



OPPORTUNITY AWAITS

Mid-Winter Business Meetings
February 3-6, 2025



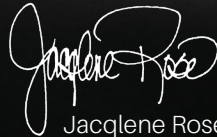
President's Message

Dear colleague,

Welcome to the NYSAR family, and thank you for being a part of our team! Regardless of where we live or work across New York State, and no matter the size of our businesses, we're all in this together. Coming together as a statewide organization gives us strength in numbers and amplifies our voice as advocates for homeownership in New York.

NYSAR is dedicated to providing valuable benefits to its members, including free monthly Legal Updates, strong advocacy on legislation affecting our industry at the local, state, and national levels, timely educational resources to help elevate your career, and our popular Legal Hotline. To explore these benefits and more, visit nysar.com.

Alongside the 2025 Leadership Team—President-elect Ron Garafalo, Treasurer Dan Staley, and Immediate Past President Joe Rivellino—I am excited to connect with as many of our 63,000 members as possible. We look forward to serving you in 2025!



Jacqueline Rose, *President*



2025 Leadership Team



Ron Garafalo, *President-Elect*



Dan Staley, *Treasurer*



Joe Rivellino,
Immediate Past President



Duncan R. MacKenzie,
Chief Executive Officer



VIRTUAL MEETINGS

TUES., JAN. 21

9 A.M. – 10 A.M.
COMMERCIAL ISSUES WORKING GROUP

10 A.M. – 11 A.M.
***INVESTMENT COMMITTEE**

11 A.M. – 12 P.M.
***STATE POLITICAL COORDINATOR UPDATE**

12 P.M. – 1 P.M.
***LEADERSHIP ACADEMY ADVISORY BOARD**

1 P.M. – 2 P.M.
NYC ISSUES WORKING GROUP

3 P.M. – 4 P.M.
CO-OP ISSUES WORKING GROUP

3 P.M. – 4 P.M.
YOUNG PROFESSIONALS NETWORK MEETING

THURS., JAN. 23

2 P.M. – 3:30 P.M.
HOUSING OPPORTUNITIES FOUNDATION

FRI., JAN. 24

10 A.M. – 12 P.M.
***FACULTY DEVELOPMENT SUBCOMMITTEE**

1 P.M. – 2 P.M.
***NYS REAL ESTATE EDUCATION FOUNDATION**

3 P.M. – 4:30 P.M.
LOCAL BOARD EDUCATION FORUM

WED., JAN. 22

9 A.M. – 10:30 A.M.
SAFETY FORUM

11 A.M. – 12 P.M.
***GRIEVANCE COMMITTEE**

1 P.M. – 2:30 P.M.
***LEGAL ACTION COMMITTEE**

3 P.M. – 4 P.M.
***STATEWIDE FORMS COMMITTEE**

*Committee Members Only/Closed.



OPPORTUNITY AWAITS

Mid-Winter Business Meetings
February 3-6, 2025



Unity in Motion: Mastering the Art of Consensus to Lead In Times of Change



Matthew Rathbun, ABR, SRS, CRB,
CRS, GRI, CIPS, ePRO, GREEN, MRP,
RSPS, CDPE, SRES

Leadership & Governance Summit

Monday, February 3
8:30 a.m. – 12:30 p.m.
King Street Ballroom

Key Takeaways:

- Proven techniques for achieving alignment across diverse teams.
- Strategies for turning resistance into engagement.
- Tools for communicating a clear and compelling vision for change.
- Ways to foster trust and collaboration during challenging transitions.

In today's fast-paced and ever-evolving real estate industry, change is inevitable—but alignment doesn't have to feel impossible. This dynamic and interactive session is designed for real estate leaders who want to master the art of building consensus while navigating transformational shifts.

Through real-world examples, proven strategies, and engaging discussions, participants will learn how to foster collaboration, build a change plan, manage resistance, and inspire teams to move forward with unity and purpose. From understanding diverse perspectives to crafting clear visions for change, this course provides actionable tools to build trust, gain buy-in, and lead with confidence—even when the road ahead feels uncertain.

Matthew Rathbun is a sought-after speaker, consultant, and mentor in the real estate industry. As an international speaker, Matthew has traveled and delivered 1000s of education courses to REALTORS®. Matthew also leads a firm of hundreds of progressive high-performing real estate agents within his firm and is licensed broker in the Commonwealth of Virginia, District of Columbia and State of Maryland.

NY STATE LEGAL UPDATE

MONDAY, FEBRUARY 3,
3 P.M. – 4:30 P.M.
FORT ORANGE BALLROOM

Pre-register for the Legal Update with
Anthony Gatto, Esq. to ensure seating and
earn your free CE credit.



ANTHONY GATTO, ESQ.
NYSAR General Counsel and
Director of Legal Services

Available for 1 hour of **CE** credit on legal matters.

SUN., FEB. 2

1 P.M. – 5 P.M.

***NOMINATING COMMITTEE**
Shaker Room**MON., FEB. 3**

7:30 A.M. – 8:30 A.M.

CONTINENTAL BREAKFAST
King Street Courtyard

7:30 A.M. – 5 P.M.

REGISTRATION
King Street Courtyard

8:30 A.M. – 12:30 P.M.

LEADERSHIP & GOVERNANCE SUMMIT
King Street Ballroom

9 A.M. – 11:30 A.M.

***WOMEN'S COUNCIL OF REALTORS® (WCR)
BOARD OF GOVERNORS**
Town Hall

12 P.M. – 1 P.M.

***PAST PRESIDENTS' ADVISORY BOARD**
Shaker Room

12 P.M. – 1:30 P.M.

ATTENDEE LUNCH
Fort Orange Courtyard

12:30 P.M. – 2 P.M.

***LOCAL BOARD PRESIDENTS' LUNCHEON**
High Street 24 – 26

1 P.M. – 2:30 P.M.

**FAIR HOUSING & CULTURAL
DIVERSITY COMMITTEE**

Fort Orange Ballroom

1 P.M. – 2 P.M.

ASSOCIATION EXECUTIVES' FORUM
Town Hall

2 P.M. – 2:30 P.M.

***ASSOCIATION EXECUTIVES'
ADVISORY COMMITTEE**

Town Hall

3 P.M. – 4:30 P.M.

+LEGAL UPDATE (CE)
Fort Orange Ballroom+Separate Registration and/or Payment Required.
*Committee Members Only/Closed.**MONDAY, FEBRUARY 3 • 6 P.M. – 10 P.M.**

Join your colleagues from across the state for the 2025 Installation of the NYSAR Leadership Team, including President Jacquene Rose, as well as officers of the Residential Real Estate Council (RRC) and Women's Council of REALTORS® (WCR).

There will be no fee to attend the evening's events. President Jacquene will continue Immediate Past President, Joe Rivellino's, free-flowing format which will allow you to network and partake in fun-filled activities.

The ceremony will take place prior to an elevated reception serving small plates throughout the baseball themed evening. As always, Grand Central Station will be back to entertain us! Ceremony is black-tie optional and baseball team attire is encouraged for the reception.

**INSTALLATION
CEREMONY**King Street Ballroom
6 p.m. – 7 p.m.**RECEPTION**Fort Orange Ballroom
7 p.m. – 10 p.m.
(Open Bar 7 p.m. – 8 p.m.)
*Cash Bar for remainder
of the evening*

Sponsored in part by the:

**FREE OF CHARGE.**

CHAMPAGNE & DIAMONDS FUNDRAISER

Tuesday, February 4 at 7 – 8 p.m.

Enjoy hors d'oeuvres and one complimentary flute of champagne. Each flute will contain a Cubic Zirconia gemstone, except one lucky person who will find a REAL diamond in their flute! Join us for networking, cocktails and fun all to benefit the NYSAR Housing Opportunities Foundation.

Cost: \$75

Location: King Street 8

Sponsored by:



MON., FEB. 3

6 P.M. – 7 P.M.

INSTALLATION CEREMONY

King Street Ballroom

7 P.M. – 10 P.M.

INSTALLATION RECEPTION

Fort Orange Ballroom & Courtyard

TUES., FEB. 4

7:30 A.M. – 8:30 A.M.

COFFEE SERVICE

King Street Courtyard

7:30 A.M. – 5 P.M.

REGISTRATION

King Street Courtyard

7 A.M. – 5 P.M.

+RPAC LOUNGE

Fort Orange Courtyard & Koi Pond
Cost: \$300 RPAC pledge or investment

9 A.M. – 10:30 A.M.

ARTICLE 12A WORKING GROUP

High Street 24 – 26
TH–Max (160)

11 A.M. – 12:30 P.M.

LEGISLATIVE POLICY FORUM

Fort Orange Ballroom

11 A.M. – 1 P.M.

GLOBAL, RESORT & SECOND-HOME MARKETS COMMITTEE

Town Hall

11 A.M. – 2 P.M.

***NYSAR BOARD OF GOVERNORS**

Shaker Room

1 P.M. – 2 P.M.

RESIDENTIAL REAL ESTATE COUNCIL (RRC) OPEN MEETING

Town Hall

2 P.M. – 3:30 P.M.

GENERAL SESSION

King Street Ballroom

3:30 P.M. – 5:30 P.M.

DIVERSITY, EQUITY & INCLUSION (DEI) COMMITTEE

Town Hall

+Separate Registration and/or Payment Required.

*Committee Members Only/Closed.

HAPPY HOUR

WEDNESDAY, FEBRUARY 5
6 P.M. – 9 P.M.
JT MAXIE'S, COST: \$25

YPN
YOUNG PROFESSIONALS NETWORK

nysar
NYSAR HOUSING OPPORTUNITIES FOUNDATION, INC.

TUES., FEB. 4

4 P.M. – 5:30 P.M.
MULTIPLE LISTING ISSUES & POLICIES COMMITTEE

Fort Orange Ballroom

4 P.M. – 5:30 P.M.
***ORGANIZATIONAL PLANNING COMMITTEE**

High Street 24 – 26

6 P.M. – 7 P.M.
***RPAC RECEPTION**

King Street 2 – 4

7 P.M. – 8 P.M.
+CHAMPAGNE & DIAMONDS FUNDRAISER

King Street 8, Cost: \$75

WED., FEB. 5

7:30 A.M. – 8:30 A.M.
CONTINENTAL BREAKFAST

King Street Courtyard

7:30 A.M. – 9 A.M.
***RPAC BREAKFAST**

King Street 2 – 4

7:30 A.M. – 2 P.M.
REGISTRATION

King Street Courtyard

9 A.M. – 10 A.M.
APPRAISAL COMMITTEE

Shaker Room

9 A.M. – 10:30 A.M.
PROFESSIONAL STANDARDS COMMITTEE

Fort Orange Ballroom

9 A.M. – 10:30 A.M.
***RPAC TRUSTEES**

King Street 6 – 8

10 A.M. – 11 A.M.
APPRAISAL ROUNDTABLE SESSION

Shaker Room

10:30 A.M. – 11 A.M.
***PROFESSIONAL STANDARDS STEERING COMMITTEE**

King Street 2 – 4

11 A.M. – 12:30 P.M.
***LEGISLATIVE STEERING COMMITTEE**

High Street 24 – 26

12:30 P.M. – 2:30 P.M.
LEADERSHIP ACADEMY CAFÉ

King Street 6 – 8

1 P.M. – 3 P.M.
EDUCATION MANAGEMENT COMMITTEE

Town Hall

1 P.M. – 4 P.M.
+APPRAISAL COURSE

King Street 2, Cost: \$75

2 P.M. – 3 P.M.
***ISSUES MOBILIZATION COMMITTEE**

High Street 24 – 26

3 P.M. – 4 P.M.
***BUDGET & FINANCE COMMITTEE**

High Street 28

4 P.M. – 5 P.M.

SMALL BOARD CAUCUS
 (Fewer than 400 members)
 King Street 4

4 P.M. – 5 P.M.

MEDIUM BOARD CAUCUS
 (Between 400–999 members)
 King Street 6 – 8

4 P.M. – 5 P.M.

LARGE BOARD CAUCUS
 (Between 1,000–9,999 members)
 Fort Orange 9

4 P.M. – 5 P.M.

JUMBO BOARD CAUCUS
 (More than 10,000 members)
 Fort Orange 5 – 7

5:15 P.M. – 7 P.M.

***EXECUTIVE COMMITTEE**
 High Street 24 – 26

6 P.M. – 9 P.M.

YOUNG PROFESSIONALS NETWORK (YPN) HAPPY HOUR
 JT Maxi's, Cost: \$25

THURS., FEB. 6

7:30 A.M. – 8:30 A.M.
CONTINENTAL BREAKFAST

King Street Courtyard

8:30 A.M. – 11 A.M.
BOARD OF DIRECTORS

King Street Ballroom

+Separate Registration and/or Payment Required. *Committee Members Only/Closed.

APPRAISAL COURSE

**How do you find those adjustments:
 peek into the appraisal world**

**Wednesday, February 7 » 1 p.m. – 4 p.m. » Cost: \$75
 3 hrs. CE Appraisers/Salespersons and Brokers**

Learn what influences real property value and what methods are currently being used.

Do you find yourself confused and wondering where the appraiser got those figures?

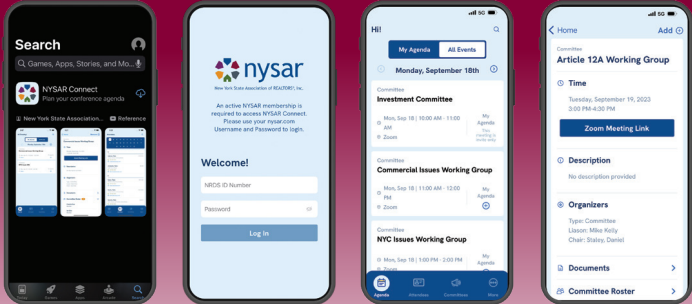
Exploring the use of Artificial intelligence (AI) to meet USPAP standards.

This is the class to learn how Appraisers find and make adjustments.

**Thank you for
 sponsoring the Mid-Winter
 Business Meetings!**



Plan your meetings with NYSAR *CONNECT!*



Visit the app store on Apple or Android devices and search “NYSAR Connect!”

Desktop users can visit “connect.nysar.com” to access NYSAR Connect.

Meeting registration is still required (to access NYSAR Connect and the log-in is still your NYSAR.com information).



Get Social with Us!

#NYSARMWBM #MWBM25 #TEAMNYSAR

- ✓ Build Your Schedule.
- ✓ Download Agendas.
- ✓ Set Reminders.
- ✓ Connect with Attendees.

RPAC LOUNGE



Tuesday, February 4, 2025

7 a.m.–5 p.m.

Fort Orange Courtyard & Koi Pond

With a new \$300 RPAC pledge or investment, gain access to this exclusive area.

- » Manicure
- » Massage
- » Professional Photographer
- » Sketch Artist
- » Psychic Readers
- » Ben & Jerry's Ice Cream Stand
- » Hearty Breakfast Buffet
- » Gourmet Lunch Buffet
- » Comfortable Lounging Area
- » Silent Auctions
- » And More!



OPPORTUNITY AWAITS

Mid-Winter Business Meetings
February 3–6, 2025

