

THE REALTOR®



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LIRealtor.com

LIBOR Seeks REALTORS® Who Give Back for REALTOR® Spirit Award

Win \$5,000 for Your Community

Are you or someone you know doing great work serving the community?

We want to hear about it!



Many of our members of the Long Island Board of REALTORS® Inc. (LIBOR) selflessly donate their time, energy and funds to help improve the lives of others in need, or to help advance a cause or mission that is close to their heart.

The REALTOR® Spirit Award celebrates and recognizes these remarkable members who have made a positive impact on their community and gifts the organization through which they volunteer time and talents.

“The REALTOR® Spirit Award is an opportunity for LIBOR to honor the dedicated volunteer service and incredible work that our REALTOR® members do to strengthen our community. They inspire and remind us all of the importance of giving back,”
said Dianne Scalza, LIBOR President

Through the REALTOR® Spirit Award, one winner will receive a \$5,000 grant for their community cause. The recipient will also receive: two tickets to attend the Long Island Board of REALTORS® Annual Installation Gala held in November; local and state exposure in the

LIBOR insert of the NYS REALTOR® Magazine, all LIBOR communication channels, social assets and other real estate media.

The REALTOR® Spirit Award was launched in 2006 and has since recognized more than 50 REALTORS® for their outstanding commitment to community service. REALTOR® Spirit Award charities have received more than \$40,000 in donations. In addition, each winner receives local publicity, which generates additional donations and inspires new volunteers to get involved and make their communities a better place to live.

The award was created by LIBOR's Public Relations committee as part of the "We're More than REALTORS®..." (WMTR) campaign, which upholds LIBOR's long-standing commitment toward supporting the work of Long Island's charitable efforts and political initiatives.

REALTOR® Spirit Award entries must be received by September 30, 2019. For more details and an entry form, go to www.lirealtor.com/realtor-spirit-awards or call 631-661-4800. Only a REALTOR® member in good standing, can win. ●

President's Message

By Dianne Scalza
 LIBOR President

Spring is in the air; the birds are chirping and the sun is feeling closer. Spring is a rebirth, with ideas of rejuvenation, renewal and regrowth. Spring is the season of hope, the vernal or spring equinox, when the light and the dark are balanced.

So, what better time than spring to regroup, reprioritize or reinvent ourselves.

Does your business need a spring cleaning? Is it time to clean out the emotional and mental clutter?

Maybe the spring for you, is to start a new practice, like challenging your limiting beliefs, making decisions you have been avoiding, or writing down affirmations to put you in a more positive mood. Perhaps you are putting off that education you intended to get, a designation such as ABR or GRI.

Challenge yourself to do something new. Like videotaping your next testimonial. That's my goal for the spring, not easy but I know I can do it!

Why not join us at the 31st Annual Thomas Ta-bone Education Conference and Trade Show for new ideas and great networking?

The conference kicks off with a high-powered keynote session featuring Terri Sjodin, the Principal and Founder of Sjodin Communications.

In this session, Terri will introduce several key ideas to help you build and deliver a more polished and effective sales presentation – one that is persuasive rather than just informative. The focus will be on developing verbal communication skills for greater impact with clients and prospects, including how to develop a more creative style, hot tips on visual aids, body language, and more.

Throughout the day, training sessions will feature national trainers: Jared James, Steve Pacinelli, Leigh Brown and Joseph Rand, speaking on the hottest industry topics that will help achieve and continue success in your business.

The Education Conference is a spectacular event and a great opportunity to learn something new this spring. Whether you are a conference veteran or first-time attendee, I welcome you and look forward to seeing you on June 6, 2019. For complete details and to register, visit www.LIBOREDConference.com. ●

RPAC Your Best Investment

By Seth Lounsbury
 RPAC Liaison

The last few months since I started with LIBOR as the RPAC Liaison, have been very exciting. I have met so many amazing people and seen the excitement from everyone as to what RPAC can be.

We have had some great events so far starting with the Bowling Party. We had over 100 attend and raised over \$10,000 for RPAC, almost double that of the previous year. Next, RPAC had the "Luck of the Irish" with our first phone bank of the year raising around \$1,500 and all from members that had never invested before. Our third event of the year was on fire. Well only a few things probably got burned. The cooking event at Sur la Table was one of laughter and comradery, which also raised \$4,000 toward our goal. Finally, but definitely not last in fun, was the Nets vs. Bucks game at Barclay's Center, your investments for attending the game brought in nearly \$10,000.

We have a long way to go to hit the half a million dollar goal this year, but we have many more fun events in the works.

We in Government Affairs at LIBOR work on and are following many issues that affect or could affect you but nothing can be accomplished if we don't have the right people in office. Support of RPAC and the Calls for Action are the best ways to influence and affect the industry and business you love. So remember to respond to Calls for Action and that RPAC is your BEST INVESTMENT IN REAL ESTATE! ●

Congratulations to LIBOR past President and 2019 NYSAR President Moses Seuram and LIBOR past President Walauddin "Buddy" Hoosein, who were inducted into the National Association of REALTORS® (NAR) 2018 RPAC Hall of Fame. The induction ceremony took place during the association's Legislative Meetings & Trade Expo held in Washington, D.C. in May 2019. The Hall of Fame recognizes dedicated members who have made a significant commitment to RPAC over the years by investing an aggregate lifetime amount of at least \$25,000. Moses and Buddy join LIBOR's previously inducted members: Joseph Canfora, Liz English, Dottie Herman, Pat Levitt, Audrey Livingstone, and LIBOR's new CEO Tessa Hultz, who was inducted in 2016. ●

Current Matters of Concern to LIBOR Members

By *Cathy Nolan*

Goldson, Nolan & Connolly P.C.

Q. Can someone be the broker and the engineer on the same deal when he is the buyer's lawyer?

A. The Grievance Committee of the NYS Bar would be very unhappy with the attorney. Attorneys are generally not supposed to act as both broker and lawyer. His being the engineer as well adds a whole new dimension to his audacity. You, however, would not be the one to make the complaint. The buyer would be the party with standing, and, for all you know, the lawyer is the brother/son/father/cousin or any other close relative or a lifelong friend of the buyer and is actually giving all his skill and knowledge to the buyer for free! You just never know!

Q. I have a listing that is well priced, beautifully maintained and situated in a great neighborhood. Consequently, the house has many offers and the seller insists I continue to show until all the interest dies down. Several buyers have made offers over asking and the seller is still refusing to accept any of them. Now it looks as if we are in the middle of a bidding war. I am worried about the house appraising. What should I tell the seller?

A. Explain your concern about the appraisal, but remember, the seller and buyer are the ultimate decision makers as to the final value of the house. If a buyer believes it is worth what he is willing to pay, the seller's attorney can put a clause in the contract that states the transaction is not contingent upon the appraisal. If the buyer agrees, you have done a great job and the seller has maximized his investment. Only time will tell if the buyer's faith in the house's value was reasonable.

Q. Can a landlord in the city of New York refuse to accept a tenant on a program?

A. If the landlord does not own any properties larger than five family residences, and New York State does not add source of income to its protected classes, then the landlord had an exemption from the NYC source of income

protection and can refuse a tenant on a program. If, however, the landlord has even a tiny interest in a property that has more than five units, he loses the exemption for all of his properties, no matter how many units they have,



Q. I am in the middle of a transaction with an agent who said she was a broker's agent, but keeps calling the buyer her client. When I questioned her on this, she said she just made a mistake, that he is her customer, but then she sent me some emails between her and the buyer and in one he sent it to "Mom!" If he is her son, shouldn't she have told us and shouldn't she be a buyer's broker?

A. Yes!

Q. A seller wants to give me a \$2,000.00 bonus to thank me for selling her house! My broker said he is not sure I can take it! Can I?

A. The seller may have to give the bonus to your broker and then your broker will give it to you. The Department of State says an agent may only be paid in a real estate transaction by the broker and may consider the bonus a direct payment by a seller to a salesperson and therefore a violation of license law. The broker can, however, give written permission for the seller to give the money to you directly and that should take care of any concerns the DOS may raise.

Q. I was contacted by a seller who wanted to put her house on the market because she is getting a divorce. The wife wants me to be the broker, but her husband wants someone else to have the listing. The other agent and I went outside to talk and thought we should suggest that we both list it. We offered to share the listing and told the sellers we would split the listing side of the commission and compensate the selling agent from the gross commission. So far things seem to be going well and the other agent and I have become friends. Everyone tells me divorcing sellers are a problem to work with, but we are not having any trouble. Are we doing something wrong?

A. It sounds to me as if you are doing everything right! ●

JUNE 6, 2019

31st Annual
LIBOR Thomas F. Tabone

**EDUCATION
CONFERENCE
and TRADE SHOW**



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www.liboredconference.com

LIBOR COURSE SCHEDULE



**UPCOMING NYSAR COURSES
OFFERED AT LIBOR**

VISIT LIREALTOR.COM/EDUCATION
Designations and Certifications

RIVERHEAD RSC

JUNE 4 - RSPS (Resort & Second home Property Specialist)
JUNE 27 - SFR (Short Sales & Foreclosure Resource)

WEST BABYLON RSC

JUNE 17 - 18 - SRS (Seller Representative Specialist)

LIBOR NEWS

LIBOR Adds to its Suite of REALTOR® Safety Tools

It is important for every REALTOR® to have a personal safety protocol in place that you use every day with every interaction, like when meeting new clients, showing properties or sharing information online. And for brokers, it is up to you to require a safety strategy implementation for your office.

LIBOR has developed or implemented a variety of tools focused on agent safety that brokers and agents can use to develop a strategy or incorporate into your current office safety protocol.



Starting with the Real Safe Agent program, which we offer as a free member benefit to all members. Real Safe Agent is more than a personal safety app, it's a crime prevention system for the real estate industry. Based in behavioral science, the system empowers our community to cooperate and collaborate for the purposes of keeping each other safe. We currently have 2,361 users; but this free member benefit is available to all members. The more members using the system, the safer everyone becomes.

In an effort to encourage REALTOR® Open House Safety, LIBOR created reusable laminated plastic signs that will notify open house attendees that a photo ID is required before they enter the house. Make REALTOR® Safety a part of your Open House protocol. The signs are available for purchase (\$6) online at the LIBOR Store and at all four REALTOR® Service Centers.

The National Association of REALTORS® (NAR) has recently launched the REALTOR® Safety Network. NAR will deploy REALTOR® Safety Alerts via social media when a physical or cyber threat to REALTORS® warrants national attention. For incidents that do not meet the criteria for a national alert, the REALTOR® Safety Team will notify the local association.

Alerts will be issued in situations when a REALTOR® or a REALTOR®'s immediate family member goes missing, an association name is being used fraudulently to dupe consumers, or a physical threat to REALTORS® is deemed to warrant national attention.

Further information on all of these tools, is available at www.LIRealtor.com/safety. Use the wealth of resources to implement a plan and encourage ongoing awareness of REALTOR® Safety in your office.

For questions on any of these tools or more information on REALTOR® Safety, please contact customer service at 631.661.4800. ●