

EAST END REALTOR® NEWS



An Informational Newsletter of the Long Island Board of REALTORS® • LIRealtor.com

SERVING PROFESSIONALS IN THE HAMPTONS AND NORTH FORK CHAPTERS

Spring 2016

This Month's News

News/Updates

Public Relations Events

Upcoming Meetings

Education



As a Board member you have the opportunity to take advantage of discount programs and valuable services offered to you.

LIRealtor.com



LONG ISLAND BOARD OF REALTORS® 2016 EAST END LEADERSHIP GETS INSTALLED

The Long Island Board of Realtors® 2016 East End Chapter Officers and Directors were installed at the Suffolk County Division Luncheon held on Friday, February 19, 2016 at Lombardi's on the Bay in Patchogue.



The installation was performed by 2016 LIBOR President Mary Alice Ruppert. This meeting also served as the presentation of Chapter Distinguished

Service Awards and acknowledgment of 2015 Chapter Officers and Directors by host Ann Marie Pallister (pictured) 2015 LIBOR VP Suffolk and 2016 LIBOR VP, East End Liaison.



Congratulations to the following Realtors® who have received the 2015 Chapter Distinguished Service Award for their outstanding work and commitment to their respective Chapter: Hamptons Chapter, Kalen Raynor (pictured top center with HC President Janice Hayden and Ann Marie Pallister) and North Fork Chapter, Robert Pace (not present). Also pictured with Ann Marie: center left, HC Director Frank Butz and bottom (l-r) NFC President Mary Ellen Ellwood and NFC Treasurer Thomas Scalia.



THE 7TH ANNUAL LONG ISLAND & QUEENS REALTOR® OPEN HOUSE WEEKEND IS APRIL 9TH - 10TH, 2016, ...SEE PAGE 2 FOR DETAILS!

LIBOR TO HOST THE 7TH ANNUAL LONG ISLAND & QUEENS REALTOR® OPEN HOUSE WEEKEND

April 9-10, 2016 - Open houses, open doors to homeownership!

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

With spring at our doorstep, the real estate market will become abuzz with activity in a few short weeks. Open houses are a key to success in the spring market, and are a boost to spring home-buying activity. To celebrate spring and kick-off the season, Realtors® throughout Long Island and Queens are taking part in the 7th Annual Long Island & Queens Realtor® Open House Weekend on Saturday and Sunday, April 9 and 10, 2016.



The weekend is organized by LIBOR's Public Relations Committee in an effort to unite Realtors® as they host thousands of open houses, while engaging consumers on the benefits of homeownership and bringing buyers and sellers together.

In its seventh year, the Long Island & Queens Realtor® Open House Weekend has been proven successful since its inception. With print, radio and social media advertising, it is a marketing extravaganza; which in turn drives traffic to your listings. All the way around, your office participation in this high-profile marketing event makes sense.

For more information, including how to register your office, visit www.LIRealtor.com/ohw.

Network with your Local East End Chapters!

The North Fork Chapter (NFC) is having a Networking and Education Breakfast on Tuesday, March 8th at 9:00am at Michelangelo's Restaurant in Mattituck. Come Meet the Southold and Riverhead Town Assessors and stay for the breakfast buffet! The cost is \$10.00 per person. For additional information please contact Mary Ellen Ellwood at mellwood@albertsonrealty.com or visit <http://northfork.lirealtor.com/>.

North Fork
A Chapter of the Long Island Board of REALTORS®

NEWS - CALENDAR - MEMBERS - SPONSORS - ABOUT - CHAPTERS & DIVISIONS -

North Fork Chapter of LIBOR

The North Fork Chapter of LIBOR was organized in the Fall of 2012 to better serve REALTORS® in this unique area. The Chapter encompasses some of Long Island's most unspoiled geography with its wineries, farmland, boating and recreational offerings. Its members service a market of primary and vacation homes as well as land sales for various development opportunities.

And We're Off...

to Belmont Race Track 



RPAC's 11th Annual Day at The Races!

- WHEN:** Wednesday, May 4, 2016
- BUFFET LUNCH:** 12:00pm to 2:30pm
- 1ST RACE BEGINS:** 1:00pm
- PRICING:** \$100.00 by 4/22/16 • \$125.00 after 4/22/16
Checks made payable to RPAC
(Full amount will go toward your RPAC Contribution)
You must pre-register. Deadline is 5/2/16.
No tickets will be sold at the door.
- INCLUDES:** Full Gourmet Buffet in the Turf & Field Club, Private Betting Window, Clubhouse Admission and Post Parade Program

Great Auction Items Plus Lots of Fun!

Register Online



Call with your charge card or mail your contribution to:
LIBOR/RPAC • 300 Sunrise Highway • West Babylon, NY
11704 • Attention: Maryann Horan • (631) 661-4800 ext. 354



Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS®, the New York State Association of REALTORS® or any of its local boards or associations will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your NYSAR PAC reaches its PAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after NYSAR PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.



Celebrating the Luck of the Irish on the East End

St. Patrick's Day is officially Thursday, March 17, 2016 but lucky Long Islanders can celebrate all month long with parades across the East End. LIBOR's Hampton Chapter, will be sponsoring a float at the **12TH ANNUAL HAMPTON BAYS ST. PATRICK'S PARADE on Saturday, March 19th at 11 a.m.** Head over to the Hampton Bays Elementary School on Ponquogue Avenue to view and cheer on the start of the 12th Annual Hampton Bays St. Patrick's Day Parade!

And keep the festivities going all month long at one of these local East End parades:

AM O'GANSETT PARADE • Saturday, March 12, noon

This eighth annual parade boasts being the shortest St. Paddy's Day parade in the world. Begin at Mary's Marvelous and heads down Amagansett's Main Street.

WESTHAMPTON BEACH 49TH ANNUAL ST. PATRICK'S DAY PARADE • Saturday, March 12, noon

The Westhampton Beach Parade will step off at Oneck Lane and Mill Road. Call 631-506-1473 or visit whbstpats.com for more information.

12TH ANNUAL CUTCHOGUE ST. PATRICK'S DAY PARADE • Saturday, March 12, 2 p.m.

The parade steps off at Cox Lane, down Route 25, ending in Cutchogue Village. For more information, call 631-765-3161 or visit northforkchamberofcommerce.org.

3RD ANNUAL JAMESPORT ST. PATRICK'S DAY PARADE • Saturday, March 19, 2 p.m.

A family friendly community event to be enjoyed by all. Step off is at Main Road and Washington Avenue. Call 631-732-3672 or visit EastEndEmeraldSociety.com.

54TH ANNUAL MONTAUK FRIENDS OF ERIN ST. PATRICK'S DAY PARADE • Sunday, March 20, 11:30 a.m.

With over 30,000 spectators estimated to attend, be sure to grab your spot early for the 54th Annual Montauk St. Patrick's Day Parade! Call 631-668-1578 or visit montauk-friendsoferin.org for more information.

Affiliate Spotlight

Members of LIBOR's Affiliate Program hail from Maspeth to Montauk

"All roads lead to the east end" – George W. Combs, Inc. a builder focused on architect-designed fine custom homes and renovations announces the grand opening of their new office in Southampton on April 5th 2016. Establishing a second office "on the east end" will allow us greater flexibility to best serve their clients in the Hamptons and Shelter Island. George W. Combs, Inc. offers construction services that include: renovations, remodeling, historic preservation, new home construction, and office interiors. For more information please visit us at www.georgewcombs.com

To find out more about the Affiliate Membership Program, which provides companies with a unique opportunity to network, sponsor events, market, and brand themselves; and for information on the Affiliate Membership Referral Reward Program visit lirealtor.com/affiliates.

DATE	CLASS	INSTRUCTOR	TIME	CE CREDITS	ETHICS & FAIR HOUSING
RIVERHEAD					
MAR 17	Be My, Be My Buyer	Don Scanlon	9:00 - 5:30	7.5	EF
MAR 22	The Empowered Agent: Guiding Buyers and Sellers Through the Sales Process	Hank Cardello	8:30 - 5:00	7.5	E
MAR 30	NAO	Joe Caggiano	9:00 - 5:00	6	E
APR 1	The Shades of Grey	Don Scanlon	9:00 - 5:30	7.5	EF
APR 5	Get the Most of Stratus Maps & CMA's - HANDS ON	Laureen Zarba	9:00 - 5:30	7.5	
APR 12	Say Hello to A Good Buy	Linda D'Amico	9:00 - 5:30	7.5	EF
APR 13	Communicate, Track & Close with Collaborate - HANDS ON	Laureen Zarba	9:00 - 5:30	7.5	
APR 19	Are You Smarter Than a Home Buyer? - HANDS ON	Laureen Zarba	9:00 - 5:30	7.5	
APR 26	NAO	Kate Conquest	9:00 - 5:00	6	E
APR 27	Get Organized with Stratus - HANDS ON	Laureen Zarba	9:00 - 5:30	7.5	
APR 28	Mortgage Knowledge.... How to Save Your Deal	Dominick Sutera	9:00 - 5:30	7.5	
MAY 2	75 Hr. Sales Qualifying Day 1	Hank Cardello	9:00 - 5:30	22.5	
MAY 3	75 Hr. Sales Qualifying Day 2	Hank Cardello	9:00 - 5:30	-	
MAY 4	75 Hr. Sales Qualifying Day 3	Hank Cardello	9:00 - 4:30	-	
MAY 5	75 Hr. Sales Qualifying Day 4	Dominick Sutera	9:00 - 4:30	-	
MAY 6	75 Hr. Sales Qualifying Day 5	Linda Bonarelli-Lugo	9:00 - 5:30	-	
MAY 9	75 Hr. Sales Qualifying Day 6	Joe Caggiano	9:00 - 5:30	-	
MAY 19	75 Hr. Sales Qualifying Day 7	Joe Caggiano	9:00 - 4:30	-	
MAY 11	75 Hr. Sales Qualifying Day 8	Joe Caggiano	9:00 - 6:30	-	
MAY 12	75 Hr. Sales Qualifying Day 9	Don Scanlon	9:00 - 5:30	-	
MAY 13	75 Hr. Sales Qualifying Day 10	Don Scanlon	9:00 - 6:30	-	
MAY 16	Communicate, Track & Close with Collaborate - HANDS ON	Laureen Zarba	9:00 - 5:30	7.5	
MAY 17	Residential Rental Opportunities, Pitfalls & Safeguards	Cathy Nolan	9:00 - 5:30	7.5	EF
MAY 19	The Road to Ethics is Paved in Gold	Dianne Scalza	9:00 - 12:00	3	E
MAY 18	Go Paperless & Mobile with Instanet - HANDS ON	Laureen Zarba	9:00 - 5:30	7.5	
MAY 24	Professional Conduct Has It's Rewards	Cathy Nolan	9:00 - 5:30	7.5	EF
MAY 25	Get Organized with Stratus - HANDS ON	Laureen Zarba	9:00 - 5:30	7.5	
MAY 26	Changing Trends... Can You Spare Some Change?	Nick Gigante	9:00 - 5:30	7.5	E

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



LONG ISLAND BOARD OF REALTORS®, INC.

28th Annual Education Conference and Trade Show

June 9, 2016



Opening Keynote Trainer: TOM FERRY, YOUR COACH, INC.

#1 National Real Estate Trainer 3 years in a row!

Industry Power List Top 200 in US for 2016! Swanepoel Trends 200

#2016BYE — Aligning Your Behaviors and Marketing for your Best Year Ever!"

SAVE THE DATE! REGISTRATION WEBSITE OPENS SHORTLY. REGISTER EARLY FOR THE SUPER EARLY DISCOUNT PRICING!