

APRIL 5, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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## Connect with us!



## Are You Registered for the 2023 AACAR Convention & Tradeshow?

The [2023 AACAR Convention & Tradeshow](#) will be better than ever this year! Thanks to the dedication of the 2023 Convention Committee, we're proud to offer new classes, giveaways, and more.

Yesterday, the committee packed attendee bags which are loaded with goodies and important information thanks to our sponsors!

With fantastic giveaways, great music, networking, happy hour, and incredible classes, you don't want to miss this.

[Register online](#) for only \$55. Online registration closes on **Monday, April 10th at noon**. Walk-ins are \$65.\*

\*AACAR Member Registration Price. Non-Member Registration is \$70 and \$80 for walk-ins.

## Engage

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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.**



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

AACAR'S EQUAL OPPORTUNITY & CULTURAL DIVERSITY COMMITTEE INVITES YOU TO PARTICIPATE IN A POSTER CONTEST!

# POSTER CONTEST

Calling all brokerages and AACAR affiliates! Through a medium (or mixed-media) of your choice, create a poster representing your interpretation of what equal opportunity and cultural diversity means to our real estate industry.

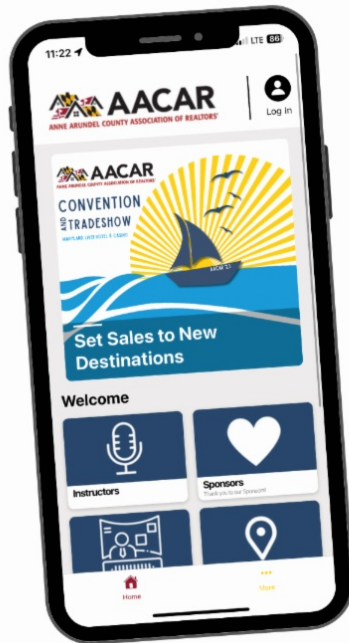
**REGISTRATION FEE: Only \$50!**  
If you'd prefer to forgo the contest and simply make a donation, we'd welcome that, too!  
Proceeds will be donated to the Boys & Girls Club of Annapolis & Anne Arundel County

**REGISTRATION DEADLINE: APRIL 14**

**JUDGING AND WINNERS:**  
The Posters will be on display for judging in the AACAR Training Room on May 16th. 1st, 2nd, and 3rd place winners will be announced later that day!



# Download the App



**Search for the "Anne Arundel County Association of REALTORS®" in app store or scan the appropriate QR code below.**



# Educate

# At Home with Diversity®

Receive 20% off the certification during the month of April!

The certification is designed to enable you to work successfully with and within a rapidly changing multicultural market. It will help you to learn diversity sensitivity, how it applies to U.S. fair housing laws in your business, and ways to develop professional guidelines for working with people in the increasingly multicultural real estate market.



## Course Goals

- 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.

*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



# CONVENTION AND TRADESHOW

LIVE! CASINO & HOTEL MARYLAND



## SET SALES TO NEW DESTINATIONS

# APRIL 11, 2023

NETWORKING

UP TO 6 HOURS OF CE

LUNCH, HAPPY HOUR, & MORE!



## THANK YOU TO OUR MAJOR SPONSORS!



8:00 AM - 9:30 AM

**Understanding Houses & Home Inspections (F)** | Bobby Davidson

8:00 AM - 11:00 AM

**Code of Ethics (D)** | Kathleen Dartez

8:15 AM - 9:45 AM

**Stage or Not to Stage That is the Question in 2023 Market** | Andrea Moragues & Sonia Alignani

8:15 AM - 11:15 AM

**Legislative Update (A)** | Mark Feinroth

8:15 AM - 9:45 AM

**Winning Strategies for Buyers (F)** | Mike Bass

8:30 AM - 11:30 AM

**MREC Supervision (I)** | David Norkus

10:00 AM - 11:30 AM

**Fair Housing (C)** | Christy Martin

1:00 PM - 2:30 PM

**Alternative Financing Panel** | Lisa O'Hagan, Matthew Shallow, Kris Shenton, Kyndle Quinones, Moderator: Greg Fisk

1:00 PM - 4:00 PM

**Code of Ethics (D)** | Christy Martin

1:00 PM - 4:00 PM

**Disability & The Law (F)** | Glendora Hughes

1:15 PM - 2:45 PM

**Economic Development (A)** | County Executive Steuart Pittman, Eric DeVito, and Ed Brady

1:15 PM - 2:45 PM

**Buying and Selling Properties with Solar Systems (F)** | Augie Conti

1:15 PM - 4:15 PM

**Brokerage Relationships & Disclosures (H)** | Mark Feinroth

10:00 AM - 11:30 AM  
**Bright MLS** | Donna Roberts

10:15 AM - 11:45 AM  
**Real Estate Agent Safety (F)** | Rick Deckert

3:00 PM - 4:30 PM  
**Capacity & Authority Do You Have It? (F)** | Brad Walsh

3:00 PM - 4:30 PM  
**Fair Housing (C)** | Kathleen Dartez

3:00 PM - 4:30 PM  
**Basics of Property Management (F)** | Mary Groven

- (A) Legislative Topic
- (C) Fair Housing Topic
- (D) Ethics/Professional Standards
- (F) Professional Enhancements/Electives
- (H) Brokerage Relationships and Disclosure/MREC Agency/Residential/Commercial
- (I) MREC Supervision Broker, Branch Office Manager, Team Lead

**Must have: 15 CE hours for renewal.**

RESIDENTIAL includes 3.0 legislative, 3.0 brokerage relationships and disclosure, 3.0 ethics, 1.5 fair housing (required classes), the remaining 4.5 hours are electives

[Register](#)



Get ready for the Boomers

SCAN TO REGISTER

**INSTRUCTOR: SUSAN HAVILAND WITH GUEST SPEAKERS**

May 2nd & 3rd 9:00 AM - 5:00 PM

**SRES**  
where the future takes shape

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

[Register](#)

**Communicate**

**[Click Here to Register for the General Membership Meeting on May 5, 2023.](#)**



VALID 4/5 UNTIL 11:59 PM CT

The **CE Shop** is offering 35% off all real estate and mortgage products today, April 5th. [Learn more.](#)

## Welcome, new affiliate members!

**Sherry Cash**  
Guaranteed Rate, Inc.

**Ashley O'Donoghue-Walcott**  
Protec Inspection Services

[Become a Member](#)

[Email AACAR Today](#)

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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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