are to have their donations collected by the next Public Relations meeting.

The meeting was adjourned at approximately 10:00 AM.

The next meeting will be Thursday, January 12th, 9:00 AM at the Board Office.

## MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, November 8, 2011.

Present were: Rick McMahon, MLS Chair; Donna Breen, Paul Liuzzo, David Garofalo; Julie Levison; Lynn Weaver, MLS Coordinator and Jan Murray, Executive Officer

Also attending were Jane Grice and Julie Levinson

**VORSTAR, SoftMLS** The first data dump was sent to Promatch from SoftMLS. .

**FEE PROTEST** was received regarding MLS fees paid by the Principal Broker and agent left real estate without paying him. The decision was to be consistent and allow the Principal Broker to switch the fees paid to another individual, but not return fees paid.

**PROMATCH SOLUTIONS.** Promatch has begun working on the mapping with data SoftMLS has sent. They said that it would take 90 days from our final approval of the forms – to be up & running with the new system. This puts us more toward end of January or February. The big concern of the Committee was that it will start being the agents' busiest time of year when they would have to be putting contacts and autoresponders in. Jan will ask if we can enter autoresponders earlier – and then have Promatch load the information at time of conversion.

**NYSAR RADIO** rebroadcast of radio show featuring MLS information was on the agenda to listen to today. Unable to be in the Board room due to an education class going on, so a link will be sent to all members of the Committee so they may listen to the last two broadcasts.

The meeting adjourned at approximately 10:00 AM. The next MLS/Computer meeting will be Thursday, December 1st, 2011.

## COMMISSION ESCROW ACT EFFECTIVE JANUARY 1, 2009

As of January 1, 2009, brokers in New York have a law protecting their earned (0040543) commissions. The Commission Escrow Act is a legal provision requiring sellers to deposit disputed commissions into an escrow account maintained by the county clerk. Brokers must meet a number of requirements in order for the act to apply. NYSAR has developed several educational tools and forms to assist brokers in complying with the act. Go to [www.NYSAR.com](http://www.NYSAR.com) for

**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

Cusack Real Estate & Sales Training Center 8

NYS Licensing Courses:

- Dec 5 **NYS Salespersons 75 Hr Qualifying Course**
2 week accelerated 12/5,6,7,8,9,12,13,14,15,16
9:00AM – 5:00 PM \$549
- Dec 13 **NYS Real Estate 30 Hr Gap Course**
12/13,14,15,16 9:00AM – 5:00PM \$249
- Dec 13 **7 HR Nat'l Uniform Standards of Professional Appraisal Practice Update (NUSPAP)**
8:30AM – 5:00PM \$195

NYS Continuing Education Courses:

- Dec 19 **Red Flags – A Property Inspection Guide**
7½ Hr CE 9:00AM – 4:30PM \$ 75
- Dec 20 **Housing Patterns & Fair Housing Laws**
3¾ Hr CE 9:00AM – 12:45PM \$ 40

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

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