

AUGUST 30, 2023

Newsletter



Anne Arundel County Association of REALTORS®

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Connect with us!



BIAS OVERRIDE CERTIFICATE (C) with Tara Houston

 **September 5, 2023**

 **1:00 PM - 4:00 PM**

[**Register Today**](#)



Join Tara Houston for a Bias Override course on September 5th! You'll leave this in-person class with an NAR certificate and a better understanding of how to identify, prevent and address discriminatory practices in real estate.

Did you know that this class is one of the new requirements for all leadership positions at NAR, Maryland REALTORS®, and AACAR leadership?

The other programs are the “At Home with Diversity class”, and Fairhaven.

The requirements are phased in:

- Leaders serving in 2024 will be expected to complete the three programs as a performance expectation by May 1, 2024.
- Beginning in 2025, completion of the programs will be a qualification for serving a leadership position.

Engage



Did you know? This year's pace of play will be faster than last year's tournament. Instead of a mid-tournament lunch, there will be a post tournament meal which will help speed up the play time. Foursomes will be limited to 32, to prevent bottlenecks at par 3 holes.

You can register as a single player or register a team [here](#).

Don't want to register online? Click [here](#) to download a registration form for your team and email the completed form to lisa@aacar.com.

Sponsor Registration Form

THANK YOU TO OUR CURRENT SPONSORS





AACAR hosted an "I am not a victim" safety course, featuring Vincent Maida, owner of In My Defense, LLC. The session was specifically tailored for REALTORS®, equipping them with vital knowledge regarding safety measures within the real estate industry.



One of the noteworthy recommendations from Vincent was the book "The Gift of Fear," by Gavin de Becker. He highly endorsed it as a resource that can aid individuals in understanding and recognizing potentially dangerous situations, contributing to overall safety. AACAR strongly urges all members to stay knowledgeable about safety year-round! [Learn more.](#)

Educate

BECOME A

SELLER REPRESENTATIVE SPECIALIST

WITH INSTRUCTOR MARY CHIEPPA



FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®



October 25-27

8:30 a.m. to 1:30 p.m.
each day - VIRTUAL

Member price:
\$229 before 10/12

Non-members:
\$309

Register today!



The Seller Representative Specialist (SRS®) designation is the premier credential in seller representation. AACAR is co-sponsoring the virtual course with **Frederick County Association of REALTORS®** and **Greater Capital Area Association of REALTORS®** on Oct. 25-27th.

Sign up today for the early-bird price of \$229!

Property Research (F)

Tuesday, September 12th
10:00 AM - 12:00 PM
2 CE Hours

Register

Client Collaboration in BrightMLS

Tuesday, September 19th
11:00 AM - 12:00 PM
No CE

Register

**Time Saving Tips & Tricks
with BrightMLS *Virtual**

MREC Supervision (I) *Virtual
Tuesday, September 26th

Tuesday, September 19th
1:00 PM - 2:00 PM
No CE

[Register](#)

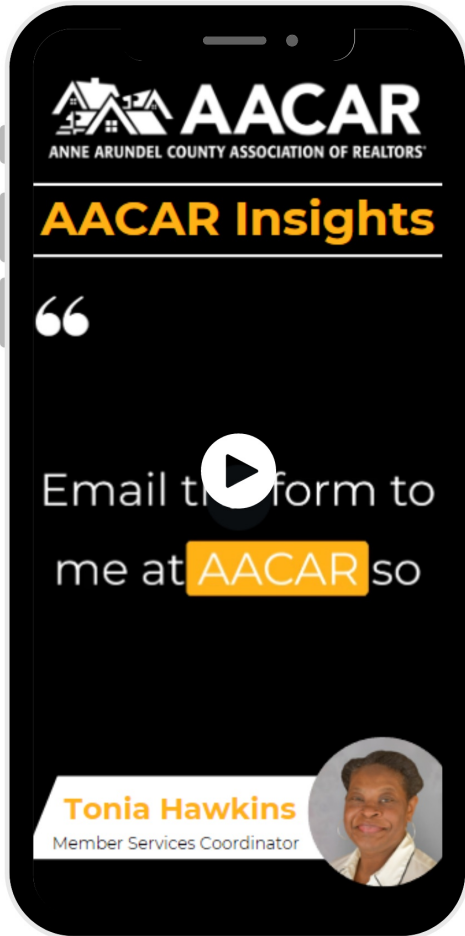
1:00 PM - 4:00 PM
3.0 CE Hours

[Register](#)

Communicate

AACAR Insights

Click to hear AACAR's Member Services Coordinator, Tonia Hawkins, explain reciprocity.



2024 AACAR Membership Dues -- Now Available



Take advantage of the **2024 Payment Plan** by registering before **September 20th!**

All invoices **must** be settled by **November 15th** to avoid late fees.

Questions? Call the AACAR office at 410-544-4554.

[Renew Your Membership](#)

MEMBERSHIP APPRECIATION WEEK

October 16-20, 2023

"Thank you for continuing to make a positive difference in this industry and turning obstacles into opportunities." - **June Steinweg**, 2023 AACAR President

"We hope to see you during Membership Appreciation Week! It'll be a week full of discounted education, fun events, and some great giveaways!" - **Greg Fisk**, 2023 AACAR President-Elect

50% OFF CE | FOOD TRUCKS VENDORS | HAPPY HOUR



JOIN A *Committee*

APPLICATIONS DUE: 10/31

2024 Committee Sign-ups are Open!

Are You...ALL IN?

All In!

engage ★ network ★ learn

MARYLAND REALTORS®

2023 ANNUAL CONFERENCE

MARYLAND LIVE! CASINO & HOTEL

September 19th - 21st

To Register Visit: Conference.MDRealtor.org

Sponsors & Exhibitors Wanted!

Maryland REALTORS® Annual Conference Registration Still

If you're interested in being part of a committee next year, download the committee request form below and email it to kerry@aacar.com upon completion.

[Apply Online](#)

[Committee Request Form](#)

Open!

If you book a hotel room by August 31st you can take advantage of the **exclusive low rate** of \$169/night.

[Register](#)

[Book a Room](#)



2023 Gathering of Eagles Broker Conference Hosted by RealTrends

KEY TAKEAWAY

Don't look at a lead as a number, view them as a neighbor. **Be a helper!**
#comefromcontribution

Greg Fisk
2023 AACAR President-Elect



Save the Date

Fall Membership Meeting
September 8, 2023

Bras for A Cause
October 2, 2023

Membership Appreciation Week
October 16-20, 2023

2024 Installation of Officers & Directors
November 28, 2023

2024 Annual Convention & Tradeshow
April 4th, 2024

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