

**From:** New York State REALTORS <nyrealtors@nysar.org>  
**Sent:** Saturday, May 2, 2020 7:00 AM  
**Subject:** Joshua, read this week's NYSAR E-News!



May 2, 2020



**Updated COVID-19 FAQs for NY REALTORS at nysarcovidupdates.com**

The Frequently Asked Questions page on [nysarcovidupdates.com](https://nysarcovidupdates.com) was updated this week regarding photography, including whether a photographer and/or videographer can take images of the property under the current executive order in New York State. To view the updated questions, [click here](#).

**"Across the Association"**

Find out about FREE webinars, the importance of registering to vote and more in the latest "Across the Association" video. To watch it, [click here!](#)



**NAR 2020 Legislative Meetings registration open**

Registration is open for the National Association of REALTORS® 2020 Legislative Meetings. Virtual committee meetings are being held now until May 15 and virtual conference sessions are scheduled for May 12-14. To view a full schedule and learn more, [click here.](#)

# #strongerTogetherR

[www.nysarcovidupdates.com](http://www.nysarcovidupdates.com)

Stay informed and updated about COVID-19 and the impact it is having on New York REALTORS® and New York State.



## UPCOMING EVENTS

**NYSAR education courses offered through Zoom**

<b>May 5-7</b>	GRI-1 Ethics	9:30 a.m. – 12 p.m.	\$25
<b>May 5-7</b>	GRI-1 Ethics	1:30 – 4 p.m.	\$25
<b>May 12-14</b>	GRI-5 Buyers (includes Fair Housing)	9:30 a.m. – 12 p.m.	\$25
<b>May 12-14</b>	CIPS Local Markets	9:30 a.m. – 12 p.m.	\$50
<b>May 12-14</b>	GRI-5 Buyers (includes Fair Housing)	1:30 – 4 p.m.	\$25

*Before submitting your registration for any NYSAR designation courses being offered through Zoom, please understand that your tuition is non-refundable and non-transferable.*

**Register Now!**

Wise Agent nysar DREAM KEY CONSULTING

WEBINAR

# CRM BEST PRACTICES

MAY 7TH 2020, 1 PM EST

Chief Value Officer | Dream Key Consulting LLC  
**Chris Abazis**

Wise Agent COO  
**Eleni Sommerschild**

Register at <https://bit.ly/NYSARCRM>  
(link is case sensitive)

SCAN ME

**"CRM Best Practices"**  
**Thursday, May 7 at 1 p.m.**

Join Chief Value Officer at Dream Key Consulting LLC Chris Abazis and Wise Agent COO Eleni Sommerschild for a FREE webinar as they take you through a guided tour of all the features of the most recommended real estate CRM in the industry!

Wise Agent is an all-in-one CRM solution for REALTORS® jam-packed with organizational tools, a marketing suite and everything an agent needs to run their business. Learn all about how our features can automate your business, saving you time so you can make more money!

**Register Now!**

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### **Friday Business Insider – Mastery Webinar Series**

NYSAR is offering a series of FREE webinars every Friday in May. The webinar links will be posted on our [Facebook](#) and [Twitter](#) pages the week of the webinar. If you're not able to attend the webinar, a recording of each program will be available on the next day [here](#).

**Friday, May 8 at 1 p.m.**  
**"The Agent's Guide to Sanity in a Socially Distanced World"**  
**Presented by Darryl Davis**



Discover how to stay positive in this emotionally challenging time! For most of us, managing the rapid change that is taking place daily in the real estate industry, our country, and our world feels a lot like building a plane while we're flying it! That's scary for almost anyone but knowing that every adversity comes with an equal or greater opportunity, brings hope. In this session, you'll learn how to quiet the noise and distraction and leverage smart tools and creative solutions for turning breakdowns into breakthroughs. If you need a dose of humor, compassion, motivation, and some solid tips - don't miss a moment of this workshop!

**Register Now!**

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**Friday, May 8 at 3 p.m.**  
**"Next Level Virtual Agent"**  
**Presented by Jeremias "JMan" Maneiro**

Join JMan for an in-depth tutorial about how to host online meetings or events with current or prospective clients, how to market them, how to provide instant resources using chat bots and much more! You may be new to recording video or living in a virtual world but that doesn't mean that you have to look like an amateur. JMan will teach you what you need to know in order to look and sound your best in order to exceed clients' expectations and look like a PRO. You'll explore tutorials on Zoom, Restream.io, and BElive.TV as well as get a list of the programs, apps and equipment you can use to get the job done.



**Register Now!**



**NYSAR joins letter urging county clerks to remain open**

On Thursday, NYSAR sent a letter to New York's Chief Administrative Judge as part of a coalition of organizations and stakeholders in commercial and residential real estate closings, urging him to permit in-person filing of documents associated with the transfer and financing of real property, in accordance with appropriate social distancing measures. The role of a county clerk is critical to the real estate transaction, however, many transfers have not been able to close due to the inability to physically accept and record various filings. To read the full letter, [click here](#).

**Department of State adopts new fair housing regulations and amends advertising regulations**

The Department of State recently approved and adopted new fair housing regulations, effective June 20, 2020, which requires a new fair housing notice to be posted in every broker's office, every licensee to provide a new fair housing disclosure form, and requires the video and audio recording of every fair housing continuing education class. The amendment to the advertising regulation, effective November 20, 2020, requires every broker and associated licensee who advertises the exclusive listing of another broker to clearly and conspicuously display the name of the listing broker.

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A copy of the Fair Housing CE Recording regulation can be found [HERE](#).

A copy of the Fair Housing Disclosure Form can be found [HERE](#).

A copy of the Fair Housing Notice for posting can be found [HERE](#).

A copy of the amended advertising regulation can be found [HERE](#).

#### **NYSAR submits public comment on NYC eviction bill**

The New York City Council introduced a package of bills aimed at assisting tenants and small businesses impacted by the coronavirus. On Tuesday, NYSAR submitted written public comment on a City Council bill, Intro. No 1912, which would pause evictions and debt collections until April 2021 by prohibiting New York City marshals and sheriffs from taking property or executing money judgements. NYSAR believes the bill is excessive and may not be legally sound. To read NYSAR's testimony, [click here](#).

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The advertisement for YARDI breeze features a green palm frond on the left. The logo consists of a green cloud icon with a white outline and the text "YARDI breeze" in green. Below the logo, the text "Refreshingly simple property management software" is displayed in black. To the right, a laptop and a smartphone are shown, both displaying the software interface. A green arrow points to the right on the far right side of the banner.

## MEMBER PERKS

#### **Wise Agent provides all-in-one real estate CRM platform**

Wise Agent's CRM platform combines contact management, lead automation, transaction management, and real estate marketing software. Wise Agent has built seamless partner integrations to numerous other leading real estate technology companies in the industry, giving real estate professionals the opportunity to run their entire business on one system. The result is Wise Agent helps REALTORS® become more efficient, giving them the opportunity to save time and take on more business. [Learn more!](#)

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**Wise Agent**

**REAL ESTATE CRM SOFTWARE**

Automate your leads, responses, appointments and transactions today!



**May RPAC auction item – Fitbit Versa 2 Smartwatch**

Staying home doesn't have to mean staying still. Challenge yourself to remain active and track your activities with the amazing Fitbit Versa 2 Smartwatch with Stone/Mist Grey wristband. Track multiple activities: walking, running, swimming, biking while tracking heart-rate, quality of sleep, active minutes and so much more. Also Amazon Alexa is built into this watch for connecting to weather, alarms, smart home and music storage too.

**Bidding will end, Friday, May 29.** To bid, visit the [RPAC of New York Facebook group](#) or contact Derick King at 518-463-0300 x238 [dking@nysar.com](mailto:dking@nysar.com). *The starting bid is \$125.*



**Congratulations John Vernazza!**

John Vernazza of the Staten Island Board won the hammock featured as the April RPAC auction item with his high bid of \$300. Thank you John for your RPAC Major Investor support at the Sterling R (\$1,000) level for countless years and for your continued leadership and advocacy efforts on behalf our industry. Enjoy your new hammock!

