

MARCH 29, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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## Connect with us!



## Will we see you at the 2023 AACAR Convention & Tradeshow?!

This year's event will be better than ever with fantastic giveaways, great music, in-person networking, incredible classes, and more! **Register to attend** for only \$55. Classes will fill up -- be sure to reserve your spot.

*\*AACAR Member Registration Price. Non-Member Registration is \$70.*

Want to become one of our event sponsors or one of the 60 vendors on the tradeshow floor? There are only two booths available and limited sponsorships remaining. Email [lisa@aacar.com](mailto:lisa@aacar.com) for more information.

Quarterly Update from  
AACAR's President & President-Elect



In their second Quarterly Update, they share updates on:

- AACAR's 2023 Annual Magazine
- AACAR's Membership/Event App
- And the 2023 AACAR Convention & Tradeshow

To find more information regarding the updates shared in this video, click [here](#).

## Engage



The flyer features a colorful background of hands in various colors (red, orange, yellow, green, blue, purple) reaching towards a globe. The text is centered in a white box with a black border. At the bottom left, there is a watercolor palette and a paintbrush. At the bottom right, there is a pen and a small American flag with the word 'Equal' written on it.

 **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!

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.**



## DOWNLOAD OUR APP

Enjoy on-the-go resources, connect with members through our member directory and social feed, stay up to date with the latest event news and photos.

**Download  
Now!**

Questions? email [Lisa@aacar.com](mailto:Lisa@aacar.com)

Search "**Anne Arundel County Association of REALTORS**" on the app store or google play.

**Learn  
More**

## Educate

**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  
Link**

## Upcoming Classes



# Get ready for the Boomers



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](http://WWW.AACAR.COM)



## Communicate

### Check Your Inbox for Sentrilock Invoices

**Fees were due March 1st!** If you haven't already, be sure to make your payment via the web portal.

**Sentrilock deactivations will**

**SENTRILOCK PAYMENT  
PAST DUE!**



**SENTRILOCK ACCESS  
TERMINATED IF FEE NOT PAID**

**begin at 3:00 pm on Friday,  
March 31st.**

Pay via the web portal [here](#).

## Welcome, new affiliate members!

**Matt Saros**  
M&T Bank

**Ken Button**  
KMB Home  
Inspections, LLC

**Freida Beckett**  
Navy Federal Credit  
Union

**Become a  
Member**

**Email AACAR  
Today**

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