

JULY 12, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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[CE Requirements](#)

[MREC Advertising Checklist](#)

[Source of Income Discrimination Laws in Maryland](#)

## Connect with us!

Tonia Hawkins



MEMBER SERVICES  
COORDINATOR



"Tee off for Charity" at the **37th Annual Billy Goodall Charity Golf Tournament** Monday, September 18, 2023!

### **\$800 per team of four**

Includes: Golf, Cart, Beverages, Breakfast, Giveaways, Post Tournament Meal, and Prizes

**Only know one member of your team?** No problem! You can list the other team members as "To be determined (TBD)!" Once you have the details, feel free to reach out to us via [\*\*email\*\*](#) or call 410-544-4554 to update your team information.

Make sure you **secure your spot early**, as we have sold out for the past several years. **Prefer a printed registration form?** Click [\*\*here\*\*](#).

Team  
Registration

Become a Sponsor

Engage



## □ Committee Spotlight □ Community Service Committee

AACAR's Community Service Committee plans, solicits sponsors, and organizes the Annual Billy Goodall Charity Golf Tournament to benefit local charities in Anne Arundel County and an Annual Harvest for the Hungry Food and Funds Drive to benefit the Anne Arundel County Food Bank.

This year, the committee also joined Happy Helpers for the Homeless to pack and distribute food to those in need as part of the 2023 REALTOR® Volunteer Days. The committee is working to plan more volunteer days with other local organizations throughout the year.

If you're interested in becoming a member of the Community Service Committee next year, don't forget to complete the [committee request form!](#)

[Committee Request Form](#)

Educate

# CHATGPT: EVERYTHING YOU NEED TO KNOW



**JULY 27TH**

**10 AM - 11 AM**

**INSTRUCTOR  
JONATHAN LICKSTEIN**



**Why attend?** Jonathan will unveil the mind-blowing power of AI-driven conversations, specifically ChatGPT, and demonstrate how it can revolutionize every aspect of your real estate business, from listing presentations to lead generation and beyond.

If that's not enough reason to **register today**, check out the reasons shared by ChatGPT!

# ChatGPT



## Examples

"Explain quantum computing in simple terms" →

"Got any creative ideas for a 10 year old's birthday?" →

"How do I make an HTTP request in Javascript?" →



## Capabilities

Remembers what user said earlier in the conversation

Allows user to provide follow-up corrections

Trained to decline inappropriate requests



## Limitations

May occasionally generate incorrect information

May occasionally produce harmful instructions or biased content

Limited knowledge of world and events after 2021

Why should Anne Arundel County REALTORS® attend a webinar about ChatGPT? 

Free Research Preview. ChatGPT may produce inaccurate information about people, places, or facts. [ChatGPT May 24 Version](#)

## What's A Mortgage? (F)

Tuesday, July 18th  
1:00 PM - 2:30 PM  
1.5 CE

[Register](#)

## Legislative Update

Thursday, August 10th  
9:30 AM - 12:30 AM  
3.0 CE

[Register](#)

## Communicate

# Helpful Tips with BrightMLS

[Learn](#)

How are Days On Market (DOM) and Cumulative Days On Market (CDOM) reset?

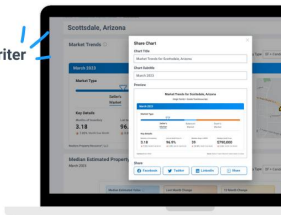


## UPCOMING RPR WEBINARS

- 11 JULY 2023 Intro to RPR
- 12 JULY 2023 Housing Trends & Stats
- 13 JULY 2023 Social Media
- 17 JULY 2023 Prospecting
- 18 JULY 2023 Listing Presentation
- 18 JULY 2023 Market Trends ScriptWriter
- 19 JULY 2023 CMA Property Pricing
- 20 JULY 2023 Research Properties
- 26 JULY 2023 RPR Commercial
- 27 JULY 2023 New NAR Members

Save Your Seat!

[rpr.me/webinars](https://rpr.me/webinars) →



You have the opportunity to access REALTORS Property Resource® as a member benefit without any extra charges!

Don't miss out on their upcoming webinars, where you can discover how RPR's comprehensive platform will assist you in saving time, enhancing productivity, and effectively navigating a demanding market.

[Register](#)



As a graduate of the Maryland REALTORS®' Leadership Academy, AACAR President-Elect, **Greg Fisk**, shares a few reasons why you should consider registering too!

The Maryland REALTORS®' Leadership Academy allows REALTOR® members and affiliates to broaden their knowledge and enhance their skills to prepare for leadership roles within the association at the local, state, and national levels, as well as the communities they serve.

**Apply Today.** \*Applications are accepted through August 4, 2023.

## Buyers May Pay More to Live in Walkable Communities

Research produced by the National Association of REALTORS® (NAR) shows a persistent demand for walkable communities, including the

following findings:

When asked if deciding today where to live:

- 79% said being within an easy walk of other places and things, such as shops and parks, is very/somewhat important. 78% of those indicated that they would be willing to pay more for a dwelling in a walkable community.
- 85% said sidewalks and places to walk are very/somewhat important.
- 65% said having public transport nearby is very/somewhat important.
- 56% said they would prefer a house with a small yard and be able to walk to places vs. 44% who would prefer a large yard and would need to drive to most places.
- 53% would prefer an attached dwelling (own or rent a townhouse/condo/apartment) and be able to walk to shops, restaurants, and a short commute to work vs. 47% who would prefer a single-family home (own or rent) and have to drive to shops, restaurants and a longer commute.

[Read More](#)



Abracadabra!  
EXPERIENCE THE MAGIC OF A NEW CAREER

[ 35% OFF ]

PROMO CODE: MAGIC



Valid 7/12 until 11:59 PM CT.

The ***CE Shop*** is hosting a Flash Sale of 35% off, today only! Use the promo code **MAGIC** when checking out.

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