

OCTOBER 2, 2024

Newsletter



Anne Arundel County Association of REALTORS®

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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



AACAR is partnering with the Inclusion, Diversity, Equity, & Accessibility (IDEA) Committee formerly known as the Equal Opportunity & Cultural Diversity (EOCD) Committee and the Greater Arundel Realtists to host speaker Mosi Gatling on **Tuesday, October 29th**, at the Anne Arundel Community College.

Mosi was named one of HousingWire's 2024 Women of Influence! With over 20 years in the mortgage industry, Mosi has closed over 1,000 loans in the past 3 years—90% serving diverse communities—and runs a \$100 million business.

Learn ways to broaden and modernize your messaging to bridge gaps in homeownership opportunities!

Educate



MEMBERSHIP APPRECIATION WEEK

OCTOBER 21ST - OCTOBER 25TH

MONDAY, OCTOBER 21ST

Continental Breakfast Provided by AACAR

App-titude Adjustment:

Level Up Your Real Estate

Game | 9:30 AM - 10:30 AM

Lunch Provided by AACAR

Amendments, Disclosures & Addendums to the Contract (F)

| 1:00 PM - 4:00 PM

TUESDAY, OCTOBER 22ND

Continental Breakfast Provided by AACAR

Legislative Update: Critical

Areas (A) | 9:30 AM - 12:30 PM

Lunch Provided by AACAR

Brokerage Relationships & Disclosures (H) | 1:30 PM - 4:30 PM

PM

WEDNESDAY, OCTOBER 23RD

Continental Breakfast Provided by AACAR

Contracts for the Newly

Licensed (J) | 9:30 AM - 12:30 PM

PM

Lunch Provided by AACAR

Buyer's Agent Power Play:

Thriving in the New Market |

Panelists: Jess Young, Lauren Matera, Sara Garza, Rob Carter | Moderator: Greg Fisk | 1:00 PM -

THURSDAY, OCTOBER 24TH

Continental Breakfast Provided by AACAR

Fair Housing (C) | 9:30 AM - 11:00 AM

Food Trucks | 11:00 AM - 1:00 PM

Sponsored by Bright MLS & Navy Federal Credit Union



Code of Ethics (D) | 1:15 PM to 4:15 PM

FRIDAY, OCTOBER 25TH

Continental Breakfast Provided by AACAR

Breaking Bad (F) | 9:30 AM - 11:00 AM

Lunch Provided by AACAR

Property Management & Landlord & Tenant Laws (M) | 1:00 PM - 4:00 PM

DRAWINGS: FREE Affiliate Dues, Free Member Dues, FREE SuperPass

MEMBER DISCOUNTS: 50% off classes & 20% off board store (excluding

Visit our Website

Advocate

REAL ESTATE LEGISLATION

EFFECTIVE OCTOBER 1, 2024



Click [here](#) to download the Summary of 2024 Real Estate Legislation.

New forms reflecting these changes are now in effect and available in the [Maryland REALTORS® Forms Library](#), along with the [2024 Statewide Forms Manual of Changes and Practice Tips](#).

Engage

Women's Council of REALTORS®
Anne Arundel
Presents
Bras for the Cause
The Red Devils
Supporting Breast Cancer Families
TWAIN'S TAVERN
359 Baltimore Annapolis Blvd, Pasadena
October 7, 5:30-11:30

AACAR YPN
Happy Hour
Pusser's | Annapolis
October 4th | 5:00pm

Cocktails for a Cause

A  **Fundraiser!**
FISH FOR A CURE

Join us for a night of fun and friendly competition at the **REELtors Hooked on Giving Back** Cocktails for a Cause! This event is a fundraising mixology competition between local REALTOR affiliates - lenders, title companies, insurance companies, and more! Each competitor will be making their own cocktail and mocktail to be voted on by YOU!



WHAT TO EXPECT WITH YOUR TICKET

- Yummy appetizers
- 5 Voting / Sample Drink Tickets included per ticket
- Music! Fun! Dancing!
- Raffle Prize Drawings

WHEN & WHERE?

DATE: WEDNESDAY, OCTOBER 2ND

TIME: 4-7PM

LOCATION: THE BELCHER PAVILION AT ANNE ARUNDEL MEDICAL CENTER, 7TH FLOOR

\$50 DONATION IS YOUR TICKET

Tickets are limited for this event - reserve your spot today!

TO BUY TICKETS



FALL FESTIVAL

AACO SHERIFF & CHESAPEAKE K9 FUND

2024

October 6, 2024

Run to Support the Chesapeake K9 Fund and Raise Funds to Assist First Responder K9 Partners Across the State.



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



To learn more about sponsorship opportunities or to register, please email kerryc@aacar.com.

Communicate

NAR Proposed Settlement Resources

As a reminder, the guides in this series are available for download—in both English and Spanish—on facts.realtor.

- [NEW: Seller Concessions](#)
- [Why Am I Being Asked to Sign a Written Buyer Agreement?](#)
- [Open Houses and Written Agreements](#)

- [REALTORS'® Duty to Put Client Interests Above Their Own](#)
- [What Veterans Need to Know About Buying a Home](#)
- [Offers of Compensation](#)
- [Negotiating Written Buyer Agreements](#)

You can continue to access the latest information and resources on facts.realtor.



Renew your AACAR membership!

2025 Annual Dues Available Now.



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



In honor of Association Executive (AE) Appreciation Day, we would like to thank our incredible AE, Bob Johnston, for all that he does to support our association, members, and staff!

Most recently, The Daily Record named Bob as one of [Maryland's 2024 Most Admired CEOs](#).

Upcoming Events

[Women's Council of REALTORS Anne Arundel Network's Bras for a Cause](#)

Date: October 7th

Location: Twain's Tavern

[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 20th

Location: Twain's Tavern, Pasadena, MD

[Installation of Officers & Directors](#)

Date: November 25th

Location: Carrol's Creek Cafe

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

[AACAR](#) | 1521 Ritchie Hwy. Ste. 300 | Arnold, MD 21012 US

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