

MAY 03, 2023

Newsletter



Anne Arundel County Association of REALTORS®

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The graphic for the 'Top Agents Panel' event features a dark blue background. At the top left is the AACAR YPN logo. The main title 'Top Agents Panel' is in large white font, with 'Top' in a script font. Below the title is the date and time: 'THURSDAY, MAY 4TH | 4:30-6:30 PM'. Three panelists are shown in individual photos: Sarah Garza, Phil Gerdes, and Brad Kappel. To the right, it says 'Happy Hour Sponsors' with logos for Main Street Home Loans and Relax Moving Company. At the bottom, it says 'WITH MODERATOR JENN KLARMAN'.

LAST CHANCE TO REGISTER! Limited seating available.

AACAR's YPN Committee is hosting a **Top Agents Panel and Happy Hour** tomorrow, May 4th, from 4:30 - 6:30 PM in the AACAR Training room.

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

Panelists will share:

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

Rookie members, **register** for only \$5. All other AACAR members can register for \$10. Walk-ins: \$10. Includes 2 drink tickets.

[Reserve your spot](#)

Engage



SPRING MEMBERSHIP MEETING

MAY 5, 2023
STARTING AT 8 AM

NEW LOCATION:
Atreum at Soaring Timbers

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

Download the AACAR app!



With a goal to meet members where they are, the AACAR app offers 24/7 access to resources to keep members informed with the latest news, events, helpful resources, and more.

The app was designed for accessibility and easy navigation for all users. When you log into the app, you'll be able to access a member directory and connect with other AACAR members. Be sure to add contact and social information to your member profile so others can connect with you! [Learn more](#).

Join the **Equal Opportunity & Cultural Diversity Committee** for their **Poster Contest Exhibit** on May 16th from 3-6 PM in the AACAR Training Room.

Includes networking, drinks, food, and fun!

Donations accepted for the Boys & Girls Club of Annapolis & Anne Arundel County.

[Register](#)



Fine & Well

NAR's Real Estate Investment Summit
*Presented by the Center for REALTOR® Financial Wellness
and Center for REALTOR® Development*

**3-PART VIRTUAL EVENT
STARTING JUNE 7**



**CENTER
REALTOR®
FINANCIAL WELLNESS**

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

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



Communicate



At the AACAR REALTOR® store, you can purchase items like

- Sentriguard Lockboxes
- Signage
- Closing gifts
- "That's Who We Are" shirts, and more!

Store Hours:

Monday - Thursday | 9:00AM - 5:00PM

Friday | 9:00AM - 4:30PM

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

The 2023 Convention & Tradeshow photos are in!
Check out the album [here](#).



Welcome to our new affiliate member!



John Morath
Alternative Roofing, Inc.

Become a
Member

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Today

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