

UPCOMING EVENTS

FEBRUARY

Tuesday 2/7

SUFFOLK SOUTH SHORE CHAPTER
5:00 PM - 7:00 PM Babylon

Friday 2/10

NASSAU NORTH SHORE CHAPTER
9:00 AM - 12:00 PM Roslyn

Wednesday 2/15

NASSAU SOUTH SHORE CHAPTER
9:00 AM - 12:00 PM Merrick

Thursday 2/16

SUFFOLK NORTH SHORE CHAPTER
5:00 PM - 7:30 PM Centereach

CENTRAL NASSAU CHAPTER

5:00 PM - 7:00 PM East Meadow

Friday 2/17

WESTERN QUEENS CHAPTER
9:30 AM - 12:00 PM Astoria

Tuesday 2/28

COMMERICAL NETWORK OF LIBOR
8:00 AM - 10:00 AM Woodbury

Thursday 3/2

CENTRAL SUFFOLK CHAPTER
9:00 AM - 12:00 PM Bellport

Wednesday 3/8

RPAC, YPN & WCR BOWLING PARTY
6:00 PM - 9:00 PM Melville



Long Island Board of REALTORS®



Affiliate Connect

Winter 2017

Increase Your Influence to Grow Your Business

By Tricia Chirco, LIBOR and MLSLI Marketing & Communication Director

Doing business these days is getting more complex with all the different day-to-day demands we have placed on ourselves. We face challenges with having to do more with less. You need to spend your time efficiently, connecting with the right people, and meeting them in the right places. Doing this will allow you to expand your circle of influence amongst an audience that will have a positive impact on your business.

What do I mean by "influence?" Influence is power created through everyday action, hard work, networking and reciprocity. Your influence is your reputation, which becomes your brand. Your reputation is built on your expertise, skills, and work ethic, that you have demonstrated over the years. This is why influence matters.

How can you increase your influence? First and foremost, by networking. Networking can put your influence to work for you. Let others get to know you and learn about your business. Attend business related events to create new valuable partnerships that will increase your company's exposure and visibility. This will lead to a broader customer base and in turn can lead to more business.

You already have some working level of influence. Let's work together to nurture it. At your next networking event, participate, listen more, speak less, and just relax and be yourself. Your next opportunity to do just that is the LIBOR Affiliate Membership Program Workshop on February 27, 2017, entitled "Creating & Managing Successful Partnerships." This free program is your first step to growing your business, by making more connections with a target audience - other Affiliates and Realtor® members. There is tremendous value in creating partnerships amongst one another, as well as with our Realtor® members. Call Mike Miller, LIBOR Business Development Manager, at 631-661-4800 Ext. 384 to reserve your spot today.

Wishing you a prosperous 2017 and we look forward to working with all of you. LIBOR is committed to helping you become more influential so you can achieve greater success!

"The greatest ability in business is to get along with others and to influence their actions"
- John Hancock

Save the Date

THE 2017 LIBOR EDUCATION
CONFERENCE
JUNE 8, 2017
AT THE
CREST HOLLOW COUNTRY CLUB

FEATURED AFFILIATE MEMBER



Pillar To Post is the nation's leading home inspection company. They offer 3 different home inspection packages to choose from as well as have the capability to print and deliver the report at the time of inspection. Tom has a degree in civil engineering from Villanova University and many years of construction experience both as a construction manager as well as owner / operator of his own firm. For more information visit: www.pillartopost.com/tomfaulhaber or contact Tom directly at 631-335-2341.



Tom
Faulhaber



Welcome to Our New LIBOR Affiliate Members!

Dan Acosta - TEC Solutions ~ Steve Apolonatos - Diner Luxe
Patricia Dalmazio - P Dalmazio Law, PC ~ Sami Kabir - Guidance Residential LLC
Bill Loiacono - SERVPRO of Farmingdale ~ Denise LoSquadro - Sisters In Charge Tag Sale
Richard Luciano - JCI Enterprises ~ Gina Farese - Marcor Construction Roofing
Miguel Mongui - Photo Virtual Tours ~ Paul Oster - Better Qualified
Mike Panjabi - Byron Custom Tailors ~ Brendan Scanlon - Napoli Marble & Granite Design
James Schaefer - Jamie Schaefer Prof Home Inspection ~ Justin Schimmenti - Level Solar
Bennett Shelsky - Bennet R. Shelsky Law Firm ~ James Skinner - A&C Pest Management
Heather Alexander - Level Solar ~ Charles Solomon - AXA Advisors

For a complete list of all LIBOR Affiliate Members, visit our directory at LIRealtor.com/affiliate-directory