

**BUSINESS EXPENSE REPORT**

Name Anna Belle Aquilina Date of Submission: (must be submitted within 60 days of meeting date) 9/16/11

Date of Meeting: 9/11/11 - 9/14/11 Meeting Name: NYSAR Business Meetings

Pertinent Facts Discussed: changes in laws, ethical matters and new technology - synopsis of work and focus of committees,

What did you glean from the meetings? how we fit into the picture state wide changes that will affect us locally

Was this meeting valuable? yes, gave an in depth overview of NYSAR committees and our relationship with the state

Any Actions Approved or To Be Recommended: N/A

Impact on BNAR: brought back ideas to consider on a local level

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

BUSINESS EXPENSE REPORT

Name Deborah Kilbourn Date of Submission: (must be submitted within 60 days of meeting date)

Date of Meeting: 9/11/11 Meeting Name: Commercial Issues working group

Pertinent Facts Discussed: Local & National commercial Issues discussed

1.) Reduced operating income 2.) lowered values + 3.) Equity  
Property values down 45% since 2007. Offered some current legislative

What did you glean from the meetings? Banks have failed, no new loans despite cash flow & great income, very difficult to get new loans & businesses have exhausted all their credit lines.

This has huge impact on stock market levels plummeting High Retail vacancies.

Was this meeting valuable? It is always valuable, especially with having the Guest NAR Commercial Policy Rep. speaker, Vijay Yaddapati

Any Actions Approved or To Be Recommended: Make sure that Dan Roche attend this meeting in the future as there is a lot of legislative & Policy issues he should be aware of.

Impact on BNAR: See comment directly above. I also think it would be a huge benefit to share our MLS w/

NAR practitioners to increase commercial sales w/ caveats imposed. would like to discuss further.

Identify Position in Organization: [ ] Officer [X] Local Director [ ] State Director [ ] Delegate [ ] National Director

BUSINESS EXPENSE REPORT

Name Deborah Kilbom Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9/11/11 Meeting Name: Joint Board Forum

Pertinent Facts Discussed: Short Sales assistance program  
Available as an MLS Service

What did you glean from the meetings? Fanynae will work directly with  
Realtors on homes that are 60/90 Day dates so that  
we can list these homes & get paid directly from  
Fanynae

Was this meeting valuable? Extremely, we need to work directly w/  
FNMAE that we can do short sales directly

Any Actions Approved or To Be Recommended: Have a Lunch-n-learn regarding  
to SSAD - Short Sales assistance desk / Short Sales prior to  
closing

Impact on BNAR: This would be tremendous help in  
increasing sales as well successfully completing  
short sales transactions instead of waiting till its  
to late & goes into the closure

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

BUSINESS EXPENSE REPORT

Name Deborah Kilco Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9/11/11 Meeting Name: Large Board Forum

Pertinent Facts Discussed: Board Presidents are required to attend this meeting & delegate mtg - in California (Can appoint votes to State President)

What did you glean from the meetings? Instead of E-Key use smart phone in order to get "Scam" Realtors not access to homes. ("Referral co's" passing E-key for showings) ALSO using CSS can stop these agents from access too as its cross referenced. (limited function referral co's)

Was this meeting valuable? Yes

Any Actions Approved or To Be Recommended: Use smart phones as E-keys, use CSS for apppt. services & reply client fines for lending E-keys & MLS access. Put on today's announcement for <sup>our</sup> MLS

Impact on BNAR: Start fining agents \$1,000 for letting another agent borrow E-key or MLS ID - make serious penalty.

\*We should have each team member be credited for sale rather than team leader\*

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

Article is violation of give team leader credit & what is #43 form

BUSINESS EXPENSE REPORT

Name Deborah Kilbourn Date of Submission: (must be submitted within 60 days of meeting date)

Date of Meeting: 9/12/11 Meeting Name: YPN meeting

Pertinent Facts Discussed: Different types of YPN Events, Green Party Events, Avg. net of family that owns has a net worth of \$180,000, rents have an avg. value of just \$4,000 - Help increase sales

What did you glean from the meetings? Should have sent YPN President to Leadership Summit to Chicago for 1 Day - 5 hour event (93 showed up) must be catalysts for new technology. Pay per transaction - every sales contract donate \$10 to RPAC

Was this meeting valuable? Yes Have an affiliated sponsor an event encourage family events w/ wife & kids will likely increase attendance. Partner w/ chamber of commerce

Any Actions Approved or To Be Recommended: Presence at "Luna on the lake" meeting where leadership chain is explained, Network w/ other YPN Chapters (attorney's etc.) + shirts & pins made for members made that they were at other functions to bring awareness

Impact on BNAR: Should not become a drinking event YPN Scholarship available through NYSAR Education NYSAR Leadership Academy Scholarships avail. for 2012 foundation

Identify Position in Organization: [ ] Officer [X] Local Director [ ] State Director [ ] Delegate [ ] National Director

**BUSINESS EXPENSE REPORT**

Name Deborah Kilbourn Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9/13/11 Meeting Name: Technology

Pertinent Facts Discussed: Ever Note on iPad, Snagit, Photoshop, Dropbox presentations, syncing \*Jetnet - Scanner for phone \*  
Keynote on iPad - Slideshow presentations, Open Home Pro

What did you glean from the meetings? Not much

Was this meeting valuable? Not unless you had an iPad - also did not show how to use any of the apps.

Any Actions Approved or To Be Recommended: None

Impact on BNAR: No Action

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name Deborah Kilbourn Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9/13/11 Meeting Name: Western Regional Meeting

Pertinent Facts Discussed: Margaret Hartman trying to get BNAR members  
chairing key state committees, Broker Involvement program  
Adding more Regional merges.

What did you glean from the meetings? NAR setting up disaster relief program

Was this meeting valuable? yes

Any Actions Approved or To Be Recommended: None

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name JAMES E. KNIGHT Date of Submission: (must be submitted within 60 days of meeting date) 10/19/2011

Date of Meeting: 9/11/2011 Meeting Name: NYSREA COMMITTEES

Pertinent Facts Discussed: NEW APPRAISAL REQUIREMENTS FOR FHA/VA  
LOANS FROM APPRAISER POU & HOW THE IMPACT AGENCIES.

What did you glean from the meetings? UNDERSTANDING OF NEW  
REQUIREMENTS

Was this meeting valuable? YES.

Any Actions Approved or To Be Recommended: NO

Impact on BNAR: NEW RULES & REGS ON HOW WE DO BUSINESS

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name Jim Knecht Date of Submission: (must be submitted within 60 days of meeting date) 10/10/2011

Date of Meeting: 9/11/2011 Meeting Name: COMMERCIAL ISSUES WORKING GROUP.

Pertinent Facts Discussed: -NUCLEAR MEMBERSHIP. COMMERCIAL ACTIVITY.  
COMMISSION PROTECTION ON COMMERCIAL SIDE.  
NEW ACCOUNTING MEASURES FOR LONG/SHORT TERM LEASES

What did you glean from the meetings? \_\_\_\_\_  
SEVERAL POINTS: HARDER TO DO COMMERCIAL TODAY  
MKT STILL ABOUT 6MO-1YR. FROM NORMALCY.

Was this meeting valuable? YES.

Any Actions Approved or To Be Recommended: NO.

Impact on BNAR: ALL ABOVE

Identify Position in Organization: [ ] Officer [ ] Local Director  State Director [ ] Delegate [ ] National Director

**BUSINESS EXPENSE REPORT**

Name Jim Knight Date of Submission: (must be submitted within 60 days of meeting date) 10/10/2011

Date of Meeting: 9/12/2011 Meeting Name: PROFESSIONAL STANDARDS

Pertinent Facts Discussed: NEW OPINIONS & DECISIONS  
SOME ROLE PLAY.  
POSSIBLE MOVE HEARINGS TO STATE LEVEL.

What did you glean from the meetings? \_\_\_\_\_  
SEVERAL OPINIONS SHED DIFF. LIGHT ON MY  
THOUGHTS RE: CASES.

Was this meeting valuable? YES.

Any Actions Approved or To Be Recommended: DISCUSS POSSIBILITY OF  
MOVING CASES TO STATE LEVEL. SHOULD BE  
FOLLOWED UP.

Impact on BNAR: LESS MAN HOURS TO MONITOR BUT  
LESS INCOME TO BNAR

Identify Position in Organization: [ ] Officer [ ] Local Director  State Director [ ] Delegate [ ] National Director

**BUSINESS EXPENSE REPORT**

Name Jim Kwiat Date of Submission: (must be submitted within 60 days of meeting date) 10/19/2011

Date of Meeting: 9/13/2011 Meeting Name: NOMINATING

Pertinent Facts Discussed: INTERVIEWS

What did you glean from the meetings? N/A (DUTY MTG)

Was this meeting valuable? YES -

Any Actions Approved or To Be Recommended: PASSED TO BOD @ STATE LEVEL.

Impact on BNAR: LEADERSHIP GOING FORWARD

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name Jim Knight Date of Submission: (must be submitted within 60 days of meeting date) 10/10/2011

Date of Meeting: 9/12/2011 Meeting Name: LEGISLATIVE Policy Forum.

Pertinent Facts Discussed: SEVERAL  
BUT LIGHTER THAN USUAL

What did you glean from the meetings? POW BACK FROM POLITICAL  
INITIATIVES

Was this meeting valuable? YES.

Any Actions Approved or To Be Recommended: NOT RECOMMEND

Impact on BNAR: PASS DOWN TO PUBLIC AFFAIRS

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name 9-10-11 Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 11/11/11 Meeting Name: BUFFALO CIRCLE

Pertinent Facts Discussed: MEETINGS ATTENDED & WHO IS ATTENDING  
WHAT MEETINGS

What did you glean from the meetings? \_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name MARYANN KUSTICH Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9-11-11 Meeting Name: JOINT BOARD FORUMS AND LARGE BOARD FORUM

Pertinent Facts Discussed: FANNIEMAE SHORTSALES - GREEN

What did you glean from the meetings? \_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization: [ ] Officer  Local Director  State Director [ ] Delegate [ ] National Director

**BUSINESS EXPENSE REPORT**

Name MARY MONKUSTICH Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9-11-11 Meeting Name: MHS

Pertinent Facts Discussed: FANNIE MAE SHORTSALES

What did you glean from the meetings? \_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name MARVANN KUSTICH Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9-13 Meeting Name: WESTERN REGIONAL MEETING

Pertinent Facts Discussed: CURRENT ISSUES

\_\_\_\_\_  
\_\_\_\_\_

What did you glean from the meetings? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

\_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name MARY ANN BUSTICH Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9-12-11 Meeting Name: ASSOCIATION UPDATE

Pertinent Facts Discussed: MLS - FORECAST OF REAL ESTATE - REACTION OF YEAR

What did you glean from the meetings? \_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name MARVANN KUSTICH Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9-14 Meeting Name: DELEGATE BODY MEETING

Pertinent Facts Discussed: BYLAWS CHANGES

What did you glean from the meetings? \_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name MARY ANN KUSTEITZ Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9-14-11 Meeting Name: BOARD OF DIRECTORS

Pertinent Facts Discussed: BUSINESS MTD

What did you glean from the meetings? \_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name *[Signature]* Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9-12 Meeting Name: *Professional Standards*

Pertinent Facts Discussed: \_\_\_\_\_

What did you glean from the meetings? \_\_\_\_\_

Was this meeting valuable? \_\_\_\_\_

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: \_\_\_\_\_

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name CHRISTIE BOTSCHILDO Date of Submission: (must be submitted within 60 days of meeting date) 9/27/2011

Date of Meeting: 9/12/2011 Meeting Name: Legislative Policy Forum

Pertinent Facts Discussed: NYSAR'S 2011 Legislative Priorities

What did you glean from the meetings? Property Tax Cap Passed in Albany (ENACTED)  
E-Signature / Electronic Documents Passed and sent to Governor's Office  
Prohibition of Private Transfer Fees - Passed sent to Governor's Office

Was this meeting valuable? Extremely since our PAC/RPAC works diligently to lobby heavily for sector issues

Any Actions Approved or To Be Recommended: Legislation has been introduced to Congress to make current FHA and GSE Loan Limits permanent

Impact on BNAR: BNAR HAS A STRONG POLITICAL VOICE

Identify Position in Organization: [ ] Officer [  ] Local Director [ ] State Director [ ] Delegate [ ] National Director

**BUSINESS EXPENSE REPORT**

Name CHRISTIE BOTSCHILD Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9/12/2011 Meeting Name: Assessment Update

Pertinent Facts Discussed: PRESIDENT'S STATE OF ADDRESS to  
NYSAR MEMBERS AND DIRECTORS

What did you glean from the meetings? \_\_\_\_\_

NYSAR is lobbying against eliminating the  
Mortgage Interest Deduction and fighting to preserve  
the 30 year mortgage

Was this meeting valuable? Extremely informative knowing how our  
RPAC Fund is being used. Lawrence Yuan

Any Actions Approved or To Be Recommended: stated that Buffalo and Rochester  
were a stable real estate with some appreciation.

Impact on BNAR: BNAR HAS MET OUR RPAC GOAL for 2011

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name CHRISTIE BOTSCHILDO Date of Submission: (must be submitted within 60 days of meeting date) 9/27/2011

Date of Meeting: 9/13/2011 Meeting Name: LEGAL UPDATE

Pertinent Facts Discussed: COVERED MOST OF THE SAME TOPICS  
AS THE LEGISLATIVE POLICY FORUM

What did you glean from the meetings? FREDDIE / FANNIE PROHIBIT SHORT SALE COMMISSION  
REDUCTION BY LEADERS / AGENTS MUST CONTINUE TO  
MARKET THE HOME UNTIL THE SHORT SALE IS APPROVED  
BY LENDER

Was this meeting valuable? Extremely informative

Any Actions Approved or To Be Recommended: NAR - Approved DOC-U-SIGN to  
Electronic signatures

Impact on BNAR: Our agents want electronic signatures to be used  
in our day to day business

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name CHRISTIE ROTHSCHILD Date of Submission: (must be submitted within 60 days of meeting date) 9/27/2011

Date of Meeting: 9/13/2011 Meeting Name: FAIR HOUSING AND CULTURAL DIVERSITY

Pertinent Facts Discussed: Different cultures and how to handle  
foreign clients/investors - Discussion covered  
Hispanic, ~~Indian~~ and Japanese/Chinese cultures

What did you glean from the meetings? 40% current buyers are HISPANIC and  
that number will continue to grow in the next ten years  
Most buyers are cash buyers and purchase property  
in low-income neighborhoods

Was this meeting valuable? Extremely informative - covered the do's and  
don't about greeting and handling foreign clients -

Any Actions Approved or To Be Recommended: Committee will continue to work  
with various ethnic groups to bring future speakers  
to NYSAR meetings -

Impact on BNAR: Buffalo is a melting pot for a large hispanic  
population on the Westside

Identify Position in Organization: [ ] Officer [  ] Local Director [ ] State Director [ ] Delegate [ ] National Director

**BUSINESS EXPENSE REPORT**

Name CHARLIE ROTHSCHILD Date of Submission: (must be submitted within 60 days of meeting date) 9/27/2011

Date of Meeting: 9/13/2011 Meeting Name: EDUCATION MANAGEMENT COMMITTEE

Pertinent Facts Discussed: COURSE SCHEDULING - 2011-2012  
COURSE EVALUATIONS FOR 2011 Y-T-D

What did you glean from the meetings? NYSA'S GRI PROGRAM WAS REACCREDITED IN  
AUGUST FOR A FIVE YEAR PERIOD  
FINAL REWRITES WERE COMPLETED ON REACTOR INSTITUTE COURSES  
R1401 and R1407

Was this meeting valuable? Extremely since I am a certified Real Estate  
Instructor for NYSA-R

Any Actions Approved or To Be Recommended: MAKE IT MORE AFFORDABLE FOR REACTORS  
TO ACHIEVE DESIGNATIONS

Impact on BNAR: The faculty a BNAR received high ratings for teaching  
GRI courses - average rating 95.82% per course

Identify Position in Organization: [ ] Officer [  ] Local Director [ ] State Director [ ] Delegate [ ] National Director

**BUSINESS EXPENSE REPORT**

Name CHRISTIE BOTSCHILD Date of Submission: (must be submitted within 60 days of meeting date) 9/27/2011

Date of Meeting: 9/14/2011 Meeting Name: BOARD OF DIRECTORS

Pertinent Facts Discussed: NYSAR'S ANNUAL BUDGET / ISSUES MOBILIZATION FUND  
Reports from NYSAR OFFICERS / PRESIDENT'S REPORT  
COMMITTEE REPORTS

What did you glean from the meetings? International Real Estate committee  
reported that New York state was a favorite destination  
for resort/second-homes for foreigners from South America,  
Canada and Europe

Was this meeting valuable? Extremely informative and the reports from  
the committees were loaded with pertinent information

Any Actions Approved or To Be Recommended: NYSAR DONATED 100,000 K to the  
Rescue Disaster Relief FUND to assist victims  
in New York state whose businesses and homes were destroyed.

Impact on BNAR: BNAR HAD GREAT ATTENDANCE AT THIS MEETING  
SEVERAL OF OUR MEMBERS CHAIR OR SERVE ON COMMITTEES

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

## miriam treger

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**From:** - Miriam [miriamtreger@gmail.com]  
**Sent:** Friday, September 16, 2011 2:51 PM  
**To:** Miriam tregerhonig  
**Subject:** assoc update

assoc update

nick gigante:  
rpcac, lobby day bring a friend have a friends give\$

dr. yun  
new const starts are 40 year low  
hard to get new construction loan

sales lowest since 1997

consumer. onfidence in the tank for cars and homes

stock recovery best since 2008  
job creation slow but sure -up 120000 from last year rising rents and pool of renters is huge  
: rent vs buy campaign foreign money is coming in " smart money"

distress property on the rise

lower defalut rate on loans 1.2percent 2009/ 28.7percent 2007

35percent of deals are cash  
hedge against inflation  
quick deals  
gold is too high-record hi ,not the time to buy future housing shortage no more new homes  
upper end market is finally beginning to move consumer pricing is rising- cost of living  
adjustment in soc sec. 3.5 % workers wages only 1.5 percent

underwriting standards are returning to normal 2001 to 2002 if so 15 to 20percent more home  
buyers...\$\$ 15 to 20 percent more Realtor income

key to successful mortgages is affordability and stay within your budget, not 20% down

outlook:  
gdp expansion only 1.5 to 2.5 percent  
more jobs, less loss  
mortgage rates 4.7@ 2011 year end, 5.5 in 2012 critical success is with small business  
loans..

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new product for local boards: launch Q4  
mark allen@ minneapolis ( 10k data and analytics ) mls data in infographs better  
understanding of market conditions and communicate, manage discussion NYSAR will provide for  
state and local:  
monthly indicators, quartely indicators, skinny video, annual report  
3 year history in these reports

used in blogs, social networking, mailings, business planning, websites, face to face

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54th REALTOR of the year: dawn carpenter  
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Sent from my iPad=

## miriam treger

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**From:** - Miriam [miriamtreger@gmail.com]  
**Sent:** Friday, September 16, 2011 2:51 PM  
**To:** Miriam tregerhonig  
**Subject:** legal update

legal update

futersak v perl

"finders" fee issue. we do not want to change the dos definition of realtor to include defining the word finder..

landman v weichert

oral commission agreement is valid in NYS landman suing weichert for cooperation with written listing broker

septic issue - inspector going after broker . dismissed

rhineback v ferri- ordinance of signage-dismissed

poorly drafted contract is not our issue to financially support

posman -listing contract does not just earn a commission- conditions, just a full price offer does not make it , you need all material terms. dos site lawbooks section- outdated. LI-10 is defunct.

443 agency- when parties meet- necessary to give other party your 443 notice? when is first substantive contact-neil garfinkle case- not required to give paperchase ( 175.7 says that you need to disclose who you work for but no need to produce papers if that are with their "agent" )

listings follow agent if they leave company??

listing is with broker. there is no requirement of the broker to release it. dos formal opinion to come. licensee may not put a caveat in the listing tha if they leave, seller will follow. two fiduciary duties - agent/ broker and seller/ broker.

1990 letter or opinion- fiduciary obligation of negotiation, reduce commission obligatory?? no fiduciary duty to so.

short sales-

can lender lower your commission that has been agreed upon?? with the fannie/freddie, have stated that if it is their loan, the lender cannot request that a broker lower the commission as long as it is not more than 6%. HAFA- distress properties, work things out or do a short sale-sign short sale agreement- signed before offer and listing commission is predetermined by lender, after listing and offer- it cannot be reduced if it is 6% or less. check nysar site for citations and notices.

fbi investigation into short sales-brokers submitting multiple offers to bank after the first offer is still being considered. we should submit any and all offers, speak to the lender-do you want subsequent offers?? get answer in writing. seller should be trying to reduce the lenders risk by getting as much as possible.

real estate law in pdf, nysar site

443

title 19

glossary in back- give to clients?

layperson may not understand re and bank terms

electronic signatures in NYS

purchase contracts that are prepared to be recorded cannot be electronically signed. bill passed by house and senate-it is in governors office. may be law next year. there will be policy and safeguards from dos/nysar. title 19 (175.23 a)

advertising guidelines

1994 guidelines

need to address web addresses, teams,

procuring cause-

showing a property is not the end all and do all.

it must have agency, substantive contact (cb matherson dos case-self dealing :your interest above consumers) mls is unconditional offering of data and compensation

buyer broker agreement is not procuring cause-exclusive right to buy

a knowledgements of parties to the contract. agency disclosure provided before showing the property??? no. no laws rules or regulations.

dos investigators in field- citing office for violations? call anthony.

Sent from my iPad=

**BUSINESS EXPENSE REPORT**

Name REBECCA VANDORN Date of Submission: (must be submitted within 60 days of meeting date) 9/28/11

Date of Meeting: 9/11 Meeting Name: ASSOCIATION UPDATE.

Pertinent Facts Discussed: Realtor Relief Fund Was Developed, RPAC, NYSAR RADIO,  
CONCERN FOR 2nd Recession

What did you glean from the meetings? home sales are underperforming. consumers are not  
responding to low rates because of fear of 2nd recession. Prices are compar.  
to 2008 pricing. 2010 homesales are comparable to 1997. Newbuilds are at  
a 40 yr. low.

Was this meeting valuable? yes.

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: A new program will be offered to Local Boards to  
help understand and communicate market stats. 10K

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name REBECCA M. VANDORN Date of Submission: (must be submitted within 60 days of meeting date) 9/28/11

Date of Meeting: 9/12/11 Meeting Name: Communications & Public Relations

Pertinent Facts Discussed: 10 K program to provide monthly info to local boards.

NYSAR has combined emails to go out Tuesday AM to include Realtor news, Legal, Govt. Affairs, Member Benefits & RPAC, Reducing # of emails.

What did you glean from the meetings? spokesperson training available

Opt out options on written Realtor Mag. to reduce cost & paper.

Was this meeting valuable? yes

Any Actions Approved or To Be Recommended: send representative to spokesperson training.

Impact on BNAR: - less emails from NYSAR.

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name Rebecca VanDoren Date of Submission: (must be submitted within 60 days of meeting date) 9/28/11

Date of Meeting: 9/12/11 Meeting Name: Legal Update

Pertinent Facts Discussed: Agency Disclosure Notice - when to deliver  
Short Sales 1. Length of Time, 2. Lowered Commissions  
H A F A - Home Affordable Financing Association

What did you glean from the meetings? Electronic Signatures passed in NYS  
Procuring Cause - showing a property is not procuring cause.

Was this meeting valuable? yes

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: electronic signatures will be allowed soon -  
will have to provide guidelines to members.

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Name Rebecca VanDorn Date of Submission: (must be submitted within 60 days of meeting date) 9/28/11

Date of Meeting: 9/11/11 Meeting Name: Joint Board Forum

Pertinent Facts Discussed: FANNIE MAE'S SHORT SALE ASSISTANCE PROGRAM

What did you glean from the meetings? Fannie Mae has set up a help desk for borrowers and agents to facilitate the process of short sales. There is also a time line for initial response, prop. value, and final decision.

Was this meeting valuable? yes

Any Actions Approved or To Be Recommended: \_\_\_\_\_

Impact on BNAR: help desk is not yet available in NY.

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director

**BUSINESS EXPENSE REPORT**

Louis Vinci

Date of Meeting: Sept 11-14, 2011 Meeting Name: NY SAR 2011 FALL BUSINESS MEETINGS

ATTENDED THE FOLLOWING MEETINGS:

Summary: Sunday - BNAR'S CAUCUS MEETING, Monday - Housing Opportunities,  
Monday - Legislative Policy Forum, Association Update, Communication & Public Affairs  
• Realtors' GOT TALENT, Purchased a Big \$775.00 Package To Support RPAK  
Tuesday - Legal Update, Fair Housing & Cultural Diversity, Western Regional Meetg  
Wednesday - NYAR Board of Directors, I am now a New NY SAR Director  
Delegate Body Meeting. I was introduced as NYSAR Nominating Committee  
Member for 2012.

Any Actions Approved or To Be Recommended: \_\_\_\_\_  
\_\_\_\_\_  
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Identify Position in Organization:

Officer     Local Director     State Director     Delegate     National Director     SECRETARY TREASURER

Meetings attended at NYSAR business meetings  
9/11/-9/14/2011

Joseph  
Whittington

9/11/2011

NYSSREA Committee meeting  
NYS Educational Foundation Meeting  
Faculty Development sub-committee  
Instructor Development Program

9/12/2011

Local Board Education Forum  
Association Update

9/13/2011

Legal Update  
Education Management Committee  
Western Regional Meeting

9/14/2011

NYSAR Board of Directors Meeting

**BUSINESS EXPENSE REPORT**

Name: Judy Winkhofer Date of Submission: (must be submitted within 60 days of meeting date) \_\_\_\_\_

Date of Meeting: 9/11/11 - 9/14/11 Meeting Name: Yearly meetings

Pertinent Facts Discussed: update on state assoc, budget, installation of officers

What did you glean from the meetings? state in good condition - prudent cost cutting

Was this meeting valuable? yes

Any Actions Approved or To Be Recommended: no

Impact on BNAR: good example of fiscal responsibility

Identify Position in Organization:  Officer  Local Director  State Director  Delegate  National Director