

OCTOBER 30, 2024

# Newsletter



Anne Arundel County Association of REALTORS®

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Do you have clients or know someone looking to rent a home?

Refer them to us and earn 50% of the first month's rent on all rental referrals! At **1st Choice Property Management**, we specialize in property management, offering a Client Referral Program that treats your clients with the same level of care you would.

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Let's collaborate! Contact us today to see how our

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Ph: 410.674.6647

Email: [info@firstchoicepm.com](mailto:info@firstchoicepm.com)

## Communicate



# Renew your AACAR membership!

2025 Annual Dues Available Now.



**Payment is due Friday, November 1, 2024.**

Questions? Call 410-544-4554.



Looking to get involved? Don't miss your chance to join a 2025 Committee!

Be sure to submit your application by tomorrow, October 31st.

Don't forget - you must apply each year for the committee(s) of your choice whether you are currently on that committee or not.

## NAR Proposed Settlement Resources

The guides in the series below are available for download—in both English and Spanish—on [facts.realtor](https://facts.realtor).

- [NEW: 10 Questions to Ask a Seller's Agent](#)
- [10 Questions to Ask a Buyer's Agent](#)
- [Listing Agreements](#)
- [Fair Housing](#)
- [Multiple Listing Services](#)
- [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](#)

**Apply Now**

- Offers of Compensation
- Negotiating Written Buyer Agreements



Yesterday, Mosi Gatling shared her insights on the psychology of homebuying and marketing efforts that can be used to expand your reach.

Thank you to all who attended and to the AACAR IDEA Committee and Realtist Association of Greater Arundel for partnering with us to host this event.



AACAR Board Member, James Spencer of Coldwell Banker Realty, will share the legacy of his great-great grandfather, Captain James Spencer and his journey of land ownership in Anne Arundel County.

When: Thursday, November 7th from 3 - 4 PM

Where: Bates Legacy Center  
1101 Smithville St., Annapolis MD

## Educate



**SELLER REPRESENTATIVE SPECIALIST (SRS) DESIGNATION**

*November 13th & 14th  
9:00 am - 5:00 pm*

*AACAR Training Room  
1521 Ritchie Highway,  
Suite 203, Arnold, MD*

**INSTRUCTOR  
JOE DRIVER**



# 2025 SUPERPASS

Take any on-site continuing education class  
at the AACAR Office for only \$99.00!

Valid for use from Jan. – Dec. 2025



Available for purchase now  
through January 2025!

Purchase a 2025 SuperPass  
today under the  
**"Subscriptions"** tab on your  
account.

The Seller Representative Specialist course provides a comprehensive foundation of skill development, training, and resources to help real estate professionals generate business and represent the interests of sellers in today's marketplace. **Register now.**

## Advocate

The City of Annapolis just passed legislation **expanding the number of zoning districts where daycare centers are permitted**. This piece of legislation was introduced by Alderman Brooks Schandelmeier and signed into law on 10/14/2024.

### **City of Annapolis - File #: O-13-24**

#### ***Why is this something REALTORS® want to know about?***

Expanding zoning districts to permit daycare centers is a win for REALTORS® because it enhances community appeal and accessibility for families, boosting local property values. **With more daycare options, neighborhoods become more attractive to young families, supporting a vibrant housing market and driving demand for homes in these areas.** This zoning flexibility also fosters small business growth and strengthens community infrastructure, aligning with REALTOR® priorities to build resilient, family-friendly communities.

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***Do you own an LLC?*** The Beneficial Ownership Information Reporting Rule and Beneficial Ownership Information Access and Safeguards Rule is one you'll want to know about!

A reporting company created or registered to do business before January 1, 2024, will have until January 1, 2025 to file its initial beneficial ownership information report.

A reporting company created or registered on or after January 1,

2024, and before January 1, 2025, will have 90 calendar days after receiving notice of the company's creation or registration to file its initial BOI report. This 90-calendar day deadline runs from the time the company receives actual notice that its creation or registration is effective, or after a secretary of state or similar office first provides public notice of its creation or registration, whichever is earlier.

Reporting companies created or registered on or after January 1, 2025, will have 30 calendar days from actual or public notice that the company's creation or registration is effective to file their initial BOI reports with FinCEN.

## Frequently Asked Questions

## Engage



**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**



Register today

Become a sponsor



**Harvest for the Hungry**  
Food & Funds Drive "Thanks for Giving" Happy Hour  
*November 21st*  
Twain's Tavern  
5 - 8 PM



**Tickets & Sponsorships Available Now!**



**Purchase Tickets**

**Become a Sponsor**



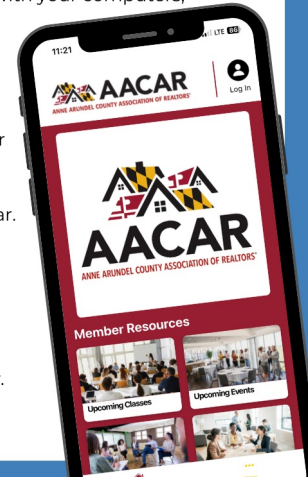
**FREE TECH SUPPORT**  
YOUR NEW MEMBER BENEFIT

Based in the U.S., friendly Tech Helpline analysts can help you resolve problems with your computers, tablets, printers, scanners, smartphones, and more — all at no additional cost to you!

With no limit to the number of calls you can make, this member benefit can save you hundreds each year.

**HOURS:**  
Mon - Fri: 9 AM - 8 PM  
Sat & Sun: 9 AM - 5 PM

Contact the Tech Helpline using the AACAR app today.



## Upcoming Events

### NAR NXT: The REALTOR® Experience

Dates: November 8-10th

Location: Boston, MA

### YPN Committee's Volunteer Day

Date: November 20th

Location: Anne Arundel County Food Bank

### 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

A few highlights from Membership Appreciation Week!

Thank you to the instructors, volunteers, sponsors, and members who made this week possible. We are so grateful for you.

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