

2023 President's Message Archive

2023 RAC NYSCAR President's Message -- December 20, 2023

From the Desk of Christopher McCarthy, 2023 RAC NYSCAR President:

Thank you for contributing to the success of our Annual Awards Gala, setting records with 170 participants. We appreciate your presence at the Awards Gala and look forward to seeing you at our 2024 Kick-Off Luncheon on January 18. Explore sponsorship options early for visibility at upcoming 2024 events by contacting Events Co-Chairs [Chris Passero](#) and [Dexter Craig](#) to get on the 2024 Events Calendar.

As we approach the New Year, it's crucial to stay informed about key updates affecting our industry:

1. US Corporate Transparency Act (CTA): Starting January 1, 2024, reporting companies must submit a report to FinCEN detailing beneficial owners' information. Ensure your clients are aware, as reporting companies formed before January 1, 2024, have until January 1, 2025, to file their initial report: <https://www.fincen.gov/boi>.
2. Cold Calling Regulations in New York: NYS maintains restrictions on cold calling for non-business lines. Regularly update your DNC account, and keep records of permissions for texting, automated dialing and other technologies. Consult your attorney for specific record-keeping procedures. <https://telemarketing.donotcall.gov/>.
3. Licensee Compliance in New York: Review and adhere to NYS compliance requirements for licensees. Ensure SOPs, NYS Fair housing disclosures and fair housing posters are prominently displayed. Confirm license type compliance with the DOS to avoid unauthorized titles: (1) [Fair Housing Notice Sign](#); (2) [Checklist for every listing or advertisement regarding licensees](#); (3) [SOP Sample from NYS Association of REALTORS](#); 4) [DOS Search site to confirm correct titles are used and accurate Brokerage Names are used](#).
4. NAR Benefits: Explore enhanced benefits from NAR, including improvements to RPR®, partnerships with CompStak, AARP, ESRI and Natural Disaster scores. NAR offers REALTOR and Real Estate domain names for members, and certificates often include CE credits that don't expire: (1) [RPR®: If you are not using it yet - try it now](#) and (2) [.REALTOR and .REALESTATE](#).

Stay informed and proactive for a successful year ahead!

2023 RAC NYSCAR President's Message -- July 7, 2023

From the Desk of Christopher McCarthy, 2023 RAC NYSCAR President:

The June 14-16 Turning Stone event went fabulously. We had excellent attendance at Deal Day. Next year is sure to be even better as we expect more Deal Day modernization, with the Deal Book being entirely electronic and more. Mercedes Brien, NYSCAR 1st Vice President, will be heading up the event next year, so if you want to help, [contact Mercedes](#) for 2024 Committee opportunities.

From the Board of Governors meeting, we are expecting to see some changes and updates coming next year to the State NYSCAR website, specifically for the marketing of the organization, the overall consolidating of assets to make a much more cohesive appearance to the general public and prospective clients, to present the Board of Governors as a foremost authority on Commercial Real Estate in New York and, by extension, the members being the most appropriate source of services.

Further, there is a high probability of impending audits by the Department of State (DOS). For their protection, all licensed members should review their marketing materials and confirm with the DOS that all licenses and license types are accurate and current. They should also ensure RE Brokers and RE Salespersons are correct on all materials and platforms and prominently display the Standard Operating Procedures (SOP) and Fair Housing links. The common one continues to be the use of management titles by RE Salespersons or RE Associate Brokers. See Links for State Compliance Resources below.

Multiple presentations during the Turning Stone conference also featured the great efforts made by the State and the National Association of REALTORS® to maintain property rights and expedite development opportunities. During the meeting with Hope Knight, President, CEO, and Commissioner of Empire State Development, she highlighted their mission to drive growth and simplify the process, ensuring projects made it to market in time for businesses to choose New York State as their new location for growth. Collaboration with everyone in Commercial Real Estate markets is crucial in bringing projects to life, as it's a long game that many don't understand. It can take 10 to 20 years to come to fruition. Hope expressed how much State growth she has seen due to long-term planning of shovel-ready sites like the STAMP project.

1. [Every person responsible for marketing or social media should have this checklist and review all materials](#)
2. [Guidance on common scenarios the DOS has heard of regarding advertizing](#)
3. [Fair Housing Notice to be displayed at all offices and open houses](#)
4. [Fair Housing Disclosure Form for clients to sign off on](#)
5. [NYS Fair Housing \(Non-Discrimination\)](#)
6. [DOS search site](#)
7. [Read the latest version of the law](#)

2023 RAC NYSCAR President's Message -- February 17, 2023

From the Desk of Christopher McCarthy, 2023 RAC NYSCAR President:

This year has started off fabulous with our January 19 Kick-Off event at the Jackrabbit Club. Our Chapter's second luncheon hosted by Flaum Management on February 16 was a great success that included a "Needs and Wants" session. We have seen so many new and old faces returning to the meetings that we welcome everyone to renew their membership and for new members to join, whether it be as Commercial real estate Affiliates or Brokers and Brokerages as Primary and Secondary members. Membership benefits are too long to list, but the high points include: (1) a collaborative and supportive network of members to help get deals done, (2) advocacy at the State level to make property owners, investors, developers, and Commercial tenants' voices heard through RPAC (REALTORS® Political Action Committee) and (3) the technology suite, RPR® (Realtors Property Resource®), supported by free education or education at a reduced cost with our collaborations with CCIM and SIOR.

Some concerning news that all members should be aware of is that the rental control laws are making headway in the State, and that includes Commercial spaces. So, if you have any questions or need assistance with understanding whom to reach out to in the State to express your concern over the rent control proposals, don't hesitate to get in touch with [Matthew Drouin](#), our RAC NYSCAR Government Affairs and Advocacy Committee Chair.

If you still need to register or book your rooms for Turning Stone, I encourage you to do so now. The conference runs from June 14-16, 2023. Book at the Inn for Turning Stone rather than the Tower; for those who are new, it is a significant savings hack.

For our special events this year, we have the Golf Committee quickly working to have another banner year at The Links at Greystone. Mark your calendars now for our 22nd Annual Golf Tournament for Tuesday, July 18. Our President's Dinner and Awards Gala will be held on November 16 and will be at another show-stopper location; stay tuned for more details. For more information and to get involved or sponsor either for Golf or the Gala, reach out to RAC NYSCAR Golf Chair, [Scott Devinney](#), or RAC NYSCAR President's Dinner Chair, [Tom Latta](#).

We are always thrilled to have guests at our events or have special events featuring our members. Let Events Chair, [Christopher Passero](#), and his team know if you have an idea or want to host an event at your property.