

MARCH 6, 2024

Newsletter



Anne Arundel County Association of REALTORS®

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Connect with us!



Join AACAR's YPN Committee for a Pre-St. Patrick's Day Celebration tomorrow! ☐

Be sure to show up in your favorite shade of green! Everyone is welcome, so feel free to bring along your colleagues, friends, and business cards.

Thank you to *Everyday Home Inspections*, *First Colonial Title & Escrow*, and *Embrace Home Loans* for sponsoring this event!

Register today for \$5! Registration includes 2 drink tickets and light appetizers.

\$10 for walk-ins.

[Purchase Tickets](#)

Communicate

Are you a team leader? Let us know!

Email kerryc@aacar.com.

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THANK YOU

2024 AACAR SPONSORS



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CHEERS TO
25 YEARS
AACAR
CONVENTION & TRADESHOW
APRIL 4, 2024 | LIVE! CASINO & HOTEL MD

Morning Classes

8:00 AM – 9:30 AM:
Deed Shielding/Safe at Home (F)
Cheryl Odell-Duffy | 1.5 hours of CE

8:00 AM – 11:00 AM:
Code of Ethics (D)
Taylor Kitzmiller | 3 hours of CE

8:15 AM – 9:45 AM:
Fraud Busters (F)
Priscilla Foster | 1.5 hours of CE

8:15 AM – 11:15 AM:
Legislative Update (A) - **FULL**

Afternoon Classes

1:00 PM – 2:30 PM:
State of the Industry Panel
Panelists: Dr. Jessica Lautz, Taylor Kitzmiller,
Brad Walsh, Nathan Murray
Moderator: Greg Fisk

1:00 PM - 3:00 PM:
Building Your Business Mastermind
Featuring: Reid Buckley, JJ Fegan, Lauren
Matera, and Carlos Sera
Facilitated by Rachael Acevedo
Sponsored by Frame House

1:00 PM – 4:00 PM:

Mary Chieppa | 3 hours of CE

8:15 AM – 9:45 AM:

Demystifying Mold (F)

Rachel Oslund | 1.5 hours of CE

8:30 AM – 11:30 AM:

MREC Supervision (I)

Kathleen Dartez | 3 hours of CE

9:00 AM - 11:00 AM:

Building Your Brand Mastermind

Featuring Todd Collins

Facilitated by Rachael Acevedo

Sponsored by Frame House

10:00 AM – 11:30 AM:

Fair Housing (C)

Diamond Smith | 1.5 hours of CE

10:00 AM – 11:30 AM:

Identifying Clandestine Drug Labs

“Breaking Bad” (F)

Rachel Oslund | 1.5 hours of CE

10:15 AM – 11:45 AM:

Financing for the Newly Licensed (O)

Ann Fisher | 1.5 hours of CE

Code of Ethics (D)

Kathleen Dartez | 3 hours of CE

1:00 PM – 4:00 PM:

Principles of Real Estate (L)

Mary Chieppa | 3 hours of CE

1:15 PM – 2:45 PM:

Alternative Financing (F)

Beth Hoyt | 1.5 hours of CE

1:15 PM – 2:45 PM:

All About Accessory Dwelling (F)

Alison Wisnom | 1.5 hours of CE

1:15 PM – 4:15 PM:

Brokerage Relationships & Disclosures (H)

Ana Ferguson | 3 hours of CE

3:00 PM – 4:30 PM:

AI Revolution: The Power of ChatGPT

Chris Baker | 1.5 hours of CE

3:00 PM – 4:30 PM:

Fair Housing (C)

Diamond Smith | 1.5 hours of CE

3:00 PM – 4:30 PM:

Land Surveying (F)

Patty Aiken | 1.5 hours of CE

Register for the 2024 AACAR Convention & Tradeshow on April 4th for only \$55.* Classes are filling up fast -- be sure to reserve your spot now!

Interested in becoming a sponsor or exhibitor? Learn more [here](#).

**AACAR Member Registration Price. Non-Member Registration is \$70.*

Local news to share with your networks



Maryland Day Celebrations -

Celebrate Maryland's birthday this year with a weekend-long celebration of its art, heritage, and culture in person and online. For



Annapolis St. Patrick's Day Weekend -

Celebrate the luck of the Irish in the heart of historic Annapolis, Maryland, during the much-

more information and a complete list of events by date, click [here](#).

anticipated St. Patrick's Day Weekend! Learn more [here](#).



Time is running out to participate in the Equal Opportunity & Cultural Diversity (EOCD) Committee's Mosaic Project! The deadline to participate is March 15th.

Join the committee in building a masterpiece that represents a shared commitment to equal opportunity, cultural diversity, equity, and inclusion. Your participation will not only contribute to this vibrant mosaic but also support the Boys & Girls Clubs of Annapolis and Anne Arundel County as all proceeds from the project will be donated. [Learn more.](#)

Educate

AT HOME WITH DIVERSITY

with **Tara Houston**



March 14, 2024



9:00 AM - 4:00 PM

REGISTER

**LUNCH
SPONSOR**



At Home With Diversity®, March 14th, 9-4PM

By developing a business practice rooted in inclusion and equality, REALTORS® can help buyers of all cultural backgrounds achieve the dream of homeownership.

The At Home With Diversity® (AHWD) certification course covers how to work effectively with diverse populations so you can build business success in today's multicultural real estate market. **Register today!**

VIRTUAL Contract Law Review (F)

Tuesday, March 12th
9:00 AM - 10:30 AM

REGISTER

VIRTUAL Fair Housing (C)

Tuesday, March 19th
9:00 AM - 10:30 AM

REGISTER

VIRTUAL Bright MLS Search

Thursday, March 21st
11:00 AM - 12:00 PM

REGISTER

Introduction to Commercial Real Estate

Wednesday, April 17th
10:00 AM - 1:00 PM

CCIM TUITION RATES: Member: \$175 | REALTOR®: \$195* | Non-Member: \$215
*To register at the REALTOR® rate, call the CCIM Solutions Center at 312-321-4460 x2 and provide your NRDS number

Looking for more in-person classes?
Register for the 2024 Convention & Tradeshow [here](#).

Welcome to our new affiliate member!

Diana Khan | DK Law Group

0 weeks for your endorsement 25850 points



HOW AI CAN HELP YOU EARN A C2EX ENDORSEMENT.

DOWNLOAD THE C2EX APP.

 

  REALTORS® COMMITMENT TO EXCELLENCE

REALTORS® Are Members of the National Association of REALTORS®.

Save the Date

[2024 Annual Convention & Tradeshow](#)

April 4th, 2024

[NAR Legislative Meetings](#)

May 4th - 9th, 2024

[38th Annual Billy Goodall Charity Golf Tournament](#)

September 9th, 2024

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