

# THE REALTOR®



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LIRealtor.com

## We're More than REALTORS®

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

The “We’re More Than REALTORS®...” (WMTR) campaign was created by the Long Island Board of REALTORS® (LIBOR) Public Relations committee in 2006, to elevate public awareness about REALTOR® community endeavors, in addition to helping local residents buy and sell homes.

Over the past 14 years, the campaign has supported numerous philanthropic and community programs across Long Island and throughout the world. Each year LIBOR members spiritedly dedicate their time and energy to support these programs, helping to make Long Island a better place to live. In 2019, WMTR projects ranged from sponsoring the building of a Habitat for Humanity home, to renovating the deteriorated kitchen of a Vietnam veteran with Rebuilding Together Long Island, to awarding scholarships to deserving local Girl and Boy Scouts. To coincide with these charitable projects our members were also out actively opposing any public policies that impede homeownership opportunities. Making a difference in our communities and touching lives in the neighborhoods in which we serve, is the embodiment of the “We’re More Than REALTORS®” campaign.

On their own accord, many of our members donate their time, energy and funds to help improve the lives of others in need. The REALTOR® Spirit Award celebrates and recognizes these remarkable members and gifts the organization through which they volunteer time and talents a \$5,000 donation.

This year, the REALTOR® Spirit Award was presented to Ray Manzoni, of Manzoni Real Estate, for his selfless dedication to the ALS Ride For Life. Their mis-



sion is to research a cure, provide patients with much needed services and raise awareness for ALS, through education. For the past 25 years, Ray has volunteered his time and services to ALS, helping to form the Ride for Life organization in 1998. Ray’s continuous volunteer work, in every capacity, with this small charity resulted in raising over \$8.5 million. “Ray works continually to guide the Ride For Life charity and has served as its Chairman of the Board since 2017. He has done more than any other

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# Looking Ahead to 2020

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

Voting for the election of the Long Island Board of REALTORS® Inc., (LIBOR) Officers and Directors took place on October 23, 2019 at the REALTOR® Service Centers in Jackson Heights, Riverhead, West Babylon and Woodbury. The General Membership Meeting and main voting location was at the Melville Marriott in Melville.

The Official Notice of LIBOR Election Results:

## 2020 OFFICERS

President Elect — Susan Helsinger  
Queens Vice President — Frederic Greene  
Nassau Vice President — Joseph Sinnona  
Suffolk Vice President — Kevin Loiacono  
Vice President, East End Liaison — Kalen Raynor\*  
Treasurer — Gina Marie Bettenhauser  
Secretary — Jessica Akde Elmazi

Matthew Arnold is the incoming LIBOR President, who will serve the Board in 2020.

Matthew has been a member of LIBOR since 1999, and is the Associate Real Estate Broker of Netter Real Estate in West Islip.

Matthew has served on the LIBOR Board of Directors intermittently for the past 15 years, most recently as Suffolk Vice President in 2018 and currently as President Elect. He chaired the RPAC and Public Relations Committees, and has served on many other committees including, Professional Standards, Legislative, Housing Opportunity and Nominating Committee.

On the national and state level, Matthew serves as a Director for both the National Association of REALTORS® and the New York State Association of REALTORS®.

Matthew was recognized by LIBOR with the REALTOR® Spirit Award in 2008 and the REALTOR®-Salesperson of the Year in 2015, for his dedication to his industry and the community he serves.

As an active member and participant of the community, Matthew brings his diligence, compassion and unwavering commitment to not only his career, but to everything that he is involved in. He looks forward to bringing this passion to his new position, as your LIBOR President. ●



**Matthew  
Arnold**



**Susan  
Helsinger**



**Frederic  
Greene**



**Joseph  
Sinnona**



**Kevin  
Loiacono**



**Kalen  
Raynor\***




**Gina Marie  
Bettenhauser**




**Jessica  
Akde Elmazi**




## LIBOR Strategic Plan 2020-2021



**ADVOCATE**  
Become the premier public policy advocate for REALTORS®, real estate consumers and private property owners throughout Long Island



**EDUCATE**  
Provide superior education and resources that improve members' skills, promote professionalism and ethics, and help manage business risk






**COLLABORATE**  
Consistently engage with members, other associations and real estate partners to build stronger networks and stay current with industry change

**LEAD**  
Become the standard of excellence in Association governance – for strategic innovation, engaged decision making, efficient operations and structure, and superior leadership development

**PROMOTE**  
Raise the public profile of members, demonstrate their value to consumers and strengthen their voice as the trusted experts on real estate markets and building quality communities

**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 rights.



LIBOR is pleased to introduce our new 2020-2021 Strategic Plan, which was approved by the LIBOR Board of Directors at the recent Board meeting held in West Babylon on October 17, 2019.

Our goals for the next two years will expand upon LIBOR's Core Values: Advocate, Educate, Collaborate, Lead, Promote.

“We are so excited for all that's to come in 2020, to focus on our core services and to continue to fulfill our mission of promoting high ethical standards and member success through innovative services, proactive advocacy, quality education and protection of private property rights.”  
said Matthew Arnold, LIBOR 2020 President.

\*Elected by Chapter

# Some Q & A on the Housing Stability and Tenant Protection Act of 2019

By Cathy Nolan  
Goldson, Nolan & Connolly P.C.

**Q. I understand there is a new law that restricts previously held rights of landlords and expands the rights of tenants. Does it affect real estate agents as well?**

A. The Department of State has issued guidance for real estate professionals regarding their responsibilities when involved in renting property to a tenant on behalf of a landlord. You may go to the DOS website at [licensing@dos.ny.gov](mailto:licensing@dos.ny.gov) or call the Department of State at 518-474-4429 to get information regarding this Act, which came into effect in July of this year. Broadly speaking, any licensee acting for a landlord is prohibited from engaging in activities on behalf of that landlord that violate the new law. Your failure to heed this warning could result in action by the DOS citing untrustworthy behavior resulting in fines and/or loss of your license.

**Q. Can a landlord require more than one month's security from the tenant?**

A. No! The maximum security a landlord may charge a tenant is one month, and that is the maximum even if the tenant has a dog, cat or other animal.

**Q. Can the landlord or my company run a credit and/or background check on the tenant?**

A. Checks may be run, but no such checks on the tenant may exceed a fee of \$20.00 to the tenant.

**Q. Can a landlord charge the tenant an application fee?**

A. No!

**Q. I represent a landlord who charges a 10% late fee if the tenant pays the rent later than the 3rd of the month. Is that allowed?**

A. No! The maximum late fee is the lesser of \$50.00 or 5% of the monthly fee.

**Q. Can a landlord just decide not to renew the tenant's lease or to increase the rent when the lease is up?**

A. The landlord must give 30 to 90 days written notice to the tenant, depending on how long the tenant has been renting the premises, if the landlord wishes not to renew the tenancy or if the landlord intends to increase the rent by 5% or more.



**Q. Does this new law affect seasonal rentals?**

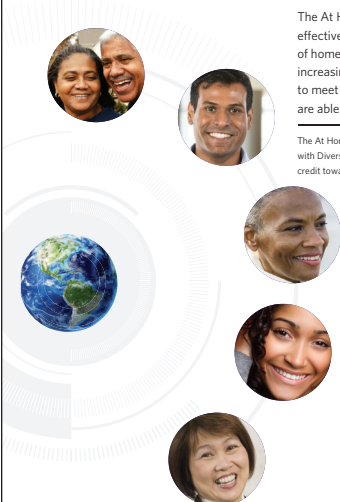
A. At this point it is unclear, but Assemblyman Fred Thiele of the 1st Assembly District in Sag Harbor is introducing legislation in the beginning of the 2020 session to expressly exclude rentals of four months or less.

Next time we will look at the new tenant eviction proceedings and the damages for which landlords and licensees may be liable as well as the limits on damages recoverable from the tenant! ●

## AHWD AT HOME WITH DIVERSITY

Today, more than one-third of all Americans are minorities.

**By 2050 minorities will be the majority.**





The At Home With Diversity® course will prepare you to work effectively with – and – within today's increasingly diverse pool of homebuyers. Real estate professionals who adapt to increasing cultural diversity in the market and who wisely plan to meet the needs of diverse clients gain a competitive edge and are able to expand opportunities.

The At Home with Diversity® course is the core course in order to obtain the At Home with Diversity® Certification. The At Home with Diversity® course counts for elective credit toward the ABR®, CIPS, and PMN designation.

**At Home With Diversity® Course**  
**Location:** Long Island Board of REALTORS®  
 346 Sunrise Highway  
 West Babylon, NY 11704  
**Instructor:** Nancy Mosca, ABR, AHWD, BPOR, CIPS, GRI, MRP, RENE, SFR, SRS  
**Date:** November 21, 2019  
**Time:** 9:00-4:30pm  
**Cost:** \$125 Members \$150 Non-Member


(One time \$75 application fee required to use the certification)

**REGISTER TODAY**

- Visit [nysarportal.com](http://nysarportal.com)
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- Call 518.463.0300 x219
- Mail to NYSAR, 130 Washington Ave., Albany, NY 12210

Completion of this course does not automatically make you eligible for the designation. Additional courses and fees are required. See [nysar.com](http://nysar.com).



Your home for success.

Need to cancel? No problem! No problem! Call at least 10 days in advance and there's no charge. Cancel 10 or fewer days before the class and you can transfer to another NYSAR class in this calendar year or your registration will be refunded, less a \$25 cancellation fee. No-shows forfeit tuition.

## A Season of Change

By Bo Patten and Marlo Paventi Dilts  
Government Affairs Department

As the leaves have turned and we approach year's end, we reflect back on the year as many of us do and plan for the following year.

Your Government Affairs department has taken great strides over the last several months to make 2020 a great year for our Association's Advocacy efforts! We have started to put pen-to-paper on creating policy positions on the topics important to our industry like transfer taxes, opportunity zones, water quality and cease and desist zones. We are strategizing on how we can offer free NAR programs to our members to help them get more involved in the political process, beginning with the Candidate Training Academy. This program teaches attendees interested in running for public office how to run an effective political campaign. We will also offer the Best Practices for Choosing REALTOR® Champions Course, which will give our members the tools they need to better vet and evaluate candidates running for office, on where they stand on the issues important to homeownership and our industry. And, speaking of vetting candidates, this fall your GA department and a panel of Association leaders took part in the most aggressive and far reaching candidate vetting process LIBOR has ever seen. This was a fantastic opportunity for our local lawmakers to hear our voices and share some great insights on how our Association can be a resource for them. We also took steps to utilize NAR's Mega Grant program to help REALTORS® leave their footprints in the communities they work and live in, in the form of place-making projects that will show the community that R means more than just selling or buying houses. Most importantly, we are working hard to come up with a plan to increase our RPAC investments and investors.

We cannot do this alone though! We need passionate and excited REALTORS® who are ready to mobilize and represent LIBOR in your offices, your communities and in the halls of our local, state and federal governments. Consider joining us for Lobby Day in Albany in 2020 or attend a local council or legislature meeting with us. Anyone can respond to our Calls For Action. You'll see these throughout the year from NAR, NYSAR, and LIBOR on a range of critical issues we need your help with. Responding only takes a few seconds and lawmakers do listen to constituents, so don't let those emails sit in your inbox.

Of course the glue holding this all together is RPAC. Whether its \$25 or \$1,000, your invest goes a long way and gets us a seat at the table. As you've heard many times, "If you're not at the table, you're on the menu." We aren't going to win all the fights, but we have to make sure we show up!

The Government Affairs department is here at your disposal! If you are interested in getting more involved, contact us at (631) 661-4800 or govaffairs@lirealtor.com.

Let's work together in making 2020 the year of the REALTOR®! ●

## We're More Than REALTORS®

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volunteer I know. His impact has been immeasurable," said Christopher Pendergast, President of ALS Ride For Life.

Lastly, it is also through the WMTR campaign, that LIBOR continues the



12th Annual REALTORS® Against Hunger (RAH) initiative, to fight hunger in our local communities.

In the months of

November and December participating REALTOR® offices have been collecting donations of non-perishable food items at their offices, events and food drives at neighboring supermarkets, throughout Nassau, Suffolk and Queens Counties. This collection drive supports efforts to provide food to hundreds of local food pantries, soup kitchens, shelters and other programs that feed the hungry.

LIBOR marked the launch of the annual campaign by sponsoring the Turkey and Trimmings Collection Campaign for both the Catholic Charities Brooklyn and Queens and Island Harvest, Long Island's largest hunger relief organization. These imperative programs help many struggling Long Island families enjoy special holiday meals and count on regular meals throughout the holiday season..

LIBOR is committed to continue our efforts with community organizations and outreach programs, and to inform and inspire our community to help those in need. Please visit [www.LIRealtor.com](http://www.LIRealtor.com) or email [pr@lirealtor.com](mailto:pr@lirealtor.com) for more information. ●