

REALTORS® Against Hunger Campaign to Combat Hunger this Holiday Season

By Christina DeFalco-Romano
Public Relations & Communications Programs Manager

The Long Island Board of REALTORS® (LIBOR) is proud to announce the launch of the 11th Annual REALTORS® Against Hunger (RAH) Campaign, to fight hunger in our local communities. In the months of November and December participating REALTOR® offices will be collecting donations of non-perishable food items throughout Nassau, Suffolk and Queens Counties. Each year, an estimated 316,000 Long Islanders rely on emergency food programs, with nearly 90,000 children living in poverty, in almost every community on the Island. This collection drive will support efforts to provide food to hundreds of local food pantries, soup kitchens, shelters and other programs that feed the hungry. The holiday season can be an especially difficult time for these families in need. LIBOR is committed to helping provide critical food support to our neighbors living with hunger and poverty, and assisting community outreach programs in the fight against hunger.

For the past eleven years, it has been the mission of the REALTORS® Against Hunger initiative to not only raise thousands of pounds of food annually, but to bring awareness to the harrowing hunger epidemic on Long Island. To mark the launch of this pivotal program, LIBOR presented a \$5,000 donation to Island Harvest, the largest hunger relief organization on Long Island. This sponsorship donation will be used towards Island Harvest's Annual Turkey and Trimmings Collection Campaign, which will run from November 1 through December 31, 2018.

New to the program this year, LIBOR will also be sponsoring Catholic Charities Brooklyn and Queens' Food Pantry Services; a network of twenty Food




Pantries which provide food assistance to many families and individuals in need throughout Brooklyn and Queens. Last year, their pantries helped distribute more than 1 million meals to over 115,000 members of the community.

There are various ways to participate in this crucial program, from donating non-perishable food items, frozen turkeys or gift cards, to volunteering or hosting a food drive; your contribution of food and funds will ensure that our neighbors are able to enjoy the warmth of a holiday meal. Our continued participation in this program provides the opportunity for our members to help less fortunate families enjoy special holiday meals and be able to count on regular meals throughout the holiday season.

For more information on how you can help LIBOR in the fight against hunger, visit <http://rah.lirealtor.com>. ●

MLSLI AND HGMLS MERGE TO FORM REGIONAL MLS



New MLS Regional Info
News & updates, frequently asked questions, a calendar of events & more about the new regional MLS.

ANNOUNCEMENTS VIDEO REGIONAL AREA MAP FREQUENTLY ASKED QUESTIONS CONTACT US

SEARCH

MLSLI NEWS
Regional Merger: News - In The Media

RECENT POSTS
Aug 28, 2018
MLSLI and HGMLS Merge to Form Regional MLS
Feb 01, 2018
HGAR & LIBOR Regionalization

ARCHIVES
Select Month

HGAR & LIBOR Regionalization
February 1, 2018

SEE STORY ON PAGE 4

President's Message

By *Charlotte Van der Waag*
LIBOR President

“Before you are a leader, Success is all about growing yourself. When you become a leader, success is all about Growing others.” – Jack Welch

As we near the end of 2018 and my term as your Long Island Board of REALTORS® President comes to a close, I am reflecting on all that has been accomplished during my term. I am optimistic for all that is to come in the future.

In 2018, LIBOR continues to be a publicly visible and forward thinking organization dedicated to provide to our members resources that will enable them to reach their highest potential level of business success, by enhancing their value to the consumer. We were able to do so through the efforts of my predecessors, Past President David Legaz and incoming President Dianne Scalza. The New Year will bring new leadership to LIBOR and although the faces are changing the objectives remain the same.

It is important to recognize that we are successful as a REALTOR® organization because of the strength and dedication of our volunteer leaders. I am proud to have brought forth LIBOR's first Leadership Academy this fall. It was a unique leadership opportunity offered to REALTORS® who wish to develop and enhance their leadership skills and make a meaningful contribution to the real estate profession. A four-day program was specifically designed to give attendees an in depth look into how the REALTOR® Leadership functions, explore how decisions are made, presentation skills training and the value and benefits of being a volunteer leader. LIBOR's pilot program was a huge success and we received valuable feedback from our graduates, which will help to improve the program for future attendees.

Two additional major undertakings in 2018 are the CEO Search as LIBOR's CEO Joseph Mottola is retiring after 42 years of service and the Regionalization of

the Long Island MLS and Hudson Gateway MLS. The Regionalization is in its' transition phase and should be fully operational in 9-12 months.

In the Public Relations area, REALTORS® through their Chapters charitable and civic programs as well as their personal involvement, demonstrates a tangible commitment to our communities they live in and serve. Thus highlighting that “We're More Than REALTORS”.

Next in the Global area, we have hosted representatives from Mongolia and by the time you see this article we will have hosted a large delegation from Spain. We will be briefing them on Association and MLS operations and taking them to a sales office to have them shadow an experienced, successful agent.

And so the end is near and I want to thank the



Pictured above are the first graduating class of the LIBOR Leadership Training Academy, with (bottom row second from l-r) Christine Todd, CAE, and Instructor for the program, LIBOR President Charlotte Van der Waag, LIBOR President-Elect Dianne Scalza, LIBOR past President and NYSAR President-Elect Moses Seuram and LIBOR Vice President of Professional Development Mary Ann Monteleone.

LIBOR members for the opportunity to serve this amazing organization. I would like to thank my Executive Team, Board of Directors, Committee Chairs, Chapter and Division Leadership and staff as they collectively assisted me during my Presidency.

LIBOR is a well- respected and highly regarded association because of the support, dedication, progressive thinking of its membership. It has been such an honor to be part of a leadership team that continues to strive to be on the cutting edge of our profession.

Thank you for the opportunity to serve. ●

When Money Is the Issue

By Cathy Nolan
Goldson, Nolan & Connolly P.C.



Q. I had a buyer client who did not feel comfortable signing a buyer broker agreement with me but wanted me to represent him, so I agreed. I showed him and his fiancé a number of properties and finally the perfect house for them came on the market. The listing agent had taken an office exclusive and my buyers found the house on Zillow. When I called the listing agent to show, she said there was no compensation being offered to another broker and that I would have to get paid by my buyer. My buyer refused to pay me and said I should get the commission from the listing agent. I called the listing agent to set an appointment but she again told me she was not paying another broker. I told her my buyers would put my compensation in the offer. The agent said the seller was paying a very reduced commission, which is why it was an office exclusive, not an MLS listing. In the meantime, the buyer went directly to the listing agent and made a deal. How do I collect my commission?

A. What commission? No one offered to pay you a commission and it would appear the buyers felt no obligation to buy through you. The lesson here is to never work for someone who does not appreciate the value of your services and has not offered to pay you!

Q. I have a listing and a buyer came to me to see the house. Now she wants to buy it. She is an attorney and is telling me that makes her a broker and she is entitled to half of the commission. Is this true?

A. Although attorneys have a license that allows them to collect a commission for being involved in a real estate transaction, the lawyer is not a licensed broker unless she paid the DOS to obtain a broker's license. Even if she had done that, however, she would have to have become a REALTOR® and have joined our MLS for the offer of compensation to apply to her. In addition, she would have had to disclose to you that she was a buyer agent representing herself in the transaction when she first began dealing with you in a substantive way. This attorney is just looking for a bargain price for

the house and wants to take the earnings out of your pocket to get the bargain!

Q. My former broker refuses to pay me the commissions I earned on two houses I sold that were listed by our office. Although they were in contract when I left the office, they only just closed. When I asked him when I would be paid, he said he did not owe me any money since the MLS offered no compensation to seller's agents and that, when I sold them, I was a seller's agent since I worked for the listing office. This does not seem right. Can he do that?

A. It is not right and the broker needs to take some refresher courses in how the real estate industry works. The offer of compensation found in the MLS is for cooperating agents, not agents who work for the listing broker! The listing broker pays his own agents according to the Independent Contractor's Agreement the parties signed when the agent joined the office and has nothing to do with offers on the MLS. If your broker refuses to pay you, your recourse is to sue him for your commission.

Q. I had a listing that another company sold. We are getting ready to close and the seller is refusing to pay my commission but is going to give a check for the selling broker's commission directly to the selling broker. What can I do?

A. You are contractually bound to arbitrate the commission claim at NAM (National Arbitration and Mediation) unless your seller refused to agree to the arbitration at the time you took the listing and removed or caused you to remove it from the agreement, in which case you must sue the seller in court. The selling broker has an agreement with you, not the seller and should not be getting payment directly from your client, but rather, should be getting compensated by you. An attorney may make a credible argument that the selling agent is interfering in your agency relationship with the seller and you might be able to sue the selling broker in tort for such interference!

Q. If a landlord and tenant agree to renew a lease, is the listing and/or renting broker entitled to another commission?

A. It depends on your agreement with the parties.

Q. Can a seller just refuse to pay me at the closing?

A. Sure, but then you can sue him for your commission! ●

LIBOR COURSE SCHEDULE



UPCOMING COURSES OFFERED AT LIBOR

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CIPS – Certified International Property Specialist

Coming to the Woodbury Realtor Service Center – OCTOBER 2018

GLOBAL REAL ESTATE: LOCAL MARKETS
Connect with Immigrant Buyers & Foreign Investors in your local market. *Approved 7.5 Hours*

GLOBAL REAL ESTATE: TRANSACTION TOOLS
Get the tools to serve foreign-born buyers, in terms they will understand. *Approved 7.5 Hours*

Fun with RE Analytics Using Stratus and Excel –

Approved for 3.75 Hours

You too can become a “data analyst”! It sounds fancy but in reality it just means finding and taking the information you already have available and using it to build business! See how property ownership data from public records can become a robust list of potential clients. Learn how to download under contract and sold data into Excel. Utilize the new Market Statistics module of Stratus to create spreadsheets, graphs and charts that show absorption rates and changes in supply and demand. Lastly, learn to share this information with consumers through Facebook and other social media, email and printed reports.

HOMESNAP MOBILE:

Engage Clients Via Instant Updates & Rapid CMAs –

Approved for 3.75 Hours

Homesnap Pro is an amazingly simple, free app for all that gives real estate agents a fun and interesting way to connect with their entire sphere — family far and wide, old friends, neighbors, past co-workers and past clients. Once connected with you they can search listings all 50 states and snap photos of any property to see more information from public records and MLS data. They will receive instant updates on new listings, price changes, under contract and recently sold properties. You can create a 5-minute CMA right in front of them that is not only impressive but amazingly detailed.

Understand Zillow to Educate Clients –

Approved for 3 Hours

Let’s face it — consumers LOVE Zillow and take everything it says as gospel. Your job is to know more about it than they do so that you can help them UNDERSTAND how zesti-mates are determined, what they really mean and what their accuracy statistics are! Show consumers how to claim their home. Maximize your free profile and reviews to gain exposure. Connect your listings and past sales to your profile. It doesn’t pay to bash Zillow to your customers and clients — become an educator to earn their respect.

LIBOR NEWS

MLSLI and HGMLS Merge to Form Regional MLS

The Multiple Listing Service of Long Island, Inc., (MLSLI) and the Hudson Gateway Multiple Listing Service (HGMLS) have merged to form the New York MLS, LLC. The new MLS will consist of approximately 40,000 real estate professionals, serving Nassau, Suffolk, Queens, Brooklyn, Manhattan, Bronx, and Westchester, Putnam, Rockland, Sullivan and Orange Counties.

Jim Speer, the Sr. Vice President of Operations for MLSLI for over 30 years, will serve as Chief Executive Officer for the new MLS. Speer says, “With the alliance of two successful MLSs, members gain entry to a vast selection of integrated technology tools and resources which will better serve their buyers and sellers.”

The new regional MLS is expected to be operational sometime in 2019. During the transitional phase, members are encouraged to visit the microsite — NewMLSinfo.com, which has been created to communicate important updates and news, provides an interactive map of the new geographic area, and gives answers to frequently asked questions about the new MLS. ●



RPAC PROTECTS REALTORS®
at the Local, State and Federal levels

Investing money into the REALTORS® Political Action Committee (RPAC) has and will continue to help elect lawmakers that shape legislation important to your business and communities such as:

- Extending the National Flood Insurance Program to ensure more affordable premiums
- Advocating for a tax-free savings account program for first time home buyers
- Preserving the Mortgage Interest Deduction (MID)

COMING SOON! 2019 RPAC CALENDAR OF EVENTS

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