

APRIL 12, 2023

Newsletter



Anne Arundel County Association of REALTORS®

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Connect with us!



Receive 20% off the At Home with Diversity® Certification during the month of April!



- Develop an increased awareness of cultural and personal biases that may inhibit you from fully embracing diversity and creating a successful multicultural real estate business.
- Learn inclusive, multi-cultural marketing and advertising strategies to broaden your client base.
- Formulate an inclusive business plan to help you create an enduring business that is able to adapt and evolve to an ever-changing marketplace.

[Register today](#)

**2023 AACAR
Convention & Tradeshow**



THANK YOU



Thank you to everyone who made the **2023 AACAR Convention & Tradeshow** a huge success yesterday! The day was filled with networking, learning, and fun!

There were lots of incredible booth giveaways, including an iPad, Yeti cooler, wine, gift cards, and more! Thank you to everyone who downloaded the AACAR app yesterday in hopes of winning the 7-night getaway! Be sure to check out the other features of the app -- stay up to date on upcoming classes and access resources on the go.

Congratulations again to **Neighbors Property Consultants, LLC** for winning the Booth Decorating Contest! They will receive a free standard

booth at the 2024 Convention & Tradeshow.

A special thank you to all of the sponsors, vendors, instructors, attendees, and volunteers that made the event possible.

Engage

AACAR's **Equal Opportunity & Cultural Diversity Committee** invites brokerages and AACAR affiliates to participate in a Poster Contest!

Registration Fee: Only \$50!
Proceeds will be donated to the Boys & Girls Club of Anne Arundel County. Donations welcome.

Registration Deadline: April 14th

Poster Deadline: April 28th

Register via the [web portal](#) under the "Subscriptions" tab.



Educate

A graphic for the 'Top Agents Panel' event. It features the AACAR YPN logo (Young Professionals Network) and the text: 'Top Agents Panel', 'THURSDAY, MAY 4TH 4:30-6:30 PM', 'SARAH GARZA PHIL GERDES BRAD KAPPEL', and 'WITH MODERATOR JENN KLARMAN'. Below the text are three photos of the panelists: Sarah Garza, Phil Gerdes, and Brad Kappel.

AACAR YPN
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS
YOUNG PROFESSIONALS NETWORK

Top **Agents Panel**

THURSDAY, MAY 4TH
4:30-6:30 PM

SARAH GARZA PHIL GERDES BRAD KAPPEL

WITH MODERATOR JENN KLARMAN

Save the Date

AACAR's YPN Committee is hosting a Top Agents Panel on Thursday, May 4th, 4:30 - 6:30 PM in the AACAR Training Room. If you're new to the business, we hope to see you there!

Panelists: Sarah Garza, Phil Gerdes, Brad Kappel
Moderator: Jenn Klarman

[Join the YPN Mailing List](#)

Upcoming Classes

Estimated Taxes Webinar

Great information to share on how you can estimate what you owe in taxes, and even more important, what you can do now to reduce your tax bill if you haven't filed yet or plan to file an extension.

Thursday, April 13th

1:00 - 2:00 PM

Virtual | Bryan Wallace and Isaac Andresky

[Register](#)



SRES
where the future takes shape

The Seniors Real Estate Specialist Designation:
Where the future takes shape

**INSTRUCTOR: SUSAN HAVILAND
WITH GUEST SPEAKERS**

May 2nd & 3rd

9:00 AM - 5:00 PM

***Lunch provided**

**SCAN TO
REGISTER**



You will gain practical knowledge and techniques, including:

- Key differences in housing options, from age-restricted communities to assisted living
- Applications of the Housing for Older Persons Act (HOPA)
- Ins and outs of reverse mortgages
- How to use pensions, 401(k) accounts, and IRAs in real estate transactions
- Ways in which Medicare, Medicaid, and Social Security affect real estate decisions of clients over 50
- How to recognize and protect clients from mortgage finance and loan schemes that target borrowers ages 50+

www.aacar.com

 **AACAR**
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS®

[Register](#)

Please Click Here to Register for the Spring General Membership Meeting on May 5, 2023.

Welcome, new affiliate members!

John King
Select Title & Escrow, LLC

**Become a
Member**

**Email AACAR
Today**

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