

NOVEMBER 1, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

## Quick Links:

[AACAR Home Page](#)

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[CE Requirements](#)

[MREC Advertising Checklist](#)

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

[Schedule an appointment to purchase a lockbox](#)

Connect with us!



**Annual Dues Renewal**  
**NOVEMBER 1, 2023**

It's time to **renew** your AACAR membership!

Already set up automatic payments?  
Your payment will be processed today, November 1st.

**Late fees will be assessed on November 16th.**

Need help or have questions? Call the AACAR office at 410-544-4554.

## Educate

**Homeowners Insurance Things to Know (F)**  
Thursday, November 9th  
9:30 AM - 11:00 AM  
1.5 CE Hours



**ALL FIRST-TIME**

[Register](#)

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### **Mitigating Common Mortgage Pitfalls (F)**

Tuesday, November 14th

10:00 AM - 11:30 AM

1.5 CE Hours

[Register](#)

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### **Demystifying Mold Misconceptions (F)**

Tuesday, December 5th

10:00 AM - 11:30 AM

1.5 CE Hours

[Register](#)

### **LICENSEES**

Associate Broker or  
Salesperson

continuing education  
courses **must include at  
least one 3-clock**

**hour course** for **each** of  
the following topics:

Contract Writing, The  
Principles of Real Estate  
Brokerage, The Principles  
of Real Estate Practice  
Property Management and  
Landlord/Tenant Laws

Additionally, the licensee  
**must complete at least  
one 1.5-clock-hour course**

for each of the following  
topics: Professionalism as it  
relates to the Maryland  
Code of Ethics, Real Estate  
Financing

**Communicate**

# DO YOU HAVE AN OLD LOCKBOX?



You can now schedule an appointment to purchase SentriGuard lockboxes, retire old lockboxes, replace boxes declared defective, purchase batteries, and more at the AACAR office! Appointments are highly recommended and encouraged for expedited service. Book your appointment [here](#).

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# EXPLORE, EXPAND & ENHANCE YOUR BUSINESS WITH GRI

**REGISTER NOW!**

**THE IMPORTANCE OF EARNING YOUR GRI WEBINAR**

Thursday, Nov. 2nd at 1:00 pm ✨ GRI 100 & 200 Dates Coming Soon



## Lunch & Learn.

Industry experts provide insights on the market today!

### Language Matters; Inclusive Business Practices

**Thursday, Nov. 2nd**

6:00PM - 8:00PM EST

#### PURPOSE

Education

#### LOCATION

COMPASS

10050 Baltimore National Pike,  
Ellicott City, MD 21042

#### Featured Speakers



**Taylor Sevik**  
Realtor®  
(He/Him)



**Veronica Sniscak**  
Realtor®  
(She/Her)

#### DESCRIPTION

Join us for an evening where we will delve into the importance of inclusive business practices and language. Discover the power of creating a real estate experience with language & practices that is welcoming, respectful, and free from bias. We will explore how this can build stronger connections with a diverse community of clients and stakeholders.

#### TICKETS

FREE for Members & Non-members



#### REGISTER NOW

<https://realestatealliance.org/event/the-alliance-central-maryland-presents-language-matters-inclusive-business-practices/>

#### QUESTIONS

CentralMD@realestatealliance.org

#### Sponsored By:



### THANK YOU TO OUR NATIONAL SPONSORS





**YOU'RE INVITED TO THE 2023-2024**

*Installation of Officers & Directors*

PLEASE JOIN US FOR THE INSTALLATION OF OUR 2024 PRESIDENT GREG FISK, LEADERSHIP TEAM, & NEW DIRECTORS

**THE GOLF CLUB @ SOUTH RIVER  
TUESDAY, NOVEMBER 28TH, 2023 6:00 PM - 8:30 PM**

**RSVP TO [KERRYC@AACAR.COM](mailto:kerryc@aacar.com)**

[Sponsorship Form](#)

[Registration Form](#)

**Engage**

# HARVEST — FOR THE — HUNGRY

Anne Arundel County Association of REALTORS® & the REALTORS® Community Service Committee Announces the

18th Annual "Thanks for Giving" Happy Hour to benefit "Harvest for the Hungry"

**When:** Thursday, November 9, 2023  
5:00 p.m. – 8:00 p.m.

**Where:** Twain's Tavern – 8359 Baltimore Annapolis Blvd., Pasadena, MD

**Sponsorship:** \$100

**Tickets:** \$20 in advance; \$40 at the door. Please also bring non-perishable/canned foods.

We need your help and support for the Anne Arundel County Food Bank. Kick off the giving season with good friends, drinks, and fun! This event is part of an annual campaign that directly benefits the Anne Arundel County Food Bank.



## "Thanks for Giving" to our Current Event Sponsors

Twain's Tavern	Ameri-Star Homes, Inc.	Liberty Title & Escrow of Maryland
RE/MAX Executive - Nathan Murray	Dan Early - Long & Foster Real Estate, Inc.	M&T Bank
Fox Logic - David Fox	Dan Early - Long & Foster Real Estate, Inc.	Tom Latta - Direct Mortgage Loans
Shore United Bank - Mike Christofaro	RE/MAX One	
Home First Title Group, LLC	Next Step Realty - Pam Moran	
Michele Schmidt of Keller Williams	Kevin Michno - Arundel Federal Savings Bank	
Delegate Stuart Schmidt District 33B	Fitzgerald Financial Group – Annapolis Office	
1st Choice Property Management	First Home Mortgage – Zachary Bill	
Capitol Title	Arundel Federal Savings Bank	
Cinch Home Services - Donna Baker	Bay Capital Mortgage	
Pam Harrison - RE/MAX Executive	Home First Title Group, LLC	
June Steinweg - Long and Foster	Nicholas Badalian - Fathom Realty MD, LLC	
LodeStar Inspection Services - Rachel Oslund	ATG Title	
JoAnne Poole - Berkshire Hathaway Homesale Realty	Betty Jans - Berkshire Hathaway	
Louise Schultz - Long & Foster	HomeServices PenFed Realty	
Tim Blanchfield - Long & Foster Eagle Title	Beth Hoyt - Freestate Title Services of Annapolis, Inc.	
Jenn Klarman - Long & Foster		
Sandy Spring Bank		
Robert Johnston		

*Hunger takes no holiday. Get involved: [www.aacar.com](http://www.aacar.com).*

Join the REALTORS® Community Service Committee for the **18th Annual "Thanks for Giving" Happy Hour** supporting **"Harvest for the Hungry."**

**When:** Thursday, **November 9th** | 5:00 – 8:00 PM

**Where:** Twain's Tavern, Pasadena, MD

**Sponsorship:** \$100

**Tickets:** \$20 in advance; \$40 at the door. Don't forget to bring non-perishable/canned donations.

**Become A Sponsor**

Purchase Tickets Online

# YOU ARE INVITED TO A GUIDED GOOSE HUNT



## COMPLIMENTARY FOR ALL AGENTS!

- Don't hunt? Come for the experience!
- No Hunting License? Let us know!



Join us for our 2nd Annual Guided Goose Hunt! Come enjoy this complimentary hunt for real estate agents on select dates in December and January in Church Hill, Maryland



Sponsored by Bobby Davidson of HomePro Chesapeake Home Inspections and Trent Riggs of Main Street Home Loans



MAIN STREET  
HOME LOANS  
FROM MAIN STREET TO YOUR STREET



If you are interested and would like to be sent the available dates, please email [marci@homeprochesapeake.com](mailto:marci@homeprochesapeake.com)

# SENTRILOCK WEBINARS

AI and You: How AI Can  
Help Your Business

with Lisa Larson



## *Fine & Well*

Financial Considerations  
for Rental and Investment Properties

**WEBINAR**  
**November 8 | 1 P.M. CT**



**Welcome to our new affiliate member!**

**Grover Cantwell | KVS Title, LLC**

### **Save the Date**

**Annual Dues  
Renewal**

November 1, 2023

**Harvest for the  
Hungry**

November 9, 2023

**2024 Installation**

November 28, 2023



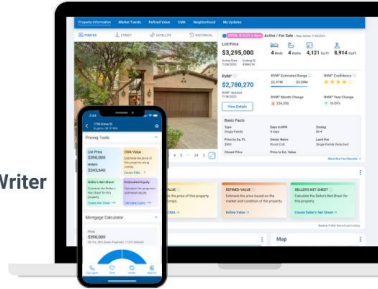


# UPCOMING RPR WEBINARS

- 01 | NOV 2023 | Intro to RPR
- 02 | NOV 2023 | Social Media
- 07 | NOV 2023 | Listing Presentation
- 08 | NOV 2023 | CMA Property Pricing
- 09 | NOV 2023 | Housing Trends & Stats
- 14 | NOV 2023 | Research Properties
- 15 | NOV 2023 | Prospecting
- 16 | NOV 2023 | RPR Commercial
- 21 | NOV 2023 | Market Trends ScriptWriter
- 29 | NOV 2023 | New NAR Members
- 30 | NOV 2023 | RPR Mobile™ Updates

Save Your Seat!

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



**2024 Annual  
Convention &  
Tradeshow**  
April 4th, 2024

[Become a Member](#)

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