

OCTOBER 16, 2024

# Newsletter



Anne Arundel County Association of REALTORS®

## Quick Links:

[AACAR Home Page](#)

[REALTOR® Tools](#)

[Upcoming Classes](#)

[Check your current CE Hours](#)

[CE Requirements](#)

[MREC Advertising Checklist](#)

[Source of Income](#)

[Discrimination Laws in Maryland](#)

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

**Connect With Us!**



Welcome to our



MEMBERSHIP APPRECIATION WEEK

# OCTOBER 21ST - OCTOBER 25TH

Will you be joining us for Membership Appreciation Week **next week**?! Enjoy 50% off CE classes, food trucks, happy hour, 20% off the board store (excluding Sentrilock), daily giveaways, and more.

## BUYER'S AGENT POWER PLAY: THRIVING IN THE NEW MARKET



ROB CARTER

SARAH GARZA

LAUREN MATERA

JESS YOUNG

MODERATED BY GREG FISK

Join us for an electrifying panel with agents who are crushing it as buyer's agents, even in the face of recent industry shake-ups! Whether you're a seasoned pro or new to the buyer's side, this session will be packed with energy, insights, and practical advice to supercharge your success.

**New Affiliate  
Member!**



Whitney Kerridge  
**Admiral Cleaners**

**AFFILIATE APPRECIATION  
HAPPY HOUR**

**FREE FOR ALL MEMBERS!**  
RSVPs required.

**OCT.  
23RD**

**4-6 PM**

**UNCLE JULIO'S  
ANNAPOLIS, MD**



All members are invited to join us on Wednesday, October 23rd, at Uncle Julio's for our free Affiliate Appreciation Happy Hour from 4 - 6 PM.

**RSVPs required!**

Register [here](#) or email [lisa@aacar.com](mailto:lisa@aacar.com).

**Communicate**

# THE PSYCHOLOGY OF HOMEBUYING:

## EMPOWERING DIVERSE BUYERS

WITH  
GUEST  
SPEAKER

**MOSI GATLING**

OCT. 29TH | ANNE ARUNDEL  
COMMUNITY  
COLLEGE

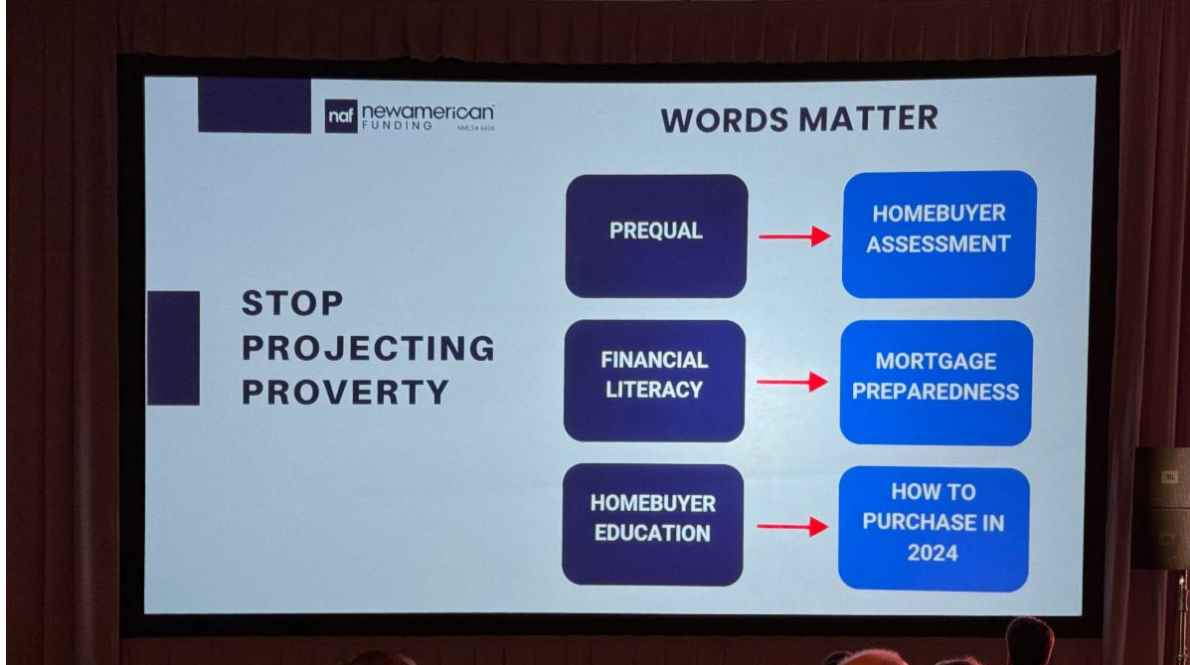
12:30 PM - 1:30 PM

REGISTER AT [WWW.AACAR.COM](http://WWW.AACAR.COM)

BE KIND.  
WORK HARD.  
STAY HUMBLE.  
SMILE OFTEN.  
STAY LOYAL.  
BE HONEST.  
TRAVEL WHEN  
POSSIBLE.  
NEVER STOP LEARNING.  
BE THANKFUL  
AND LOVE  
ALWAYS.



Understanding the psychology of homebuying is key to empowering diverse buyers and maximizing your business potential. Join us for an insightful session with Mosi Gatling, where you'll learn strategies to connect with diverse buyers and increase your reach.



**When:** Tuesday, **October 29th** | 12:30PM - 1:30PM

**Where:** Anne Arundel Community College, Health and Life Sciences Building (HLSB\*100) Lecture Hall

**Register today.**

*This is a must-attend event for anyone looking to make a meaningful impact in real estate.*

**Harvest for the Hungry**  
Food & Funds Drive "Thanks for Giving" Happy Hour  
November 21st  
Twain's Tavern  
5 - 8 PM  
FOOD DRIVE  
AACAR  
ANNE ARUNDEL COUNTY FOOD BANK  
Anne Arundel County Partnership  
for Children, Youth & Families  
Tickets & Sponsorships Available Now!

**New Event Date!** Join the REALTOR® Community Service Committee for their Annual "Thanks for Giving" Happy Hour at Twain's Tavern from 5-8 PM on **Thursday, November 21st**, to benefit those experiencing food insecurity in Anne Arundel County.

[Purchase Tickets](#)

[Become a Sponsor](#)

## NAR Proposed Settlement Resources

### Consumer Guides

- [NEW! Consumer Guide: Fair Housing](#)
- [Consumer Guide: Seller Concessions](#)
- [Consumer Guide to Written Buyer Agreements](#)
- [Consumer Guide: Open Houses and Written Agreements](#)
- [Consumer Guide: REALTORS® Duty to Put Client Interests Above Their Own](#)
- [Consumer Guide: What Veterans Need to Know About Buying A Home](#)
- [Consumer Guide: Offers of Compensation](#)

You can continue to access the latest information and resources on [facts.realtor](http://facts.realtor).

## Educate



Valid 10/16. Visit Terms and Conditions for details.

Save 40% on all real estate, mortgage, and professional development courses today, **October 16th** when you visit <https://aacar.theceshop.com> and use the promo code HARVEST at checkout.

**SELLER REPRESENTATIVE  
SPECIALIST (SRS)  
DESIGNATION**

*November 13th & 14th*

*9:00 am - 5:00 pm*

**AACAR Training Room**

*1521 Ritchie Highway,  
Suite 203, Arnold, MD 21012*

**INSTRUCTOR JOE DRIVER**



## Advocate

On October 1, HB 693, the Renters' Rights and Stabilization Act, went into effect. Maryland REALTORS® has prepared a summary of the bill's key provisions, which is available [here](#). Visit their website [here](#).

- [National Flood Insurance Lapse Averted](#)
- [NEW Advocacy Scoop Podcast: Unpacking RPAC](#)

## Engage



**AACAR**  
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS®

YOU'RE INVITED TO THE 2024-2025

*Installation of Officers & Directors*

PLEASE JOIN US FOR THE INSTALLATION OF OUR 2025  
PRESIDENT, BETTY JANS, LEADERSHIP TEAM, & NEW DIRECTORS

MONDAY, NOVEMBER 25TH  
6:00 PM - 8:30 PM

CARROL'S CREEK CAFE, 410 SEVERN AVENUE ANNAPOLIS, MD 21403



THANK YOU TO OUR CURRENT SPONSORS







Jenn Klarman

[Register today](#)

[Become a sponsor](#)

DISASTERS DON'T STOP,

**NEITHER DO WE.**

Your help is needed now more than ever.  
Text TEAMRRF to 71777 today!



REALTORS'  
**RELIEF**  
FOUNDATION



REALTORS® are members of the National Association of REALTORS®.

Have you downloaded the  
**AACAR App?**

Download on the  
App Store



GET IT ON  
Google Play



Renew your AACAR  
membership!

2025 Annual Dues Available Now.



Payment is due November 1, 2024.  
Questions? Call 410-544-4554.



## **Certified Full-Service Professional Buffini & Company**

- The Full-Service Professional with Brian Buffini – available now
- The Soundtracks of Real Estate with Jon Acuff – available now
- Unreasonable Hospitality with Will Guidara – live 10/22/24 at 10am PT
- Build a World-Class Unique Selling Proposition with Ron Tite – live 11/14/24 at 10am PT
- The WOW Customer Experience with Brian Buffini – live 12/17/24 at 10am PT

Receive a \$100 discount with a group registration of 25 or more.

## **Upcoming Events**

### **AACAR Membership Appreciation Week**

Dates: October 21-25th  
Location: AACAR Office

### **Fall Speaker: Mosi Gatling**

Date: October 29th  
Location: Anne Arundel  
Community College

### **NAR NXT: The**



## **REALTOR® Experience**

Dates: November 8-10th

Location: Boston, MA

## **Harvest for the Hungry**

Date: November 21st

Location: Twain's Tavern,  
Pasadena, MD

## **Installation of Officers & Directors**

Date: November 25th

Location: Carrol's Creek  
Cafe

Time is running out to apply for a 2025 AACAR Committee! Help shape the future of your association - be sure to **apply** by October 31st!

**Become a Member**

**Email AACAR Today**

**About AACAR | Contact Us | FAQs**

1521 Ritchie Highway, Suite 300  
Arnold, MD 21012  
Ph:410-544-4554

AACAR | 1521 Ritchie Hwy. Ste. 300 | Arnold, MD 21012 US

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!