

THE REALTOR®



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Official Publication of Long Island Board of REALTORS®

LIRealtor.com

LONG ISLAND BOARD OF REALTORS® IN PARTNERSHIP WITH ITS CHAPTERS & DIVISIONS

Celebrates

Fair Housing Month: April 2020

By Christina DeFalco-Romano

Public Relations & Communications Programs Manager

The 1968 Fair Housing Act prohibited housing discrimination on the basis of race, color, national origin, religion, sex, familial status, or handicap. Every April, REALTORS® celebrate Fair Housing Month to reaffirm their continuing commitment to fair and equitable treatment and a professional level of service for all in their search for real property.

This year, to commemorate the anniversary of the passing of this pivotal civil rights legislation, the Long Island Board of REALTORS® (LIBOR), in partnership with its Chapters and Divisions, will be hosting a special Tri-County Fair Housing event on March 31 and April 1, 2020. This two-day event, spanning locations from Queens Village to Riverhead, is presented by nationally celebrated fair housing trainer Paula Monthofer, GRI, ABR, E-Pro®.

Paula Monthofer brings every subject to life by mixing passion, a quick wit, and her experience as an active REALTOR® and business leader in a fun and



relatable way. Learners appreciate her highly interactive teaching style. Her enthusiasm for collaboration is infectious and her energy keeps learners captivated and engaged.

Fair housing is a pillar of LIBOR's work. Our association works at the local level to ensure that fair housing policies are protected and strengthened. Together we will raise awareness and create action as we examine community and fair housing issues. We will reconfirm our commitment to upholding fair housing law,

as well as our commitment to offering equal professional service to all in their search for a home or property. REALTORS® work hard to build strong communities and neighborhoods where all people can live and prosper. ●

JOIN US...

For a special 3-hour Educational Event with our Nationally Celebrated Fair Housing Trainer, Paula Monthofer, GRI, ABR, E-Pro®!

Tri-County Event!

March 31, 2020 & April 1, 2020

TUESDAY, MARCH 31st

9:00am - 12:00pm • Hotel Indigo, Riverhead

TUESDAY, MARCH 31st

2:00am - 5:00pm • The Heritage Club, Farmingdale

WEDNESDAY, APRIL 1st

9:00am - 12:00pm • Chateau Briand, Carle Place

WEDNESDAY, APRIL 1st

2:00am - 5:00pm • Antun's Caterers, Queens Village

For cost and registration, visit LIRealtor.com

President's Message

By Matthew Arnold
LIBOR President

Our mission: LIBOR's business is to promote high ethical standards and member success through innovative services, proactive advocacy, quality education and protection of private property right.

It has been an exciting few months for me, in my new role as your 2020 LIBOR President. Throughout January, I had the honor of installing the Officers and Directors for the Suffolk, Queens and Nassau Chapters. In taking the oath of office, our Chapter leadership, made up of invaluable REALTOR® volunteers, pledged to act as duly chartered representatives of the Long Island Board of REALTORS® in their community and Chapter area.



If you are unfamiliar, the objective of the Chapters is to unite individuals within the real estate industry and to work as an extension of the Board for the betterment of our profession, communities and livelihood.

The next two years will see a re-organization and streamline of our Chapter structure to ensure a clear focus on outstanding member engagement, consumer outreach, local advocacy, educational opportunities and promoting the REALTOR® brand.

One such educational opportunity is our Tri-County Fair Housing event to be held on March 31, and April 1, 2020. In recognition of April as Fair Housing month, LIBOR in partnership with its Chapters and Divisions, will be holding a special 3-hour CE session with national fair housing trainer, Paula Monthofer (see full details on page 1).

Fair housing is at the heart of our work. This event is just one of the many steps that we are taking as an association to reinforce our fair housing commitment and to educate our members on how

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A Look Ahead at LIBOR's Public Relations

The Long Island Board of REALTORS® encourages all members to get involved with the "We're More Than REALTORS®" Public Relations initiatives throughout the year. Here are a few components of the campaign, which was created to improve and strengthen the image of Long Island REALTORS®, by promoting a positive and professional image of our members to the public.

- REALTOR® Scouting Scholarship, awards \$1,000 scholarships for three Eagle Scouts and three Girl Scout Gold Seniors.

- The REALTOR® Spirit Award, honors REALTORS® who have made a difference in their community. One recipient will receive a \$5,000 grant for their community cause.

- REALTORS® Against Hunger (RAH) campaign supports local food pantries, soup kitchens, shelters and other charitable programs that feed the hungry and help those in need in our community.

- Throughout 2020 LIBOR will sponsor volunteer builds/projects with Habitat for Humanity and Rebuilding Together Long Island.

If you would like to volunteer, please email pr@lirealtor.com. Be sure to check www.LIRealtor.com regularly for more LIBOR Public Relations programs, and information on how to get involved. ●

REALTOR® Achievement Awards Nominations Open



LIBOR is now accepting nominations for the 2020 Annual LIBOR Awards. Take a moment to consider nominating yourself, or someone you may know that is truly deserving of receiving one of these five prestigious awards:

- REALTOR®-Broker of the Year**
- REALTOR®-Salesperson of the Year**
- Community Service Award**
- Lifetime Achievement Award**
- REALTOR®-Affiliate of the Year**

The deadline for nominations is July 24, 2020. Visit LIRealtor.com for more information, or to nominate yourself or a fellow REALTOR®. ●

REALTORS® as Advocates

By Bo Patten, Vice President of Government Affairs and Marlo Paventi Dilts, Government Affairs Director

At NAR's 2020 REALTOR Party Training Conference in Austin, Texas a contingency of our LIBOR members learned about NAR's continued commitment to its ongoing and proactive advocacy efforts. REALTOR® from all across the country were given tools to bring back to their associations including NAR's three pillars of their advocacy focus (source: National Association of REALTORS®):

I. REALTORS® are champions of homeownership.

REALTORS® know how homeownership changes lives. That is why we advocate for products like the 30-year, fixed rate mortgage and other factors that benefit homeownership. This includes addressing increasing housing costs and availability of mortgage credit for all.

II. REALTORS® fight to protect private property rights.

REALTORS® and REALTOR® associations work at all levels of government to safeguard against threats to private property rights. REALTORS® stand for equal access to housing and the removal of barriers that prevent the full, intended use of property.

III. REALTORS® are community leaders.

REALTORS® have a vested interest in creating better places to live and improving the quality of life for residents. Working with public officials and partner organizations, REALTORS® drive community and economic development by advocating for smart policies at the local, state, and national level.

In 2019 LIBOR completed a strategic plan and mission where "proactive advocacy" is at its core. It's because of proactive advocacy that we continue to lead the conversation on the National Flood Insurance program and seek a long term reauthorization, First Time Home Buyer Savings and timely responses in a co-op transaction as seen with the recently enacted legislation in Nassau County in late 2019.

With advocacy season upon us, REALTORS® will have the opportunity to take part in proactive advocacy. NYSAR will be hosting its annual Lobby Day in Albany on May 5th, NAR will be having their annual Legislative Meetings and Expo Conference in DC May 11th -16th, and your LIBOR Government Affairs Department will be organizing a local Advocacy Day with the Nassau and Suffolk County Legislature in June. Contact us at govaffairs@lirealtor.com to participating in any of the mentioned events. ●

Updated Legal Hotline Info



LIBOR is partnering with the New York State Association of REALTORS® (NYSAR) to utilize their Legal Hotline.

Members of the Long Island Board of REALTORS® should now call 518-43-NYSAR (518-436-9727) with any legal questions. The Legal Hotline, a free member benefit, is available from 9 a.m. to 4 p.m., Monday through Friday, excluding holidays and during official NYSAR functions.

NYSAR is pleased to provide one of the most beneficial member services within the REALTOR® organization - the Legal Hotline.

For information about the NYSAR Legal Hotline, visit <https://www.nysar.com/legal/legal-hotline-faq>. ●

President's Message

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the actions of REALTORS® shape communities.

On the advocacy level, our Chapter and Division leadership are working alongside LIBOR's Government Affairs Department and REALTORS® Political Action Committee (RPAC) to raise RPAC funds and awareness at their respective meetings. RPAC funds support pro-REALTOR® causes and candidates for public office.

A recent significant instance of this support, is the passing of the Nassau County Legislature REALTORS® bill, Local law 489-19: A Law to Require Cooperative Housing Corporations to take timely action upon applications by prospective purchasers. This is a culmination of ten years of hard-work by all, and a clear affirmation that by investing in RPAC, your investing in the protection of your career and future.

Whether it's to increase professional proficiency through educational events, creating community bonds with local fundraisers or supporting pro-REALTOR® legislation, Chapter leaders work diligently to provide members with opportunities that are beneficial to your business in every way. They are the grass roots of our organization. I strongly encourage all members to get involved with your Chapter and take advantage of these opportunities, you won't regret it! ●

LIBOR COURSE SCHEDULE



SAVE THE DATE...

THURSDAY, JUNE 11, 2020

32ND ANNUAL LIBOR THOMAS F. TABONE
EDUCATION CONFERENCE & TRADE SHOW

UPCOMING NYSAR COURSES OFFERED AT LIBOR

VISIT LIREALTOR.COM/EDUCATION
DESIGNATIONS & CERTIFICATIONS

WEST BABYLON RSC

Wednesday, March 11 • GRI 5 Buyers

WOODBURY RSC

Tuesday, April 14 • GRI 6 Sellers

WEST BABYLON RSC

Thursday, April 23 • GRI 4 Legal

TAKE ONLINE COURSES THROUGH LIBOR

AND FURTHER YOUR CAREER
ON YOUR OWN TIME!

LIBOR has partnered with 3 online schools to offer a wide variety of online courses.

With topics including residential, commercial, green, social media and safety; earn CE credit or even work towards a designation. Some courses even satisfy NYS Fair Housing, NYS Agency and NAR Ethics requirements.

Just added to our course offerings is Appraisal Licensing and CE Courses.

GO TO WWW.LIREALTOR.COM/EDUCATION
to browse the online course offerings.



Our promise is to provide our REALTORS® with more coverage, better data and the best tools to help you have a better business.

Stay informed, everything you need to know about OneKey™ MLS is available on the following communication channels:

- Newmlsinfo.com
- Onekeymlsny.com
- Webinars & Videos
- LIRealtor.com & Stratus
- Social Media
- Email Updates

Sign up for **TEXT ALERTS** by texting
the word **OneKey** to 25827



Watch for an official Go-Live date soon, and other important information on all our communication channels.