

OCTOBER 4, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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

Connect with us!



The **Women's Council of REALTORS® Anne Arundel Network** hosted their **10th Annual Bras for the Cause** event on Monday, October 2nd! This fundraiser builds hope, awareness, and support for individuals living with breast cancer in Anne Arundel County.

Congratulations to the Women's Council of REALTORS® Anne Arundel Network on such a fun and successful night!

[Learn More](#)

Educate

# MEMBERSHIP APPRECIATION WEEK



## October 16-20, 2023

50% OFF CE | FOOD TRUCKS | VENDORS | HAPPY HOUR | 20% OFF BOARD STORE (EXCLUDING SENTRILOCK), DAILY GIVEAWAYS, LUNCH

### TOP PRODUCERS REVEALING BUSINESS SECRETS FOR 2024

PANEL DISCUSSION

OCTOBER 18TH | 10AM-12PM



JAN CROWLEY



LISA GILMORE



DIANE DONNELLY



# AFFILIATE APPRECIATION HAPPY HOUR

Free for  
all members!  
Click here to RSVP.



## October 19, 2023

### UNCLE JULIO'S | ANNAPOLIS, MD

BECOME A  
**SELLER REPRESENTATIVE SPECIALIST**  
WITH INSTRUCTOR MARY CHIEPPA

**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 this virtual course with the Frederick County Association of REALTORS® and Greater Capital Area Association of REALTORS® on October 25-27th.

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

Become a  
**MILITARY RELOCATION PROFESSIONAL**

**MRP**  
Military Relocation Professional

**NOVEMBER 1 & 8, 2023**  
5-8:30 P.M. EACH DAY

Take the first step toward earning your Military Relocation Professional (MRP) certification.

Member price: \$139      Non-member price: \$169

REGISTER TODAY!



Join AACAR and the Greater Capital Area Association of Realtors for a virtual **Military Relocation Professional (MRP) Certification Course**.

Attendees will learn about working with U.S. service members and their families and veterans to find the housing solutions that best suit their needs, and how to help them take full advantage of available benefits and support.

## Engage

Entry with \$45  
minimum donation to  
the Maui Strong Fund

*'ohana*  
*means family, and family*  
*means nobody gets*  
*left behind*  
*or forgotten*

[CLICK HERE TO  
RSVP AND DONATE](#)

**mahalo**



**HOMESTEAD  
GARDENS**

### **Maui Strong Fundraising Happy Hour Thursday, October 5th**

Please join us in helping raise money for those affected by the wildfires in Maui! All funds will be donated to the Maui Strong Fund.

HOSTED BY  
Coldwell Banker Realty

**HARVEST FOR  
THE HUNGRY**

**FOOD & FUNDS DRIVE**

**Annual Awards Ceremony & Happy Hour**  
Nov. 9th @ Twain's Tavern  
5:00 PM - 8:00 PM





# 13 WAYS TO USE AI AND CHATGPT IN REAL ESTATE

SIX FIGURES IN TWELVE MONTHS REAL ESTATE PLANNING ON STEROIDS WITH AI

*Featuring*  
*Marki Lemons Ryhal*



**24TH** OCTOBER 2023

- 1 pm - 4 pm Event
- 4 pm - 5 pm Happy Hour

**CROWNE PLAZA ANNAPOLIS**

173 Jennifer Rd,  
Annapolis, MD 21401

## SPECIAL THANK YOU TO OUR PLATINUM SPONSORS



KELLERWILLIAMS.  
FLAGSHIP of MARYLAND

## SINCERE GRATITUDE TO OUR ADDITIONAL SPONSORS



CAPITOL·TITLE  
*Settle On Our Experience®*



Marki Lemons Ryhal is coming to teach you how she increased her productivity by 210% and gross income by 283% in six months.

**[Register here.](#)**



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  
THURSDAY, NOVEMBER 28TH, 2023  
6:00 PM - 8:30 PM

## Thank you to our current sponsors!

### Gold



### Silver



### Bronze



[Sponsorship Form](#)

[Registration Form](#)

## Communicate

### Join a 2024 Committee!

If you're interested in being part of a committee next year, be sure to

### We're hiring!

Know someone looking for a communications position with

complete the committee request form below. Applications are due 10/31.

[Apply Online](#)

flexible hours? We're hiring a Communications & Events Assistant.

[Learn More](#)

# RENEW YOUR MEMBERSHIP

## WHY HIRE AN AGENT WHO IS A REALTOR®?

As experts of all things related to home buying and selling, real estate agents who are REALTORS® help consumers navigate the most complex and consequential transaction many of us will ever make.



### BUYERS:

Roughly 9 in 10 buyers work with a real estate agent who helps negotiate the best price & terms.



### SELLERS:

Without a REALTOR®, For Sale By Owner homes sell for about 26% less than agented properties.\*

### WHEN YOU USE A REAL ESTATE AGENT:

They help you with things like...



Navigate legal details including managing attorney reviews, filing required state and federal forms, and knowing contracts inside and out.



Understand financial complexities such as mortgage rates and terms, appraisals and inspections, and coordination with lenders.



Uncover community elements like property taxes, public property information, price trends and neighborhood details.

### WHEN YOU DON'T USE A REAL ESTATE AGENT:

You have to do things like...



Make sense of all the legal aspects of buying or selling a home.



Become a financial expert and learn local tax codes & policies.



Coordinate inspections and appraisals without training or knowing the best people.



Learn local negotiating trends and market.



Write your offer to outshine all buyers. As seller, evaluate all details of each offer beyond just price.



Negotiate with seller, buyer and/or agent.



Accept your home likely will sell for less.

\*NAR 2022 Profile of Home Buyers and Sellers report

REALTORS® are members of the National Association of REALTORS®



## Save the Date

**Membership Appreciation Week**  
October 16-20, 2023

**13 Ways to use AI and ChatGPT in Real Estate**  
October 24, 2023

**Harvest for the Hungry**  
November 9, 2023

**2024 Installation**  
November 28, 2023

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

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