

APRIL 26, 2023

Newsletter



Anne Arundel County Association of REALTORS®

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REALTOR® Safety Announcement



Safety Alert: Make sure you check out prospective listing clients before going to a property with them. There have been reports in a surrounding state of individuals calling agents to list a property although they are not the owner of the property.

Find other safety tips and resources [here](#).

Advocate

Cultivating Success: Exclusive RPAC Major Investors Event Planning Underway!

Key Benefits of Accessory Dwelling Units (ADUs) from AACAR's Government Affairs Director

- ADUs allow for aging in place.
 - According to AARP, 77% of people age 50 or older want to



Members of the RPAC Committee toured the William Paca House & Garden in Annapolis earlier this week. We're excited to stroll through the two-acre 18th century English garden again in June during this year's RPAC Major Investors Event. This year's event will also feature a surprise guest speaker -- stay tuned for more details.

Become a major investor [here](#).

live in their community for as long as possible.

- **In Anne Arundel County, 35% of our population is 50 years or older.**
- ADUs can foster independence and privacy among older adults and those with disabilities while keeping them close to family members.
- ADUs create more housing options.
- Teachers, fire fighters, and police can live where they work.
- ADUs offer an opportunity for multi-generational living.
- ADUs are not exempt/do not override: Building codes, critical area zoning, setback requirements, or HOA covenants.

Learn more about advocacy efforts being made across the state of Maryland and by Maryland REALTORS® at <https://opendoorsmaryland.org>.

Engage

Top **Agents Panel**

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

SARAH GARZA **PHIL GERDES** **BRAD KAPPEL**

WITH MODERATOR JENN KLARMAN

YPN: Top Agents Panel & Happy Hour

AACAR's YPN Committee is hosting a Top Agents Panel and Happy Hour on Thursday, May 4th, from 4:30 - 6:30 PM.

If you're new to the business, you don't want to miss this!

Panelists:

- Brad Kappel
- Phil Gerdes
- Sarah Garza

Moderator: Jenn Klarman

Panelists will share:

- What they think propelled

Happy Hour Sponsors



MAIN STREET
HOME LOANS
FROM MAIN STREET TO YOUR STREET



- them to 'Top Agent' status
- Best lead generation strategies/tools/prospecting methods
- Core values/disciplines
- Challenges they've overcome
- What keeps their 'drive' alive and more!

Limited seating available. Rookie members, [register](#) for only \$5. All other AACAR members, can register for \$10. Includes 2 drink tickets.

Reserve your spot

Spring Membership Meeting

Friday, May 5th

8:00 AM - 10:30 AM

New Location: Atreeum at Soaring Timbers

Register for the **Spring Membership Meeting** [online](#) or download a registration form [here](#).

Educate

BE AWARE:

HUMAN TRAFFICKING IS IN YOUR BUSINESS

May 11th | 11:00 AM - 2:00 PM

Includes **Lunch** and **Q&A**

SPEAKERS:

**Lindsay Moran &
Candace Parrott**

Lindsay Moran is the Director of Communications for Treatment Advocacy Center and is an expert on national security, transnational crime, and human trafficking.

Candace Parrot is a Maryland Licensed REALTOR®, the founder of Freshwaters, and the founder of CSP Consulting, Inc. Candace is also a life coach, public speaker, advocate, and social entrepreneur.

**Scan to
Register**



www.aacar.com

Upcoming Classes

**Be Aware: Human
Trafficking Is In Your
Business**

Thursday, May 11th
11:00 AM - 2:00 PM
Includes Lunch

Register

**Preparing for A Home
Inspection (F)**

Tuesday, May 16th
1:00 PM - 2:30 PM
1.5 CE Hours

Register

**Homeowners Insurance
Things to Know (F)**

Thursday, May 18th
9:30 AM - 11:00 AM
1.5 CE Hours

Register

Property Research (F)
Tuesday, May 23rd
10:00 AM - 2:00 PM
2.0 CE Hours

[Register](#)

Bright MLS Search
Tuesday, May 30th
11:00 AM - 11:45 AM
No CE

[Register](#)

WIN WIN

Negotiation Techniques

JULY 12 9 AM - 5PM



INSTRUCTOR
MATTHEW RATHBUN



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40% OFF
TODAY ONLY

PROMO CODE: **RAIN**

The CE Shop

VALID 4/26 UNTIL 11:59 PM CT

Save 40% on all real estate and mortgage products with [The CE Shop](#) today, April 26th, when you use the promo code **RAIN** at checkout.

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APRIL 2023
20%
OFF

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Congratulations



GRADUATE,
REALTOR®
INSTITUTE

Anne Arundel County
Recent Graduate

**Keshia
Dempsey**



SAVE THE DATE

PRIDE in Practice

Merriweather Lakehouse

June 6, 2023 | 9:00 AM- 5:00 PM

LGBTQ+ REAL ESTATE
alliance

Maryland
REALTORS®

www.mdrealtor.org/PRIDE2023

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1521 Ritchie Highway, Suite 300
Arnold, MD 21012
Ph:410-544-4554

AACAR | 1521 Ritchie Hwy., Ste. 300, Arnold, MD 21012

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