

FEBRUARY 08, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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Discrimination  
Laws in Maryland](#)

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## Affiliate Spotlight

de-clutter, de-personalize, detach...

design your listing to sell

you  
are in  
luck

the tlc touch provides:

- ✿ expert third-party feedback
- ✿ hands-on demonstration
- ✿ tips for successful showings
- ✿ positive, inviting first impression
- ✿ sell quickly for top dollar



services and pricing @ [www.mytlchome.com](http://www.mytlchome.com)

introductory offer  
enjoy **50% off**  
2-hour staging consultation  
call Terry @ 410-562-1087  
for scheduling details

**Terry Cooch**

Staging & Design

*declutter, depersonalize,  
design your listing to sell*

[MyTLCHome.com](http://MyTLCHome.com) | 410- 562-1087

Engage

# CONVENTION AND TRADESHOW

LIVE! HOTEL & CASINO MARYLAND



SET SALES TO NEW DESTINATIONS  
**APRIL 11, 2023**

## HALF OF ALL TRADESHOW BOOTHS HAVE SOLD!

If you want to be an exhibitor at the 2023 Annual Convention & Tradeshow, make sure to register before it's too late! Visit our website for more information on sponsorship packages, booth pricing, and more!

THANK YOU, SPONSORS!



EARLY BIRD REGISTRATION OPEN UNTIL FEB. 20TH

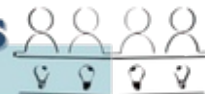


Coming Soon

St. Patrick's  
HAPPY HOUR



Top Agents  
PANEL



Join the Young Professional  
Network's Email List

Presents  
*Secure the Listing: Secrets from  
TOP Producing Listing Agents*



Jessica Young Stewart  
ReMax Executive  
Realty

Kristi Neidhardt  
Northrop Realty



Thank you:  
Five Star Staging for  
sponsoring our lunch  
for this event!!!

Scan the barcode  
to register



14th February, 2023  
11:30am - 1:30pm  
1521 Ritchie Hwy  
2nd Floor Training Room  
Arnold, MD 21012

Join Jessica and Kristi as they share with you tips and tricks you MUST have to build your listing pipeline in a shifting market:

1. TOP lead generating strategies to find sellers.
2. TOP strategies to secure the listing.
3. A step-by-step process for holding an effective listing appointment.
4. How can a listing agent stand out?
5. What is the 1 mistake an agent makes?

Presents

**TOP Producing Agent  
in 15 months**

Thursday  
23rd February  
2023

2:00-  
3:00pm

AACAR  
1521 Ritchie Hwy  
Arnold, MD 21401

With:

Jessica Welder

Join Jessica as she  
shares her secret's on  
generating leads with  
"Pop-By's"

You ask! What is a Pop-  
By?

Come join us to learn  
more with the Women's  
Council of Realtors



## Quarterly Update from AACAR's President & President-Elect



Educate



1.5 CE Hours

FEBRUARY 16TH 10:00-11:30 PM INSTRUCTOR: SUSAN JANETT



Register



Register

## Upcoming Classes

### Technological Advances with Oil Heat (F)

Thursday, February 16th  
10:00 AM - 11:30 AM  
1.5 CE Hours

Register

### Collaborate with Buyers with Bright MLS

Tuesday, February 21st  
11:00 AM - 12:00 PM  
No CE

Register

### Financial Wellness Webinar by NAR

Thursday, February 23rd  
9:30 AM - 10:30 AM  
Zoom

Register

## Advocate

### REALTOR® Lobby Day

FEBRUARY 7, 2023



PHOTO FROM MARYLAND REALTORS®



## Communicate

Check Your Inbox for

## Sentrilock Invoices

### March 1st

Sentrilock Access Fees are **due**.

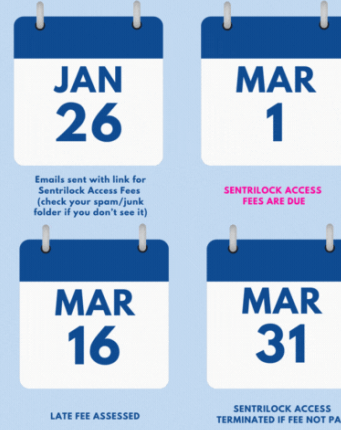
### March 16th

Late Fee assessed.

### March 31st

Sentrilock access terminated if fee not paid.

## SENTRILOCK INVOICES COMING TO YOUR INBOX!



NEWS

## Update to Bright's Exclusive Home Demand Index, Available Soon

Starting February 10, 2023, Bright's Home Demand Index will be updated with an adjusted pricing structure—and a more accurate picture of the real estate market in the luxury, mid-market, and entry-level market segments.

[Learn More](#)



ADUs provide a common-sense approach that can help more Marylanders—young professionals, seniors, service personnel, and more—find homes. What is needed is legislation that would make ADUs a viable option, no matter where you live in the state.

Become a  
Member

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Today

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Arnold, MD 21012  
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