

THE ADVANCED REALTOR®



June 2015

Official Publication of Long Island Board of REALTORS®

LIREaltor.com

Opportunity is Knocking...Get Ready!

LIBOR'S 27TH ANNUAL EDUCATION CONFERENCE AND TRADE SHOW SCHEDULED FOR JUNE 4TH

By Christina DeFalco-Romano,
Public Relations & Communication
Programs Manager

The Long Island Board of REALTORS®, Inc. (LIBOR) will be hosting the 27th Annual Education Conferences and Trade Show on Thursday, June 4, 2015 at the Crest Hollow Country Club in Woodbury, New York. This year's theme will be "Opportunity is Knocking,"...answer to ensure your success in your career in real estate. The day will consist of keynote sessions and training programs designed to help Realtors® succeed in both today's market and future market as well. At the conference, Realtors® will receive all the benefits of attending a national convention right here at the local level, without the expense of travel.

The conference kicks off with a high powered keynote session, featuring acclaimed trainer and Coach

Bill Hart, of Building Champions Inc., sponsored by CHL Mortgage. Hart will share how "Luck is What Happens When Preparation Meets Opportunity." In 2015, the best Realtors® in the country are using old school strategies, incorporated with new social media skill. Having coached and interviewed over 200 agents that close an average of 150 units per year, Coach Bill Hart observes that there are actually more differences in how the "best of the best" produce so much business, than there are similarities. Hear the successful strategies, tactics, practices and tools being used by these top producing agents that may appeal to YOU, which you can deploy immediately in your own business. Learn the 6 Key Steps and Principles to be used daily to ensure your business success. This session will help your business as well as personal life. Coach Bill observes that as a three



time cancer survivor, "Every day is a gift and I'm going to have a blast as I do every day so join me!" Get ready to experience this high-energy, business and life game changing session with Coach Bill!

Throughout the day, training sessions will feature other national train-

CONTINUED ON PAGE 16

SEE PAGE 13 FOR AN IMPORTANT LEGAL HELPLINE UPDATE



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Long Island Board of REALTORS® is a non-profit organization formed for REALTORS® for the betterment of their communities, their profession, and their livelihood.

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LIBOR’s governing documents, conflict of interest policy and financial statements (including IRS Form 990) are available for inspection during regular business hours upon request by appointment.

President’s Message

By Laura Copersino, LIBOR President

IT’S NOT JUST A JOB, IT’S AN ADVENTURE



Sound familiar? It was in 1973 that the draft had ended. It was the first year in modern times that our military had to recruit an “all volunteer force.” Competition between the different branches of the armed forces to find the “best applicant” was on.

I can see some similarity with this slogan and the job of the Realtor®. When you first “joined” (got your license) you were somewhat of a “volunteer force” since you worked the first few months of your new career without any pay!!! But, soon enough after gaining knowledge and experience you were actually the “best applicant” for the job!

Now, being the best at what you do, I challenge you to step out of the ordinary and venture out of your comfort zone. We are experiencing a low inventory market in most of our areas across Long Island and Queens, business as usual may not be so usual. Expired listings are harder to get and For Sale By Owner’s are holding their ground. Buyers are being out-bid by higher and all-cash offers and then deciding to sit on the fence leaving you with no one to drive around with!

So, what are you going to do? It is time for adventure! Change up your regular business practices and use resources that you may not have in the past. As a LIBOR member there are many benefits you can use to grow your business in this market. I challenge you to venture out! Here are some ideas:

Stay in touch with your past buyers and sellers: 1) Lowe’s Realtor® Marketing Program. Send eCoupons and personalized publications plus get a discount on gift cards! 2) Multi-Merchant Gift Card discounts to over 100 stores! 3) Stay in touch with movie tickets offered to you at a discount.

Take your marketing to the next level: 1) Every Door Direct Mail discounts. 2) Discount on Office Max printing services and more!

Visit www.LIRealtor.com > Member Area > Benefits to find all the benefits available to you, to help your business succeed.

Congratulations

The members of the Long Island Board of Realtors® congratulate Laura Copersino, 2015 LIBOR President, on her many accomplishments and for being named one of the Top Women in Business by the Queens Courier. Laura was honored at the 13th Annual Top Women in Business Awards and Networking Event that was held on May 14, 2015 at Terrace on the Park in Flushing. This yearly event recognizes influential women in business whose major achievements and participation in the community have helped make a difference in Queens.



Photo courtesy of The Queens Courier

LONG ISLAND HOUSING DATA FOR APRIL 2015

The closed median home price in April 2015 for Long Island, which includes Nassau, Suffolk, and Queens's housing data, was \$375,000 representing a 5.6% increase over last year. Nassau County reported a \$440,000 closed median home price in April, representing a 7.7% increase over \$408,500 reported by reported by the Multiple Listing Service of Long Island (MLSLI) last year. Suffolk County reported a closed median price of \$315,000, which represents a 5% increase over a year ago. Queens reported a closed median home price of \$400,000 which represents a 12.5% increase over last year.

The total number of Long Island available residential inventory was 21,660 representing an 8.7% over March 2015, but 3.3% less than last April.

“April housing data indicates a very active local real estate market. Monthly contracted, or pending sales activity, is 5% higher than last year, and 11.2% higher than in March. Other indicators that support a robust market this Spring are a rise in home-buying and selling interest that can be measured by the number of visitor sessions going to MLSLI.com, the MLS consumer website. In April, we saw a 20% year over year increase in monthly visitor sessions to MLSLI.com and for the first time in recent history, analytics showed over 1 million visitors sessions to site in the month of April.” said Tricia Chirco, MLSLI Marketing and Communication Director.

April 2015 Market Update reports for Nassau, Suffolk, and Queens Counties are available under the MLS Activity Reports section of Stratus. The Market Update reports are also available at LIRealtor.com under the Research and Data section of the Member Area.



LIBOR Teams Up With Town of North Hempstead & Village of Westbury to Educate REALTORS on Rental Regulations

Town of North Hempstead Supervisor Judi Borsworth, Councilwoman Viviana Russell and Village of Westbury Mayor Peter Cavallaro recently hosted an educational seminar on the REALTORS® responsibilities when renting property in the Town of North Hempstead and the Village of Westbury.

The seminar, which was produced in conjunction with LIBOR, was well attended with over 100 REALTORS® from the area learning and/or reviewing the Town and Village codes to ensure safe living conditions for all residents.

The elected officials were joined by representatives from the Code Enforcement division as well as the Building Department who discussed the specifics of the law and answered many questions at the conclusion of the event. The Town and Village made it quite clear that they want to assist our REALTORS® in preventing illegal rental regulations.

10 | JUNE

○ **Young Professionals Network Black Tie Formal – Presenting the Top 20 Under 40 Class of 2015**

7:00 pm
Fox Hollow Inn, 7725 Jericho Tpke., Woodbury, NY 11797. 20 LIBOR member real estate professionals, 40 years of age or younger will be chosen for their excellence in real estate. For more information and to register: <http://ypn.lirealtor.com/>

11 | JUNE

○ **Hamptons Chapter New Membership Breakfast & Networking Meeting**

9:00 am
230 ELM, 230 Elm Street, South Hampton. Rental Laws - What You Need to Know! Guest Speakers: Cathy Nolan Esq. - LIBOR and Christine Curiale, Wells Fargo. For more information and to register: <http://hamptons.lirealtor.com>

11 | JUNE

○ **Huntington Township Chapter Summer Kick-Off Party**

5:00 pm
Centerport Yacht Club, 33 Beach Plum Dr, Centerport. Dinner, Networking, Cash Bar. The cost is \$25 for members, \$40 for non-members. For more information and to register: <http://huntingtontownship.lirealtor.com/>

12 | JUNE

○ **Northeast Queens Chapter Educational Breakfast: For NEW & Experienced Agents**

9:00 am
Adria Hotel & Conference Center, 221-17 Northern Blvd., Bayside, NY 11361. "Social Media Boot Camp!" Guest Speaker: Monika Bialokur, Social Media Consultant & Digital Media Expert. FREE to the FIRST 100 Registrants. For more information and to register: <http://northeastqueens.lirealtor.com/>

16 | JUNE

○ **Suffolk North Shore Chapter Networking & Education Breakfast**

8:30 am
Meadow Club Port Jefferson, 1147 Route 112, Port Jefferson Station, NY 11776. Top Producers Panel Learn How the Pros Keep Their Sales Rising! For more information and to register: <http://suffolknorthshore.lirealtor.com/>

17 | JUNE

○ **MLSLI Board of Directors Meeting**

9:00 am
LIBOR West Babylon
For more details email: adminsupport@mlsli.com

18 | JUNE

○ **LIBOR Executive Committee Meeting**

9:00 am
LIBOR West Babylon
For more details email: adminsupport@mlsli.com

19 | JUNE

○ **Western Queens Chapter Networking & Education Breakfast**

10:00 am
Riccardo's by the Bridge, 21-04 24th Avenue, Astoria, NY 11102 "How to Get in the Door and Get Your Offer Presented in this Market" Guest Speaker: Don Scanlon. FREE to the FIRST 50 Registrants! After first 50 registered: \$13 Members, \$15 Non-Members. For more information and to register: <http://westernqueens.lirealtor.com/>

23 | JUNE

○ **Long Island Commercial Network Education Networking Breakfast**

8:00 am
On Parade Diner, 7980 Jericho Tpke., Woodbury. Speaker: Open forum. Prepaid: \$15.00 Members/\$25.00 Non-Members/\$25.00 Guest-Members/\$25.00 Guest-Non-Members. For more information and to register: <http://licommercialnetwork.org/calendar.html>

Executive planner at a glance

[HTTP://WWW.LIREALTOR.COM/CHAPTERSANDDIVISIONS/DEFAULT.ASPX](http://www.lirealtor.com/chaptersanddivisions/default.aspx)

LIBOR Joins Forces with Rebuilding Together LI to Help a Veteran in Need

With days notice, members of the Long Island Board of REALTORS® Inc. (LIBOR) rolled up their sleeves to work alongside Rebuilding Together Long Island (RTLTI) on an urgent volunteer project that took place at a private residence in Mineola on Monday, April 27, 2015.

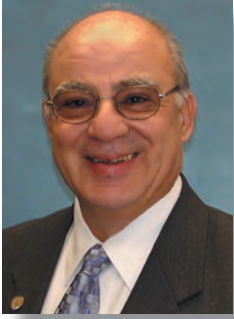
LIBOR members volunteered their time and efforts to help RTLTI build a wheelchair accessible handicap ramp and landscape of the front and back yard. The installation of the ramp will allow the homeowner, a Veteran, to come home from the rehab facility that he's been in these past few months. This will also allow him to come and go from his home with ease, enabling him to get any medical attention that he may need.

In addition to contributing time, earlier this year LIBOR made a \$2,500 donation to the organization, so they can fulfill their mission of helping to rebuild the homes and lives of people in need. Rebuilding Together Long Island is dedicated to restoring the homes of economically disadvantaged homeowners who are elderly, disabled, and/or single-parent families, so they may continue to live in comfort with dignity and independence. Their committed staff of 300 volunteers is the backbone of the organization. They provide a wide range of services which include plumbing and electrical repairs, yard work, tree trimming, gutter cleaning, carpentry, roof repair, trash removal, non cosmetic painting, lock work, smoke detector installation and the construction of wheel chair ramps. All of the services of Rebuilding Long Island Together are provided at no cost to the homeowner.

"The Long Island Board of REALTORS is proud to continue our over ten year partnership with Rebuilding Together Long Island, an amazing organization that helps those in need throughout our community. The work of Rebuilding Together Long Island allows disadvantaged homeowners to remain in their own homes in a safe and healthy environment and we are honored to be able to assist in this efforts." said Donna Wolfe, 2015 LIBOR Public Relations Chairperson.

This donation was made through the Long Island Board of REALTORS® "We're More Than REALTORS®" initiative. Created by the LIBOR Public Relations Committee in 2006, the "We're More Than REALTORS®" campaign supports numerous programs and charitable organizations within our communities.





From Where I Sit

By Joseph E. Mottola, Chief Executive Officer

The LIBOR Board of Directors accepted the recommendations of the Planning Committee and approved a Strategic Plan which outlines our Goals and ultimately the Actions and Objectives designed to enhance the way the public perceives Realtors®; identifies LIBOR as “The Voice for Real Estate” and advocates the value of using a Realtor® in every transaction.

To accomplish these Objectives, the Planning Group identified Objectives in major functional areas to include COMMUNICATIONS; COMMUNITY OUTREACH; GOVERNMENT AFFAIRS; PROFESSIONAL DEVELOPMENT AND GOVERNANCE.

In the COMMUNICATIONS area, we want to be the primary resource for relevant industry information not only to members but consumers and the media as well. We will use every available communication tool to ensure in some way we can reach our target audiences. We will have to be consistent and constant with our messages and ensure that they are meaningful and well thought out.

With respect to COMMUNITY OUTREACH, we want to ensure that LIBOR and its members are involved in beneficial consumer and community activities with the purpose of promoting the Realtor®. We will have to aggressively gather pertinent information on our members work with community groups and charitable organizations. We would then use their contacts within such organizations to help curb unwise legislation that hurts owners. We would also promote our goals and programs with respect to Smart Growth types of development which ultimately benefit the present and future residents.

GOVERNMENT AFFAIRS, with its far reaching impact, must take on a greater role in insuring that Realtors® are not subject to onerous and unfair regulations which harm Realtors® and the interests of the public.

We are concerned about real property rights and need to recognize and capitalize to an even greater extent the role that the Realtors® Political Action funds (RPAC) play in the legislative and regulatory world. To not generate the needed funds, undermines our capabilities and directly harms the livelihood of our members.

PROFESSIONAL DEVELOPMENT is the next major plan area. Its goal is to keep LIBOR as the premier source for Real Estate Education and career development opportunities. We see a greater need for specialized programs targeted to the various elements of our markets. Certification courses are very valuable for learning how to deal with the rapidly increasing Senior and Boomer markets at one end of the spectrum and the burgeoning Gen X and Gen Y components at the other. We will need to focus on course development for all experience levels as Broker/Owner and Agent needs differ greatly. You will also see more surveys to help in identifying the areas needed to be targeted.

GOVERNANCE covers our operating structure and all that it takes to function effectively. In other words the blend of quality staff, high caliber leadership, fiscally sound policies, facilities like Service Centers and our Headquarters as well as having access and effective use of the technology essential to running a multi-million dollar entity. Leadership development is important because it will shape the future and we look to our Chapters for candidates.

Our Chapters and our services cover a large, culturally diverse region. We need to be in touch with our members, understanding their present and future needs and have the capabilities in place to satisfy those needs. Our Strategic Plan is designed to accomplish that and more.

Visit the “Research and Data” section on LIRealtor.com to view the plan in its entirety.

Introducing the REALTOR® Scholarship Award

The Long Island Board of REALTORS®, Inc. (LIBOR) is proud to announce the launch of the REALTOR® Scouting Scholarship Award. Through this program, LIBOR will be awarding up to six \$1,000 merit-based Scholarships to up to three New York Eagle Scouts and to up to three Gold Girl Scouts. Up to two recipients (one Eagle Scout, one Girl Scout) from each of the three counties, Nassau, Suffolk, and Queens, will be selected. The scholarship is being sponsored through the LIBOR “We’re More Than REALTORS®” Public Relations Campaign.

LIBOR is honored to affiliate ourselves with the Boy and Girl Scouts of America, whose goal is to build the character of young women, men, boys and girls, who then go on to become great citizens in our communities. Eagle Scout and the Girl Scout Gold Award are the highest rank and achievement attainable in the Scouting programs of the Boy Scouts of America (BSA) and the Girl Scouts of the USA.

Since it was first awarded in 1912, more than 2 million young men have achieved the Boy Scouts of America’s highest rank. An Eagle Scout in his conduct and character exemplifies the highest standards, aims and ideals of Scouting. Whether still active in Scouting or not, an Eagle Scout seeks to better himself in order to better serve others and his community. The Girl Scout Gold Award debuted in 1916 as the Golden Eagle of Merit. It marked the



beginning of a long tradition of recognizing the outstanding achievements of extraordinary girls. The Girl Scout Gold Award has inspired girls to become leaders, and share their ideas and passions with their communities; leaving behind a sustainable legacy.

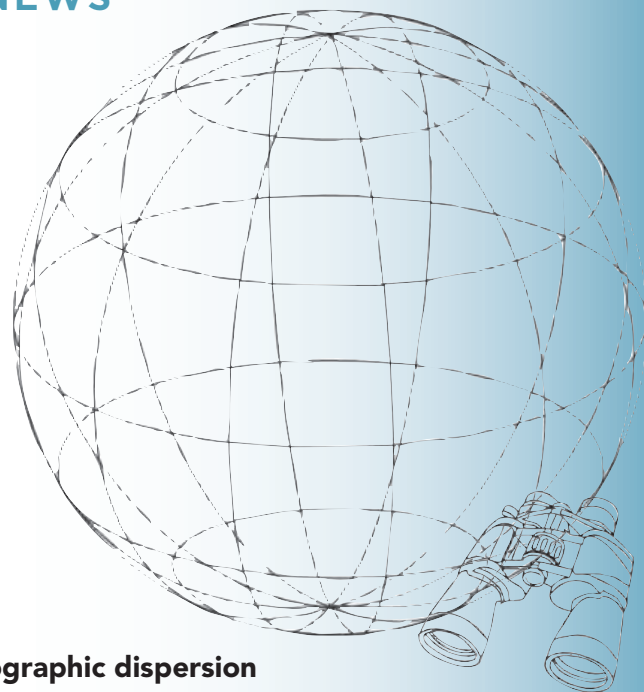
In the spirit of the “We’re More than REALTORS®” campaign, which supports numerous programs and charitable organizations, and encourages members to help make Long Island a better place to live; it only seems fitting to recognize these extraordinary individuals and to assist them in their pursuit of higher education.

For more information, including scholarship requirements and how to apply, please visit LIRealtor.com.



Our Sights are Set on Global

U.S. Immigration Patterns



The United States is the world's hotspot for incoming migration. According to the United Nations Population Division, as of 2013, 45.8 million people living in the U.S. were born in other countries. In contrast, second-ranked Russia's immigrant population is 11.1 million, less than a quarter that of the U.S. The Migration Policy Institute says the U.S. is home to roughly one fifth of the world's immigrants.

Nationalities change

Throughout U.S. history, waves of immigration have shifted from one country to another. For much of the twentieth century, various European countries were the original home of most immigrants. As recently as 1960, three out of four had been born in Europe and almost another 10 percent from Canada.

By 1980, only 39 percent of immigrants came from Europe; the majority originated from Latin America or Asia. In the 2010 census, over half came from Latin America, primarily Mexico, and over a quarter from Asian countries. Immigrants originating in Europe and Canada made up less than 15 percent of the general immigrant population.

Geographic dispersion

The change in nationalities has affected regions of the U.S. in different ways. In 1970, over two-thirds of U.S. immigrants lived in the Northeast and Midwest. They were predominantly Europeans who relocated in the first half of the century, primarily represented by Italians, Germans, Polish and the British.

By 2010, over two-thirds of immigrants were located in the West and the South. People from Mexico and other parts of Latin America, and people from Asia, moved through gateway states like California, Texas, Florida and New York.

Looking forward

With historical U.S. immigration trends edging upward, and U.S. policy shifting towards a more favorable immigration environment, it's fair to assume that immigrant communities will play a growing role in the U.S. housing market. It's a trend that signals significant opportunities for global real estate practitioners.

Source: [National Association of REALTORS®](#)

Rank	1960	1980	2000	2010
1	Italy	Mexico	Mexico	Mexico
2	Germany	Germany	China	China
3	Canada	Canada	Philippines	India
4	United Kingdom	Italy	India	Philippines
5	Poland	United Kingdom	Vietnam	Vietnam

Source: The Size, Place of Birth, and Geographic Distribution of the Foreign-Born Population in the United States, 1960 to 2010, U.S. Census Bureau.



Photos courtesy of Howard Fritz,
OneFineDayPhotographers.com

CHAPTER AND DIVISION EVENTS

Long Island Board of REALTORS[®], Inc.

MEMBER SERVICES

Visit LIREALTOR.com –
Member Area to access
Benefits, Discounts,
and Savings!



Members can also
access the New York State
Association of REALTORS[®]
(NYSAR) and National
Association of REALTORS[®]
(NAR) Benefit Guides.



MEMBERSHIP HAS ITS PRIVILEGES

AS PART OF YOUR ASSOCIATION
MEMBERSHIP, REALTORS[®] ARE ENCOURAGED TO TAKE
ADVANTAGE OF ALL THE LOCAL, STATE, AND
NATIONAL BENEFITS AND SERVICES AVAILABLE TO
YOU. THEY PROVIDE VALUE AND SAVINGS.

Here are a few of the many benefits you can take
advantage of when you are a member of the
Long Island Board of REALTORS[®], Inc.:

- Discounted Movie Tickets to Lowes and United Artist Theaters
- Access to our FREE Legal Helpline
- Reduced rates for AAA Membership
- Eligible to join the Long Island Realtor[®] Federal Credit Union
- \$500 cash allowance off the purchase or lease of a new Chrysler, Jeep, Dodge, or Ram model vehicle
- Member Discounts at PC Richard & Son, 1-800-Flowers, and more...
- Save with Sprint Communication Services



LIREALTOR.COM

LIBOR PROUDLY SUPPORTS OUR VETERANS ON MEMORIAL DAY AND EVERY DAY

The Long Island Board of REALTORS® Inc. (LIBOR) is proud to be a sponsor of the 88th Annual Little Neck-Douglaston (LND) Memorial Day Parade which took place on Monday, May 25, 2015. The LND Memorial Day Parade is recognized as being the largest in the nation. Held annually since 1927, it is a time for citizens to come together to honor veterans and fallen heroes, and for the community to come together and celebrate. For 2015, the parade theme “Service, Valor, Sacrifice” pays tribute to the 50th anniversary of the Vietnam War.

This sponsorship was made through the “We’re More Than Realtors®...” (WMTR) public relations campaign, which was created in 2006 by LIBOR’s Public Relations committee.

The campaign’s objective is to raise public awareness about the Realtor® efforts in our community, in addition to helping local residents buy and sell homes.

It is also through this campaign, that Long Island Realtors® support our local heroes, giving them the opportunities offered through the Long Island Realtors® Veteran Scholarship Program, to start a career in real estate. The program is designed to guide veteran recipients through the process of beginning a career in real estate, with a mentor on hand every step of the way. A career in real estate offers unlimited earning potential, flexible hours and freedom to set your own pace. If you are (or know of) a Veteran considering a career in real estate, the Long Island Board of Realtors® can help get you started. Please visit www.LIRealtor.com or email pr@lirealtor.com for more information.

LIBOR leadership was on hand in Douglaston on May 18, 2015 to present a check in the amount of \$1,500 to the LND Memorial Day Parade Co-Chairmen at the site of where the closing ceremonies for the parade will take place. (Pictured l-r) LIBOR Nassau Vice President Susan Helsinger, LIBOR President Laura Copersino, LIBOR past PR Committee Chair Carlos Diaz, LIBOR Treasurer David Legaz with LND Memorial Day Parade Co-Chairmen Charles W. McBride and J. Douglas Montgomery.



MLSLI Info Line

By Frank Paruolo, MLSLI President



CHANGE IS IMMINENT



While at the National Association of REALTORS® (NAR) conference in Washington D.C. in May, I heard talk of the change in the market, inventory down, sales increasing, etc. We are all; I believe seeing this same positive trend. I also heard discussions about the use of social media and technology, etc. What impressed me most was the number of changes and the types of changes we have witnessed in our industry. One speaker quoted Sir. Winston Churchill..." To improve is to change, to be perfect is to change often." How true this is. Change is inevitable, and we can either resist it or embrace it, or at least, adapt to it. There are those who resist any and all change, and those who rush in to make changes. Most of us are somewhere in between.

There are still agents, like me who remember the daily tear sheets and the Zone books, registering in house deals. When these were changed, there were those who wondered how they would adapt to relying on the computer. Is there anyone who thinks this was not a positive change? There was a time no agent would ever want to give out an address to a buyer, yet today we not only give them the address, we provide directions and a map to help them find it. Why? Because the consumer wants it that way, and we had to adapt. Print was the way to advertise and sellers wanted to see those ads, but most today are more interested in the web presence an agency will provide.

We just recently completed our change over from the old Legacy Stratus to the new. One of the great changes with the New Stratus is you are now able to use

any browser rather than just Internet Explorer (IE). Currently only about 10% of the Stratus access is through IE. It was seen by many as a necessity and welcomed change by some and dreaded by others. Yet, once completed, there have been no real complaints

The changes will happen, because the market demands it. If we do not give the consumer what they want, someone else will. The question of Trulia and Zillow was, and continues to be a major talking point. Like it or not they are a reality we must recognize, to pretend we can ignore them is detrimental to us. Today there are discussions about where and how and with whom we should share data. Also, what data should be published and shared. There are many more challenges that our industry and this service will face them, and deal with them as they have in the past.

Important Information

New Legal Helpline Procedure Starting June 1, 2015

Visit LIBOR's Legal Helpline Section on LIRealtor.com - fill out the form with the question and submit. Once your question is submitted you will receive a response via phone or e-mail within 24 hours of the time the question was sent, if sent during the business week. All e-mails sent over a weekend or on a holiday will receive a response on the next business day.

The Legal Helpline is one of the most tangible benefits of your LIBOR membership. When you're conducting your day-to-day business, you are often faced with tough legal issues. The LIBOR Legal Helpline gives you access to our Board attorney who is available to answer legal questions that may arise during your daily transactions.



More Questions on Rentals

By Cathy Nolan

Goldson, Nolan & Connolly, P.C., General Counsel



Q. If the owner refuses to get a rental permit in a town where one is required, can I take the listing?

A. No.

Q. If a seller refuses to allow agents to show a Section 8 tenant the apartment, what can I do?

A. Release the listing. If you cannot get the landlord to change his mind.

Q. If a rental property does not pass the Social Services inspection, does the owner have to make the repairs so that it can pass?

A. No, but then the landlord cannot rent it to someone on a program.

Q. If the unit fails the inspection, can I keep the listing?

A. Yes, and then, if a tenant on a program calls, you must say that Social Services will not let the tenant rent this apartment.

Q. Can a landlord insist a security deposit be given, rather than a voucher?

A. Yes, but then Social Services may not let the tenant take the apartment.

Q. In NYC, the Human Resources Administration only allows one-half of one month's rent to be paid on a rental to a person on a program. Is this price fixing?

A. Makes you wonder, doesn't it? The government and its agencies are not defined as intended parties under the anti-trust laws.

Q. Does the Department of Consumer Affairs in NYC fine all offices that do not have the Tenant Screening

Poster displayed?

A. Yes, if an inspector goes into the office and the poster is not conspicuously displayed.

Q. I thought the law on the Tenant Screening Notice only concerned real estate offices that do over half their business in residential rentals.

A. Although that is what the law seems to say, that is not what it means.

Q. Then what does the law mean, if not what it says?

A. That's difficult to say!

Q. What about the Suffolk County Law on the new protected classes that carries fines up to \$100,000 to be put into the Suffolk County Treasury. Is Suffolk County building affordable housing with the money?

A. No. I think I heard that the County is hiring testers with the money.

Q. I thought statutes were supposed to be narrowly construed, but the Suffolk County law says it is to be liberally construed. How can that be?

A. Perhaps the Legislators have never heard of the Constitution. You may want to send them a copy.

Education & Technical Training

JUNE

West Babylon

2♦
Wheel Estate or Real Estate: Stop Spinning Your Wheels

10♦
The Truth, the Whole Truth and Nothing But the Truth: Legal Checklist to Ensure a Smoother Transaction

16♦
Say Hello to A Good Buy

26♦
Selling Commercial & Investment Properties: Issues, Money & Laws

Jackson Heights

2♦
Handling and Closing The Short Sale Transaction

11♦
Single Family Investment Properties: Buying, Managing & Selling

23♦
Risk Management Solutions! What Every Realtor Should Know

Woodbury

3♦
Listing Power...If You Have Them... They Will Come

5♦
Don't Get Bitten! What You Don't Know Will Hurt

12♦
How Good Is Your Get Along?

30♦
Buyer Brokerage & Ethics: The Right Choices

Riverhead

17♦
Single Family Investment Properties: Buying, Managing & Selling

22♦
Ready, Set Buy! Representing a Buyer in a Real Estate Transaction

30♦
Handling and Closing The Short Sale Transaction

Rockville Centre

8♦
Say Hello to A Good Buy

19♦
Changing Trends In Real Estate... Can You Spare Some Change?

24♦
Don't Get Bitten! What You Don't Know Will Hurt

♦ Eligible for CE Credit.



Visit www.lirealtor.com/education for a full schedule and details of class offerings.

Education Conference & Trade Show

CONTINUED FROM PAGE 1

ers including: Jackie Leavenworth, ABR, CRS, CRB, GRI; Vanessa Saunders, CIPS - Global Property Systems, Inc.; Craig Grant, e-Pro, GRI; Bruce Gardner, CRS, GRI; Steve Harney, Keeping Current Matters, Inc. Professional development, social networking and global sessions will run simultaneously so that attendees may choose programs based on interest and need.

This year's fundraiser luncheon will benefit United Cerebral Palsy, an organization that educates, advocates and provides support services to ensure a life without limits for people with a spectrum of disabilities. 100% of the monies raised will be donated to the charity. Throughout the morning, Realtors® will be able to purchase raffle tickets to win tablets, bikes, Weber grill, designer handbags, Broadway show tickets, gift cards and many other premium items.

In addition, an exhibit trade show of over 60 exhibitors will be on hand displaying products and services to assist Realtors® in their profession. This is a great opportunity to speak one on one with the participating vendors. There will be a special "Drinks, Snacks and Entertainment" session sponsored by Franklin First Financial in the exhibit area, that will offer attendees a drink break, snacks and entertainment before beginning the second half of the day.

Our day wraps up with a special closing session "Play it Forward," with nationally acclaimed speaker Jackie Leavenworth, sponsored by The Money Store. Jackie Leavenworth will show you the way to think of yourself as the Director of your own life. Picture the set, the cast, the crew. Now,



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play your movie forward...1 year, 5 years, 10 years. What does your life look like? Who will be in your cast? Playing it forward lets you visualize the gaps between where you are and where you want to be. Realize and be prepared for predicable obstacles and learn strategies to bring your future to life. Creating a story board for a future filled with positive events and emotions is exhilarating and empowering and very entertaining! Take a look at yourself to change dreams into goals and goals into action, Coach Jackie can show you how!

The Education Conference undoubtedly is a spectacular event. Whether you are a conference veteran or first time attendee, we welcome you and look forward to seeing you on June 4, 2015. For complete details and to register, visit our website at www.LIBOREDConference.com.



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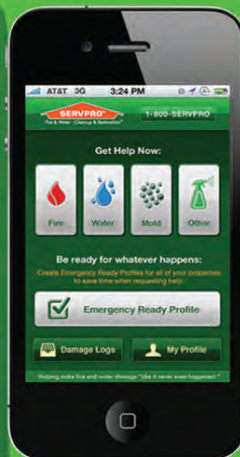
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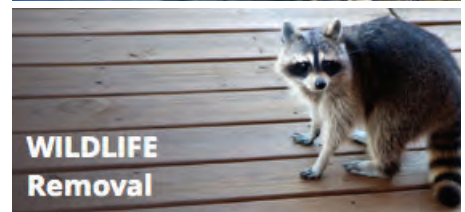
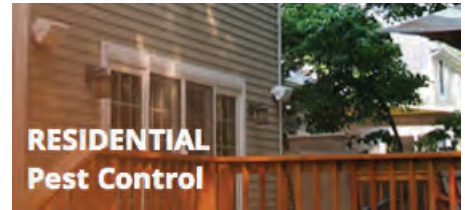
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