



# Commercial Association of REALTORS®

## About NYSCAR

The New York State Commercial Association of REALTORS®, chartered by the National Association of REALTORS® in 1996, represents more than 700 commercial real estate professionals and provides valuable resources to help you enhance your profit and success.

Your NYSCAR membership affords you significant benefits ranging from education courses and information resources to marketing and networking events and money-saving discounts. Take advantage of the numerous, valuable resources available to you through NYSCAR.

### Premier NYSCAR Benefit

#### Broadcast E-mail

As a member, you are able to utilize the broadcast e-mail system at [nyscar.org](http://nyscar.org) to send out listing and event information to your fellow NYSCAR members..

*Visit [nyscar.org](http://nyscar.org) to learn more.*



#### Statewide Marketing Sessions

Take advantage of the networking and business opportunities at NYSCAR's marketing sessions held in various locations throughout the state. At these moderated sessions, commercial real estate practitioners are invited to come together to make formal property presentations in an effort to market their clients' properties and find potential properties for buyer clients.

*Visit the Events Calendar at [nyscar.org](http://nyscar.org) for upcoming marketing sessions.*

#### Continuing Education

Get discounts on continuing education courses and credit towards your NYS license. NYSCAR sponsors CE courses at the Annual NYS Commercial Real Estate Conference, at the Triple Play REALTOR® Convention & Trade Expo and in locations throughout the state. Courses are designed specifically for the commercial real estate professional and cover topics such as: commercial basics; analysis and creative transaction formulas; real estate client counseling and representation; valuation and marketing of business opportunity property; legal issues; and more.

*To view upcoming courses, visit the Events Calendar at [nyscar.org](http://nyscar.org).*

### Premier NYSCAR Event

#### Annual New York State Commercial Real Estate Conference

The Annual New York State Commercial Real Estate Conference, held annually in June, is the premier commercial real estate event attended by practitioners from across the country. Earn continuing education credit, market client properties at the 1.5 day marketing session, network with leading professionals at a welcome reception and golf outing and visit with exhibitors providing the latest products and services.

The event, held at the Turning Stone Resort & Casino in Verona, New York, is hosted by the New York State Commercial Association of REALTORS®, the Certified Commercial Investment Members Institute (CCIM), the Society of Industrial and Office REALTORS® (SIOR) and the Society of Exchange Counselors (SEC).

*Visit the Events Calendar at [nyscar.org](http://nyscar.org) for more information.*



# NYSCAR MEMBER BENEFITS

## Advocacy at the State Capitol

NYSCAR, together with the New York State Association of REALTORS®, is representing you at the state Capitol and fighting to protect commercial real estate interests. Make an impact, protect your business interests and communicate REALTOR® views to your legislators by participating in NYSAR's Calls for Action via e-mail.



## Standard Forms

Access standard forms designed specifically for use by commercial practitioners. The standard forms include: Exclusive Right to Sell; Exclusive Right to Lease; Exclusive Right to Sell or Lease; Tenant/Buyer Representation; and Exclusive Right to Exchange Property.

For more information, contact the NYSCAR office.

## Committee and Leadership Involvement

Help steer the future of the New York State Commercial Association of REALTORS®. All members are eligible to serve on any of the 12 committees. Committees meet via teleconference and do not require travel.

NYSCAR's committees include: Business Opportunities; Bylaws; Education; Finance; Grievance; Legislative; Member Services/Organizational Plan; National Affairs; Professional Standards; RPAC Fundraising; Standard Forms; and Technology.

Join a committee at any time. For more details, contact the NYSCAR office.

## NYSCAR News

NYSCAR's quarterly newsletter, *NYSCAR News*, is your source for legislative and industry updates, the latest member news, event information and education and marketing news.

Visit the NYSCAR Newsletter area at [nyscar.org](http://nyscar.org) for archived issues of the newsletter.

## Local Chapters

Get involved in NYSCAR on a local level. NYSCAR has six local chapters providing you with regional opportunities to participate, network and create business contacts in your area.

NYSCAR currently has six local chapters including: Greater Capital Chapter; Hudson Valley Chapter; Metro Long Island Chapter; Rochester Area Chapter; Southern Tier Chapter; and Western New York Chapter. Contact the chapter in your area to join.

Visit [nyscar.org](http://nyscar.org) to view the list of chapters with contact information.



## Co-op Advertising Program

Once a month, an article by NYSCAR's President is printed in the weekly edition of the New York Real Estate Journal. NYSCAR reserves a two-page ad surrounding this article and provides members with the opportunity to advertise in this space.

For space availability and rate information, contact the NYSCAR office.

## REALTOR® Family Benefits

As a member of NYSCAR you belong to the three-tiered REALTOR® organization that also includes the New York State Association of REALTORS® and the National Association of REALTORS®. Take advantage of the many valuable benefits available at the state and national levels.

### NYSAR Member Benefits

NYSAR member benefits include: access to NYSAR's Legal Hotline; discounts on national designation courses; legislative advocacy; information resources via [nysar.com](http://nysar.com); free webinars on hot topics; and more. NYSAR also offers members access to exclusive discounts and special offers on products and services that directly benefit your career. For a full list of NYSAR's affinity partners, visit the Member Benefits Section at [NYSAR.com](http://NYSAR.com).



### NAR Member Benefits

NAR member benefits include: legislative representation; professional designations and online CE courses; annual meetings; REALTOR.com; and more. NAR's REALTOR® Benefits Program offers members access to discounts on products and services ranging from insurance and technology products to marketing and office solutions. For a full list of discount programs, visit the REALTOR® Benefits Section at [REALTOR.org](http://REALTOR.org).