

September|October 2019

Official Publication of Long Island Board of REALTORS®

[LIRealtor.com](http://LIRealtor.com)

## Vote, Vote, VOTE!

**By Marlo Paventi Dilts**

**LIBOR Director of Government Affairs**

It's no secret that REALTORS® are very active in their communities! We volunteer, we advocate, and we give back because That's Who We R. And, we also VOTE! Nearly 85% of REALTORS® are registered to vote.

On November 5, Long Islanders will be heading to polls to vote in many important local races. The Government Affairs Department is committed to being a resource for you in this year's election cycle. Below you will find some frequently asked questions that may be helpful to you in preparation for Election Day.

**Q. How do I know if I am a registered voter and if so, where do I go to vote?**

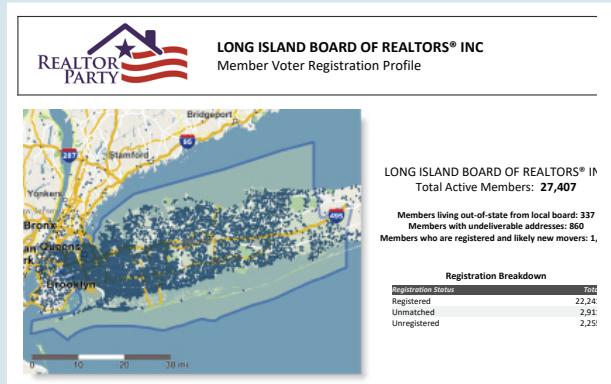
A. The New York State Board of Elections has a NYS Voter Registration Search on their site. Just fill out the required information and it will tell you where you're registered and where you polling location is. You can find the NYS Voter Registration Search at <https://voterlookup.elections.ny.gov/>

**Q. I am not registered, what do I do?**

A. DROP WHAT YOU ARE DOING AND REGISTER- RIGHT NOW! In order to vote on November 5th, you will have to fill out a New York State Voter Registration form. Your completed form must be postmarked by October 11th. New York State Voter Registration forms can be found at <https://www.elections.ny.gov/VotingRegister.html#VoteRegForm>

**Q. What if I'm registered to vote, but just want to change my party affiliation?**

A. October 11 is your deadline too. To change your party affiliation, you will need to fill out the New York State Voter Registration form.



**Q. I'm going on vacation that first week in November and won't be able to vote.**

A. Ummmm, yes you can! If you go to <https://www.elections.ny.gov/VotingAbsentee.html>, you can download an Absentee Ballot application, fill it out and send it in! Absentee Ballot Applications must be postmarked by October 29. Within a week or 2, you will receive your Absentee Ballot. Your ballot must be returned and postmarked by November 4.

**Q. All this information is great, but who am I voting for?**

A. This year elections are local. You'll be "pulling the lever" for seats like Suffolk's County Executive and Legislature, Nassau County's Legislature several Town Supervisors and council members, to name a few.

**Q. Voting is such a chore... my vote doesn't count anyways, so why bother?**

A. (A very deep breath) YOUR vote DOES count! ESPECIALLY in local elections. In 2015 there was a

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## President's Message

By Dianne Scalza  
LIBOR President

With autumn upon us, I'd like to reflect on the past nine months as your President of the Long Island Board of REALTORS® (LIBOR), and to shine a light specifically on the efforts of the "We're More than REALTORS®..." (WMTR) campaign.

Each year LIBOR members dedicate their time and energy to support numerous community programs and organizations; helping to make Long Island a better place to live through the WMTR campaign. This year we had a slew of exciting projects, starting with the veteran house sponsorship through the Fairway Foundation. LIBOR was honored to be a part of the emotional unveiling of the first Fairway Foundation Veteran House Giveaway, which was then presented to a deserving veteran and his family. The reveal came as a surprise at the end of a special seminar focused on educating REALTORS® on the needs of our veteran community, hosted by LIBOR and Fairway Independent Mortgage Corp. on June 25 at Brookhaven Town Hall.

During a heatwave in July a team of twenty REALTOR® and Affiliate members joined forces with Rebuilding Together Long Island and LIBOR's Huntington Township Chapter for a day of volunteerism, consisting of a kitchen demolition and yard clean-up. This was the first step in a collaborative effort by all, to completely renovate the deteriorated kitchen of a Vietnam veteran residing in Huntington.

Also, in July, I had the pleasure of presenting the REALTOR® Scouting Scholarship Award to four of the six outstanding recipients, at a special luncheon held for the recipients and their parents in Babylon. Through this scholarship program, LIBOR awarded six \$1,000 merit-based Scholarships to three NY Eagle Scouts and three NY Gold Girl Scouts in the graduating class of 2019.

Looking ahead, LIBOR will host the Annual REALTORS® Against Hunger (RAH) initiative, 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 at their offices, events and food drives at neighboring supermarkets, throughout Nassau, Suffolk and Queens Counties.

And a final reminder, the deadline for the REALTOR® Spirit Award is September 30. This award celebrates and recognizes our remarkable members who have made a positive impact on our community and gifts the organization through which they volunteer time and talents. Through the award, one winner will receive a \$5,000 grant for their community cause.

These are just a few of the many elements that embody the "We're More than REALTORS®" campaign. LIBOR is dedicated to continuing our efforts to give back to the communities that we live and work in. ●

## September is REALTOR® Safety Month

By Christina DeFalco-Romano  
PR & Communications Programs Manager

The Long Island Board of REALTORS® (LIBOR) is committed to the safety of our members during the month of September, and throughout the year.



LIBOR has developed or implemented a variety of tools focused on REALTOR® Safety.

Every member should be utilizing the Real Safe Agent program, which we offer as a free member benefit. Real Safe Agent is more than a personal safety app, it's a crime prevention system for the real estate industry.

Next, 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.

A new element to LIBOR's Safety program is the REALTOR® Safety Network, which gives members the means of reporting local incidents that may be a critical safety concern for our REALTORS®.

This recently launched program is the local version of the National Association of REALTORS® (NAR) Safety Network, which will deploy REALTOR® Safety Alerts via social media when a physical or cyber threat to REALTORS® warrants national attention.

The goal of the REALTOR® Safety Network, aside from keeping practitioners informed of threats in your area, is to educate members about common dangers in the field and to empower you with precautions and preparations to avoid risky situations. To review the network guidelines, and our other Safety tools, visit [www.li.realtor.com/safety](http://www.li.realtor.com/safety). ●

# New Developments in Rental Laws and Other Important Information

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

**Q. I have just heard that the New York City exception to Source of Income protection, whereby a landlord who only owns properties with 5 or less units may refuse to accept a tenant on a program, is no longer applicable. Is that true?**

A. New York State has recently added Source of Income to the state's protected classes and therefore any exception existing under New York City's law no longer exists. Therefore, no matter how few units the landlord's property contains, the landlord may not refuse a tenant just because the tenant is on a program.

**Q. I understand New York State passed a new rental law that limits the security deposit a landlord can charge a tenant to the amount of one month's rent, no matter what the circumstances. Is that true?**

A. Yes. NYSAR has hired outside counsel to review and explain the new legislation so that all the attorneys throughout the state will be giving the same answers to brokers and salespersons when questions arise. As soon as we have this information at LIBOR, we will publish it for our Members.

**Q. My broker just told the office that the cost of criminal background and credit checks to be charged to the tenant cannot exceed \$20.00. What if the fee is more than \$20.00? What if it is less?**

A. The most any tenant may be charged is \$20.00 no matter how much more it might cost. The landlord or someone other than the tenant will have to pay the balance if the cost is greater than \$20.00. If, however, the cost is less than \$20.00, the tenant can only be charged the actual cost.

**Q. My broker has told our agents that the office will no longer be involved in rental transactions. Can he do that?**

A. Of course. If you, however, wish to do rentals, you can move to another broker's office.

**Q.I heard that only a broker or someone with no license at all may own a Real Estate office. That doesn't make any sense!**

A. Give it some thought. If, for example, a broker has an office and dies, the real estate business is part of the estate, which may be inherited by a family member who has no license. All that family member needs to do is hire a broker to run the office as an employee of the business. Only a salesperson cannot own and operate a Real Estate office. If the salesperson inherited the office, the salesperson can get a broker's license and operate the office, or give up the salesperson's license and hire a broker to manage the office. Even if there is a broker who owns the office with the salesperson, (for instance, if two children of the deceased broker inherited and one of the children holds no licensee, or holds a broker's license, while the other heir holds only a salespersons license) the office can be controlled by the heir with no license who hires a broker to run the operation, or by the heir who holds a broker's license. Although the licensed salesperson is entitled to share in the benefits of the estate as a bone fide heir, the salesperson cannot control or manage the Real Estate office. The salesperson may, however, act as an independent contractor affiliated with the office under the authority of the broker. ●



## Vote, Vote, VOTE!

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Suffolk County Legislature race where the candidate lost by 17 votes. 17 VOTES! If we know that the race was lost by 17 votes, then that tells us your vote DOES count!

**Q. Okay fine, I'll vote, but you owe me one!**

A. Hey, the reward in voting is that you can walk away from your polling place knowing you did your part in trying to get the right leaders in office who will help our communities thrive.

If you have any other voting/Election Day questions, feel free to contact your Government Affairs team at [govaffairs@lirealtor.com](mailto:govaffairs@lirealtor.com). ●

## LIBOR COURSE SCHEDULE



**YOU ASKED FOR IT...YOU GOT IT!**

### BECOME A REAL ESTATE SALESPERSON

**Evening and Saturday Real Estate  
Licensing Schedule is Here!**

CARRY ON WITH YOUR DAYTIME ROUTINE AND ATTEND  
CLASS 2 NIGHTS PER WEEK AND SATURDAY

Classes begin Saturday, September 7 and finish  
Saturday, October 26

[WWW.LIREALTOR.COM/Education](http://WWW.LIREALTOR.COM/Education)

UPCOMING NYSAR COURSES OFFERED AT LIBOR

**VISIT [LIREALTOR.COM/EDUCATION](http://LIREALTOR.COM/EDUCATION)  
DESIGNATIONS & CERTIFICATIONS**

#### **WEST BABYLON RSC**

October 28 & 29 • ABR (Accredited Buyer's Rep)

#### **JACKSON HEIGHTS RSC**

GO GLOBAL with CIPS!!

October 1 • CIPS Local Mkt

October 2 • CIPS Transaction Tools

October 21 • MRP (Military Relocation Prof.)

#### **WOODBURY RSC**

November 19 • GRI 8 - Technology

#### **RIVERHEAD RSC**

November 14 • PSA (Pricing Strategy Advisor)

## **LIBOR'S GENERAL MEMBERSHIP MEETING, WEDNESDAY, OCTOBER 23, 2019**

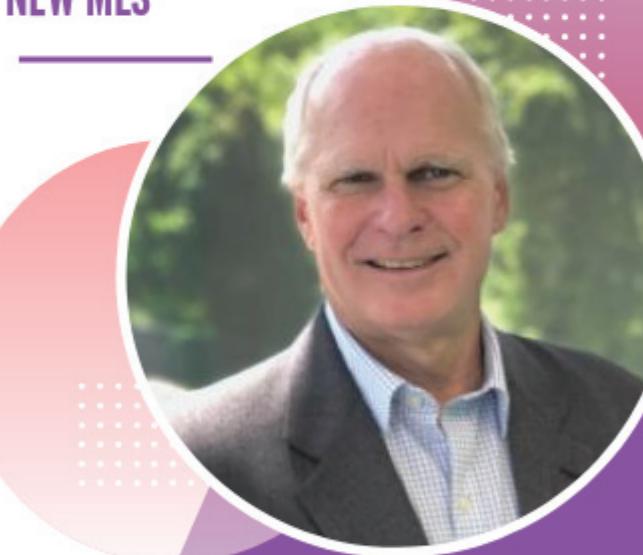
The Melville Marriott will serve as the main meeting location and will host the Association update combined with a special featured program. Voting for the election of Officers and Directors will also take place at the Marriott. Visit LIRealtor.com for a list of all of the nominees and petitioners, and to view all proposed Bylaw revisions to be voted on. ●

## **18TH ANNUAL MLS TECH FAIR**

THURSDAY, OCT 3RD  
CREST HOLLOW COUNTRY CLUB

## **INTRODUCING YOUR NEW MLS: THE ONE KEY TO YOUR SUCCESS**

**JIM SPEER, CEO OF THE NEW  
YORK MLS, LLC WILL  
DISCUSS EVERYTHING YOU  
NEED TO KNOW ABOUT YOUR  
NEW MLS**



**JIM SPEER  
CHIEF EXECUTIVE OFFICER**

*Jim was a key player in the formation of this 44,000 REALTOR® member Multiple Listing Service, which positions itself as one of the top MLSs in the country.*

For program details and to register  
[www.mlstechfair.com](http://www.mlstechfair.com)