

MAY 10, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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Connect with us!



Join the **Equal Opportunity & Cultural Diversity Committee** for their **Poster Contest Exhibit** on May 16th from 4-6 PM at the AACAR office!



**Take a sneak peek at the submissions above!**

Walk around the exhibit space featuring the incredible 2023 poster contest submissions while networking and enjoying drinks, food, and fun! 1st, 2nd, and 3rd place winners will be announced during the event.

**Free to attend! Donations accepted for the Boys & Girls Club of Annapolis & Anne Arundel County.**

[Register](#)

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

*It's not too late to join this **MUST SEE** seminar  
tomorrow from **11 AM - 2 PM!***

Virtual  
Registration

Lunch is included for in-person attendees.

Register to Attend In-  
Person

## Upcoming Classes

**Be Aware: Human  
Trafficking Is in Your  
Business**  
Thursday, May 11th  
11:00 AM - 2:00 PM

**Preparing for A Home  
Inspection (F)**  
Tuesday, May 16th  
1:00 PM - 2:30 PM  
1.5 CE Hours

**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

**Advanced Map Searching**  
Tuesday, May 30th  
11:45 AM - 12:30 AM  
No CE

Register

Register

**Win Win Negotiation Techniques: Certified Residential Specialist Designation**

**WIN WIN**  
*Negotiation Techniques*  
**JULY 12 | 9 AM - 5 PM**

RRC RESIDENTIAL REAL ESTATE COUNCIL | CRS | AACAR  
EARN 8 HOURS TOWARDS YOUR CRS DESIGNATION | INSTRUCTOR: **MATTHEW RATHBUN**

- Earn **8 hours** towards your CRS Designation
- **3 hours** of elective CE
- Receive a **6-month trial membership** to the Residential Real Estate Council

Register

## Communicate



**Dee Dee Miller**, Past President of AACAR, was inducted into the **2022 NAR RPAC Hall of Fame** during NAR's Legislative Meetings in Washington, DC.

Congratulations to Dee Dee! We appreciate your unwavering support of RPAC and for continuing to give back to the real estate industry!



AACAR's YPN Committee hosted a Top Agents Panel on Thursday, May 4th. The panel included **Sarah Garza**, **Phil Gerdes**, and **Brad Kappel** and was moderated by **Jenn Klarman**.

*A special thank you to **Aubrey Brown** for going above and beyond to organize this event!*

Thank you to happy hour sponsors **Main Street Home Loans** and **U-Relax Moving Services LLC!**



**Join the YPN Mailing List**

## Book Recommendations Shared During the Event:

**Sarah Garza's recommendation:** [Raving Fans: A Revolutionary Approach to Customer Service](#) | Ken Blanchard and Sheldon Bowles

**Phil Gerdes' recommendation:** [Exactly What to Say: Your Personal Guide to the Mastery of Magic Words](#) | Phil M. Jones

**Brad Kappel's recommendation:** [Mindset: The New Psychology of Success](#) | Carol S. Dweck, Ph.D.

**Jenn Klarman's recommendation:** [Make Your Bed: Little Things That Can Change Your Life... And Maybe the World](#) | Admiral William H. McRaven

## Engage

**Have YOU downloaded the AACAR app yet?**



**Learn More**

If you are a REALTOR® member looking to enhance your skills and stay up to date with the latest resources, then I highly recommend downloading the AACAR app.

- With the AACAR app, you can easily register for classes and events, and receive alerts for important deadlines and announcements.
- The app provides access to a directory of fellow REALTOR® members, allowing you to easily connect with other professionals in the industry.

Download it today to stay connected and informed about the latest opportunities and resources available to you.

## Welcome to our new affiliate member!



**Kevin Zelenakas**  
True Footage

**Become a  
Member**

**Email AACAR  
Today**

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